

HARDWARE AND METAL

Vol. XXX

PUBLISHED EVERY SATURDAY SINCE 1888

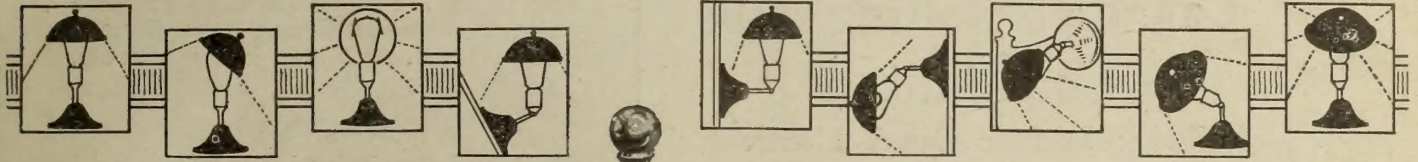
July 6

No. 27

THE MACLEAN PUBLISHING COMPANY, LIMITED

1918

PUBLICATION OFFICE: TORONTO, CANADA



Ten Times the
for the

Illumination
Same Money

MOVABLE SHADE
REFLECTS LIGHT
ANY ANGLE

Takes up little space—portable anywhere—gives ten times the illuminating power that the same amount of current used in other kinds of lamps can give, thereby cutting down lighting bills.

That's why the Wallace makes a real hit wherever demonstrated.

Hundreds of uses in every home and office. Display it strongly in your store and watch results.

MENZIES & COMPANY, Ltd.
TORONTO, CANADA

A. C. PENN - Incorporated - NEW YORK

JOINT HERE
FOR ADJUSTING
POSITION OF
LAMP.

Wallace
ADJUSTABLE
Lamp

"Approved by the National
Board of Fire Underwriters"

FOLDED WHEN
NOT IN USE
FOR TRAVELLING.

\$4.²⁵

In Brass
Nickel
or Bronze

SPRING CONCEALED IN BASE WILL FASTEN
TO BACK OF CHAIR OR BED.



Canadian Rolling Mills' Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BAR IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

**CANADIAN TUBE & IRON
CO., LIMITED**

MONTREAL

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinnerns' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Colonial Wire Mfg. Co., Limited

Manufacturers of

SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

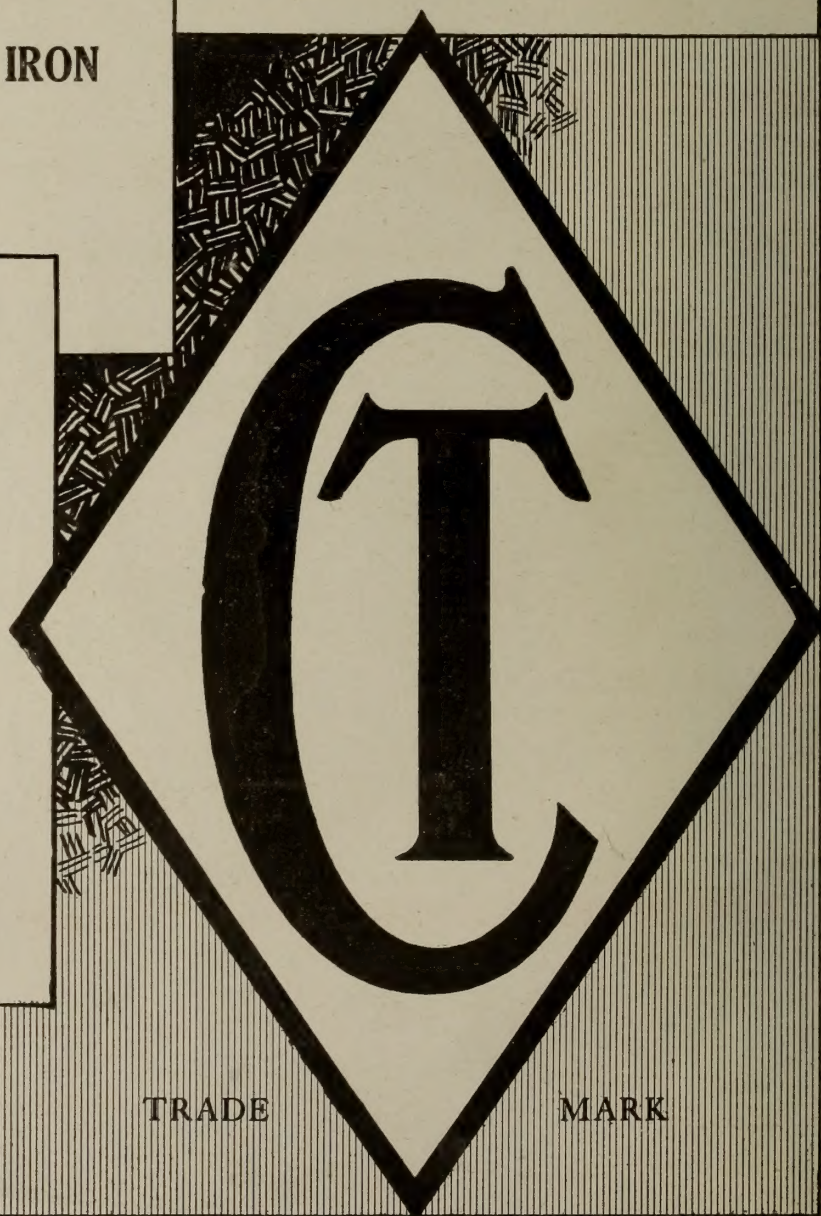
TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized).

**CANADIAN TUBE & IRON
CO., LIMITED**

MONTREAL



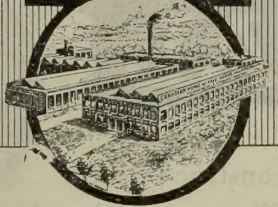
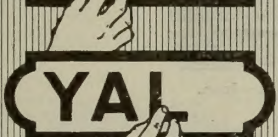
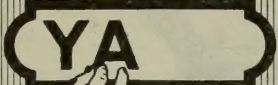
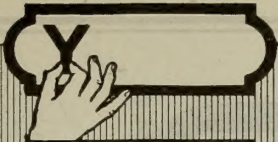
TRADE

MARK

**Yale
Products**

Padlocks

**Night
Latches**



**made in
Canada**

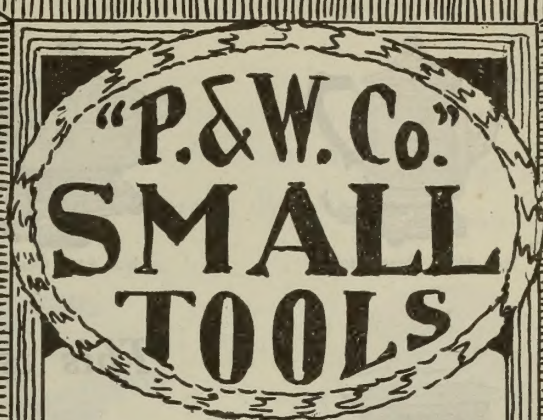
**Door
Closers**

**Builders'
Hardware**

You have the right to look to the manufacturer for satisfaction. And your customer has the right to look to you. When you stock and sell the Yale line you have done the utmost in guaranteeing your own interests and your customer's.

The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.



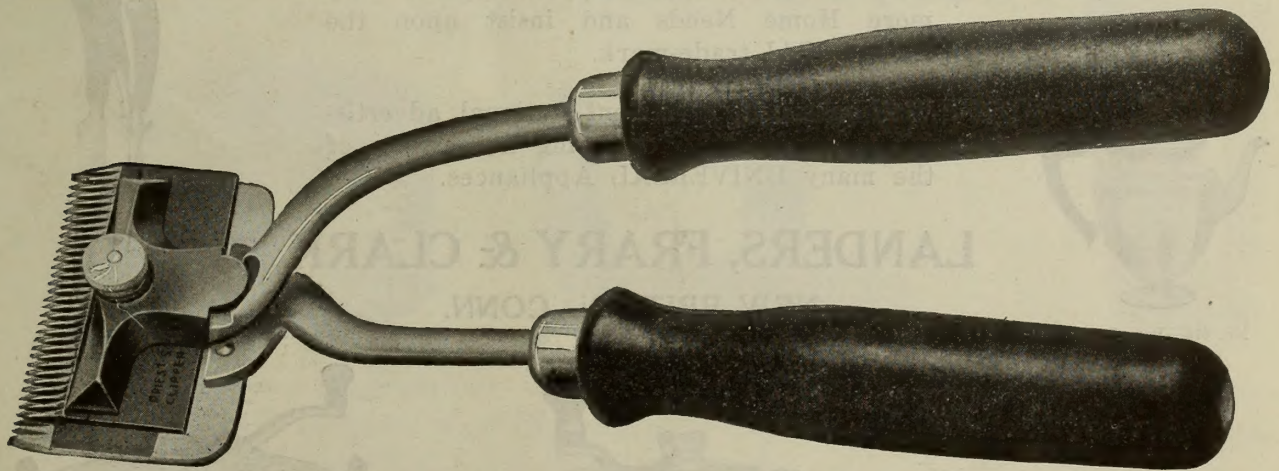
**Taps, Dies, Reamers,
Milling Cutters, Drills**

Highest Grade Materials—Expert Workmen—
Quality absolutely guaranteed.

**PRATT & WHITNEY CO.,
OF CANADA, LTD.**

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver,
609 Bank of Ottawa Bldg.; Winnipeg, 1205
McArthur Bldg.



Priest's Horse Clippers

The line of Priests Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

**A. MacFarlane & Co.
Montreal, Canada**

Selling Agents

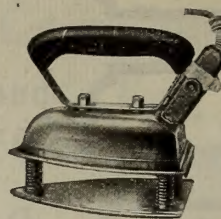
**Wiebusch & Hilger, Ltd.
New York City**



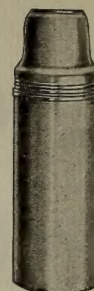
No. 9637—Percolator.



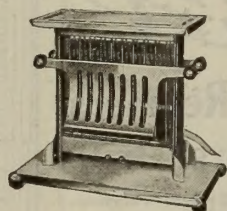
No. 940—Chafer.



No. 9081—Iron.



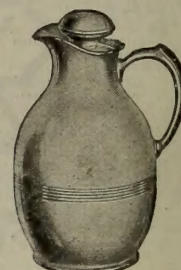
No. 80—Vacuum Bottle.



No. 946—Toaster.

This is the trade-mark

UNIVERSAL



No. 9822—Pitcher.

No. 7538—Casserole.
Has Vitrified China Inserts.

It stands for the best in mechanical construction, material, quality and satisfaction.

You will find it in nearly every home on appliances that are giving real satisfaction.

It is easy to sell the owners of these appliances other home needs under this trade-mark.

The owners of these appliances will buy more Home Needs and insist upon the UNIVERSAL trade-mark.

Well-balanced, consistent national advertising is persistently reminding housewives of the many UNIVERSAL Appliances.



No. 02641—Pocket Knife.

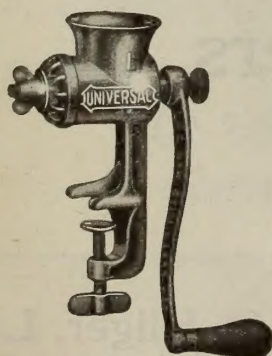


No. 476—Percolator.

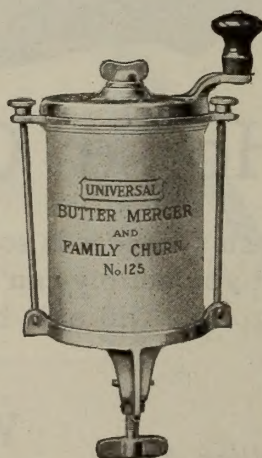


No. 02111—Carver.

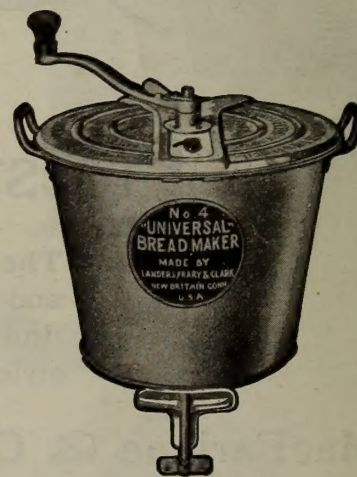
LANDERS, FRARY & CLARK
NEW BRITAIN, CONN.



No. 1—Food Chopper.



No. 125—Churn.

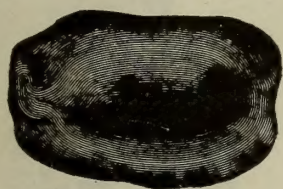


No. 4—Bread Maker.

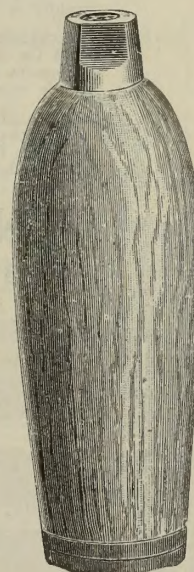
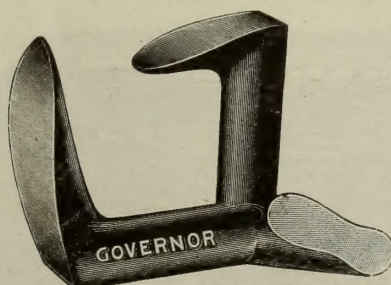
**BOOT
CALKS**
for
HUNTERS

Our stocks of these lines are very large. We carry all staple lines, and we have been told that our prices are lower than houses that sell these lines exclusively. More shoe repairs will be sold than ever. See that your stock is well assorted.

**BOOT
CALKS**
for
WOODSMEN



**COBBLERS' SHOE
REPAIR OUTFITS**



Cobbler repair outfits—Half Soles, Heel Taps, Rubber Heels, Shoe Lasts, Shoe Hammers, Shoe Pincers, Shoe Thread, Shoe Bristles, Shoe Wax, Peg Breaks, Heel Supports, Shoe Tacks.

Look over your stock. If not supplied with all these items, write us.

WHOLESALE DISTRIBUTORS

LEWIS BROS., LIMITED

MONTREAL

EVERYTHING IN HARDWARE

**BOOT
CALKS**
for
ICE-CUTTERS

**BOOT
CALKS**
for
LUMBERMEN

Genco

RAZORS

A Square Foot of Selling Space

*That Can Be Made Very Profitable
In Your Store*

THE space occupied by this Genco Razor Display Case is about one square foot. Besides containing and protecting the razors, it catches and holds the eye and gives the goods a pleasing display. As a salesman it is on the job every minute.

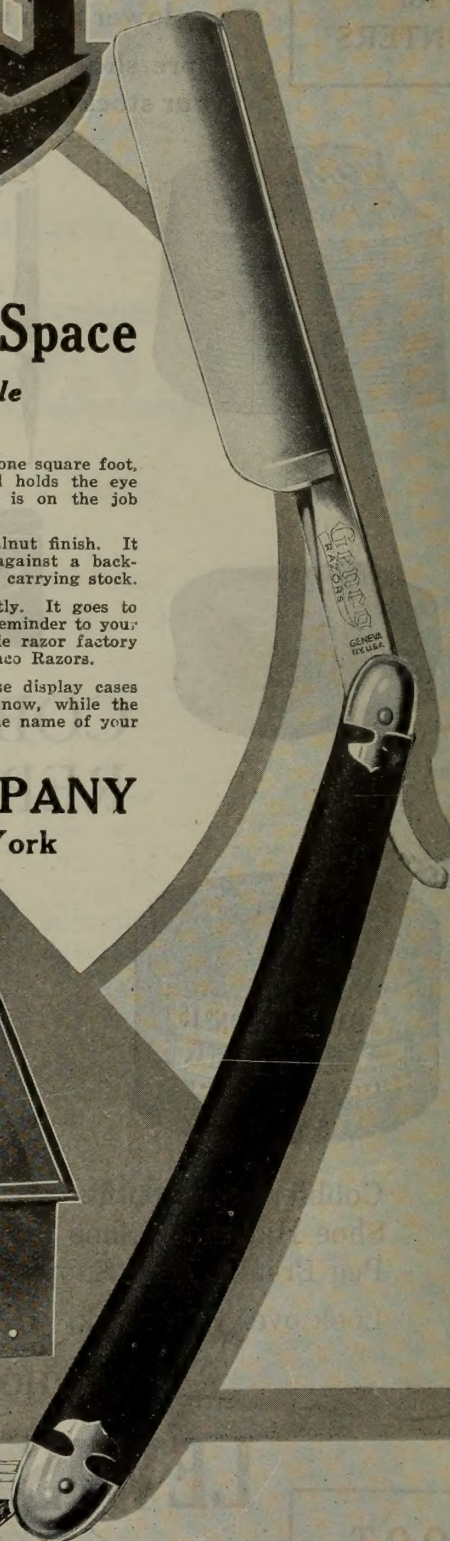
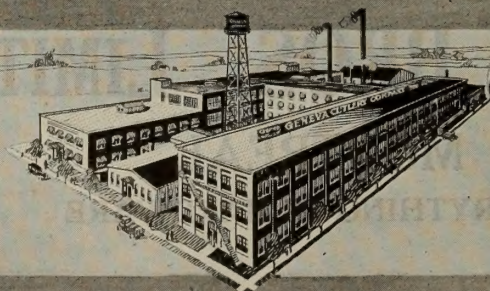
The case is made of pressed steel, with handsome Circassian walnut finish. It holds six Genco Razors of different design on constant display against a background of Royal Purple plush and there is ample room beneath for carrying stock.

All current Genco Razor advertising features this case prominently. It goes to work for you the minute it appears on your counter. Let it be a reminder to your customers of the 500 master cutlers who, in the largest high grade razor factory in the world, grind the quality in and the guess work out of Genco Razors.

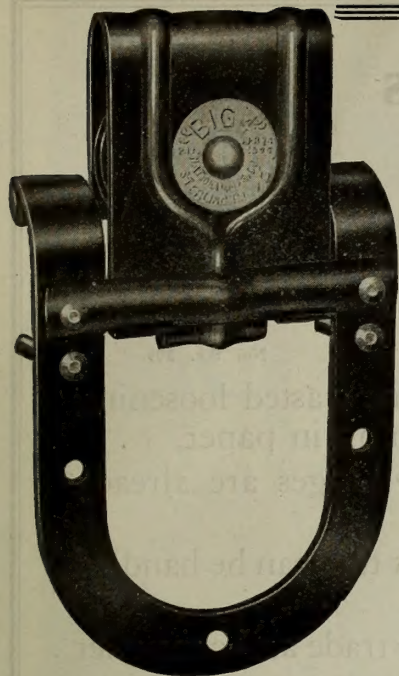
We are making a special proposition which included one of those display cases free with your first order. Write for the details of this offer now, while the matter is fresh in your mind. It's quite a good thing. Mention the name of your jobber when writing us.

GENEVA CUTLERY COMPANY

159 Gates Avenue, Geneva, New York



If interested, tear out this page and keep with letters to be answered.



Utility—Strength—Safety

“Big 4” Flexible Door Hangers

are everywhere meeting fully the requirements of builders and barn.

Common-sense construction—materials selected to withstand rough usage—and reasonable price, are the essential features that go to make National “Big 4” a 100 per cent. Barn Door Hanger.

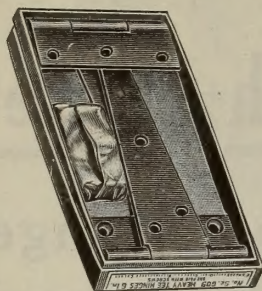
The “Big 4” is simply but heavily built entirely of steel; has no complicated parts to get out of order; runs smoothly on anti-friction steel roller bearings; is flexible; is fastened to but one side of the door; brings the door close to the track; has sherardized axles and rivets; wheel housing is prevented from binding on hub of wheel; japanning is done before assembling, ensuring bearings free from japan; cannot jump the track.

And these are Points that have made “Big 4” the great seller it is.

Packed the careful “National Way”—one pair in a box, with bolts for attaching. A printed tag is also packed in each box, giving a list of articles required to properly equip each door. This serves as a reminder to the clerk and will help make sales of articles listed.

Send for a National Catalog.

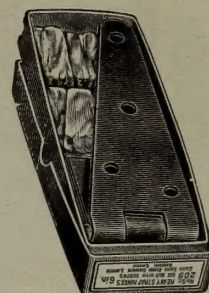
NATIONAL MANUFACTURING COMPANY
STERLING, ILLINOIS



No. S.c. 609

Everybody Likes Strap and Tee Hinges

Packed One Pair in a Box with Screws



No. S.c. 209

Before placing your next order for hinges consider the time wasted loosening bundles, selecting and counting out the screws and wrapping in paper.

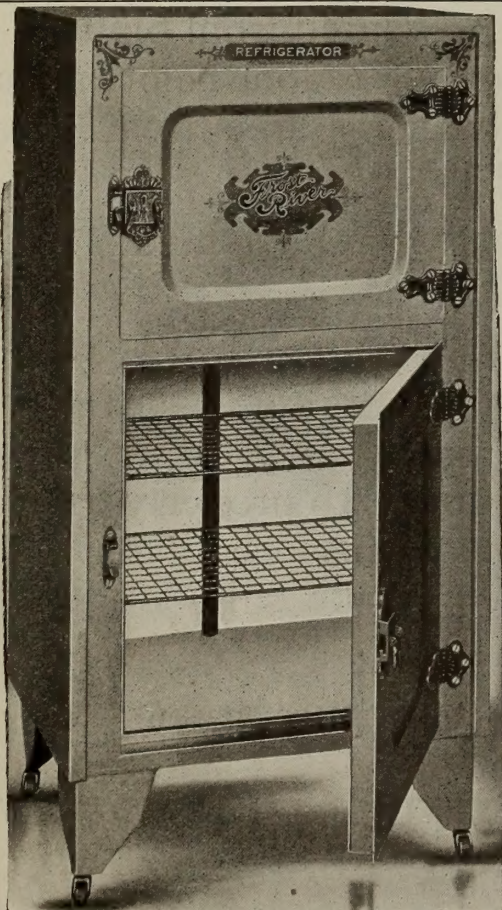
Consider the additional customers you can wait on when hinges are already packaged, neatly labelled, ready to hand out.

Consider the advantages of having a clean, attractive stock that can be handled without soiling the hands.

Naturally this time- and labor-saving method appeals to the trade and consumer as is shown from the ever-increasing demand.

In ordering, prefix the letters S.c. to the class number to distinguish from the line of hinges in bulk.

CANADA STEEL GOODS COMPANY, LIMITED
HAMILTON - CANADA



Davidson's Well Known FROST RIVER

Refrigerator shown herewith

Made entirely of Sheet Steel Galvanized

The exterior is Japanned French Grey, beautifully finished with neatly decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in an oven of high temperature.

All inside parts are removable for cleaning purposes.

The drip pipe for the waste water has been carried outside the body, and does not run through the Food Chamber—as usual in other refrigerators.

Made in three sizes, the largest with double doors.

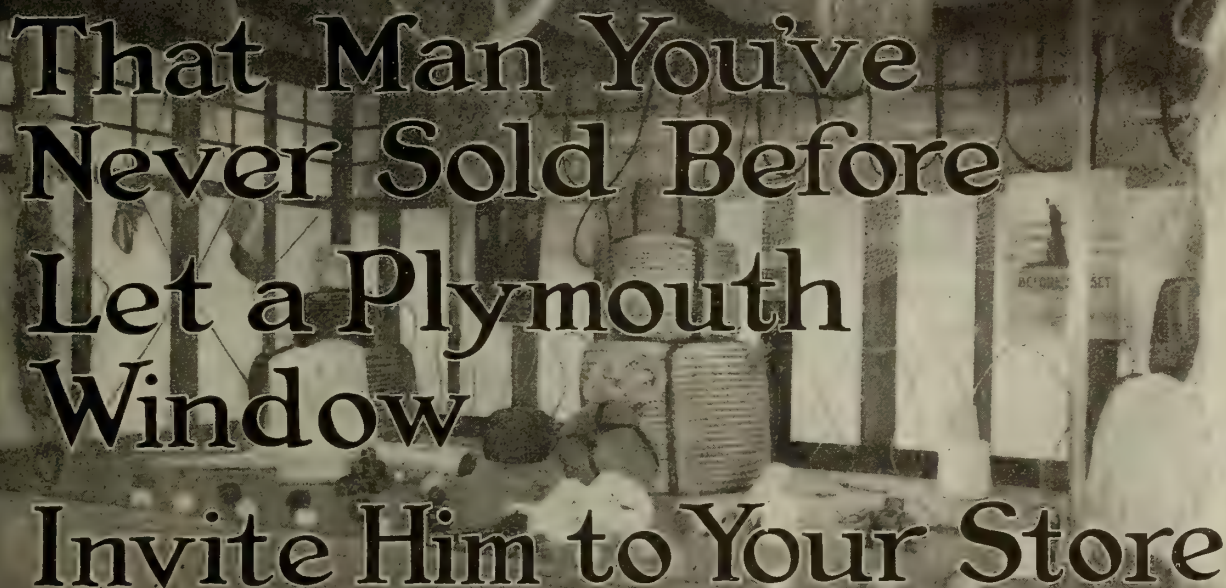
**NOW is the time to get your Orders in
for these goods and ensure
prompt shipment.**

The Thos. Davidson Mfg. Co.
LIMITED

Toronto

Montreal

Winnipeg



That Man You've Never Sold Before Let a Plymouth Window Invite Him to Your Store

LET the Dealers' Service Department of the Plymouth Cordage Company help you install an attractive sales-producing window.

They are always ready to co-operate with Plymouth Dealers. Their book of instructions on window trimming is replete with suggestions for seasonable windows, profusely illustrated and easy to follow.

The display material furnished all Plymouth Dealers is interesting and instructive. Many hardware dealers have gained regular customers through a Plymouth Rope window. The satisfactory service given by the Plymouth Rope they bought has brought them back again and again when in need of other things.

If you are a Plymouth Dealer you should avail yourself of this service. If you are not selling Plymouth Rope now it is a good time to begin; the service is yours when you begin selling Plymouth.

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass.

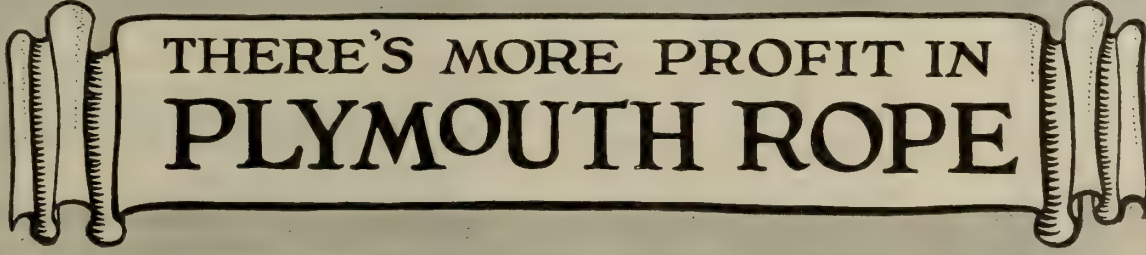
Welland, Canada

INDEPENDENT CORDAGE COMPANY, LIMITED

TORONTO,

CANADA

Canadian Sales Agents



**THERE'S MORE PROFIT IN
PLYMOUTH ROPE**

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.



A turn of the cap does the trick that saves time, labor and Drill Points.

This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

OFFICIAL
AWARD
RIBBON



PANAMA PACIFIC
INTERNATIONAL
EXPOSITION
SAN FRANCISCO
1915

Chas. H. Jones
PRESIDENT

Wm. H. Barker
PRESIDENT OF THE SUPERIOR JURY

Wm. H. Barker
DIRECTOR OF EXHIBITS

Wm. H. Barker
SECTY OF THE INTERNATIONAL
AWARD SYSTEM

**MEDAL
HONOR**

DEPARTMENT OF
MANUFACTURES AND
VARIED INDUSTRIES

Wm. H. Barker
CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG
NO. 55.

**TRIMONT
MFG. CO.**

55-71 Amory Street
Roxbury, Mass.
U.S.A.



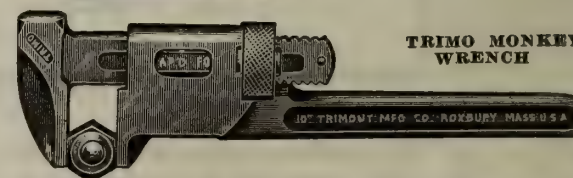
TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



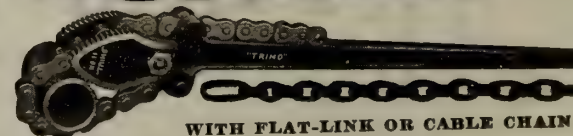
TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN



The Needs of the Empire

NEVER BEFORE in the history of Canada has greater opportunity been offered her Sons and Daughters to render SERVICE to the Empire;—and

NEVER BEFORE have the needs of the Empire demanded as high a standard of QUALITY in thought, deed and product as at present.

HOW NOBLY CANADA has responded is now known around the World and history will record it for the future.

THE PRODUCTS OF OUR MILLS are at the Fronts and on the Seas, in the Shipyards and Factories and in the Fields, faithfully fulfilling their mission of reliable performance wherever the Government's War-Winning Programme directs, as we are, and have been, stripped for action since the first call to arms.

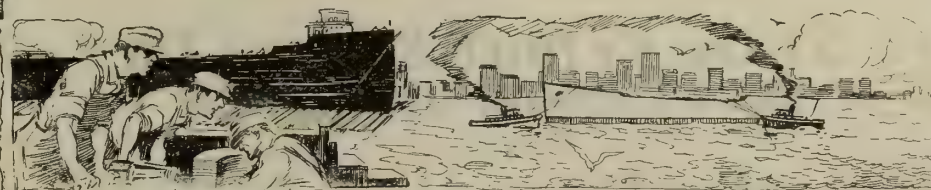
THE NEEDS OF THE EMPIRE are many and the War-Winning Programme changes as necessity demands; but it matters not, the needs of the Empire are paramount and must be supplied.

THEREFORE, if in these trying times, we do not deliver promptly to you such of the products of our Mills or Blast Furnaces as you may need, console yourself with the thought that through us, you are rendering Service to the Empire and to the Cause that matters most for the Liberty, Justice and Freedom of the World.

THE
STEEL COMPANY
OF
CANADA
LIMITED

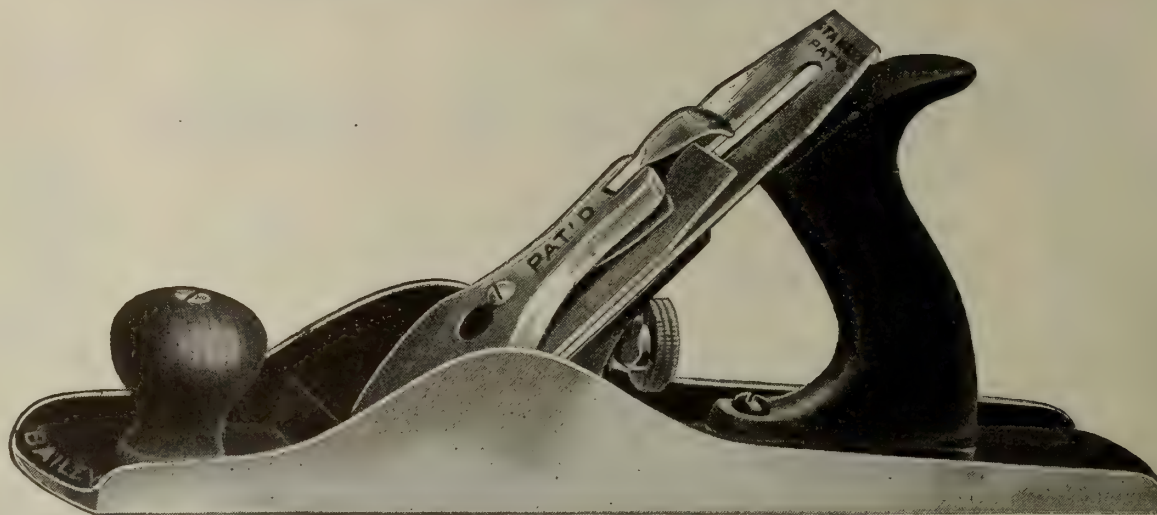
HAMILTON

MONTREAL



If interested, tear out this page and keep with letters to be answered.

Stanley Tools



BAILEY IRON PLANES

The Standard For More Than Fifty Years

Made by the most skilled Plane makers in the world.

The average Carpenter invariably demands a *Bailey*.

He learned his trade by their use as did his father before him. You never have to "carry over" a *Bailey Plane*. They are always in demand and constitute one of the most staple articles a Hardware Dealer stocks.

Improvements are constantly being made in their manufacture, tending to make them daily more popular and more sought after by discriminating Carpenters and Mechanics.

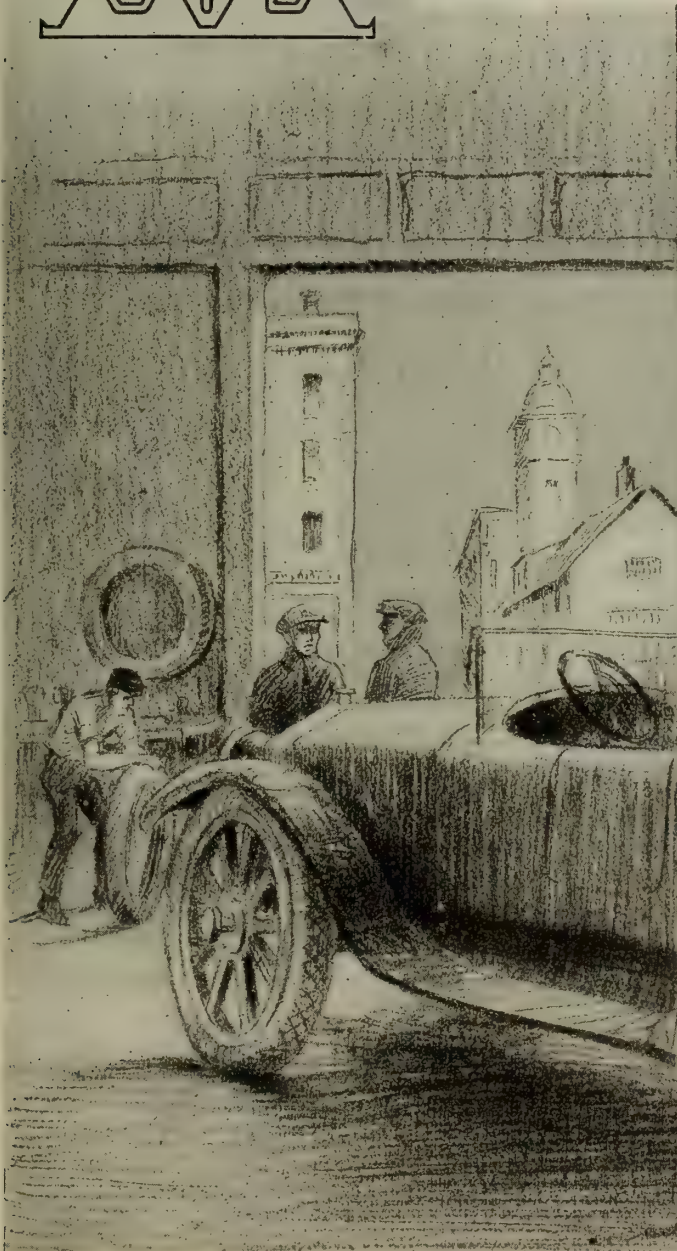
If you do not carry these Planes, arrange to do so at once. You will be surprised how your Plane sales will increase.

MADE IN THE CANADIAN WORKS
OF THE

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Screw Plates

Every Garage
needs a Set of
Little Giant
Taps *and* Dies



Little Giant Combination Screw Plates are a very important part of the working equipment of every up-to-date garage.

They contain taps and dies for cutting practically all sizes of screw threads found in automobile, truck or tractor construction, and besides the regulation stock and tap wrench, many of them contain a Bit Brace Die Holder which is very useful in threading out-of-the-way parts without removing them from the car.

Little Giant Screw Plates are made and backed by the largest tap and die manufacturers in the world.

Have you the latest Little Giant Catalog and Discount?

**Wells Brothers Co.
of Canada, Ltd.**

[Galt, Ontario

Sales Agents: Canadian Fairbanks-Morse
Company, Limited

Canadian Factory: Greenfield Tap and Die
Corporation

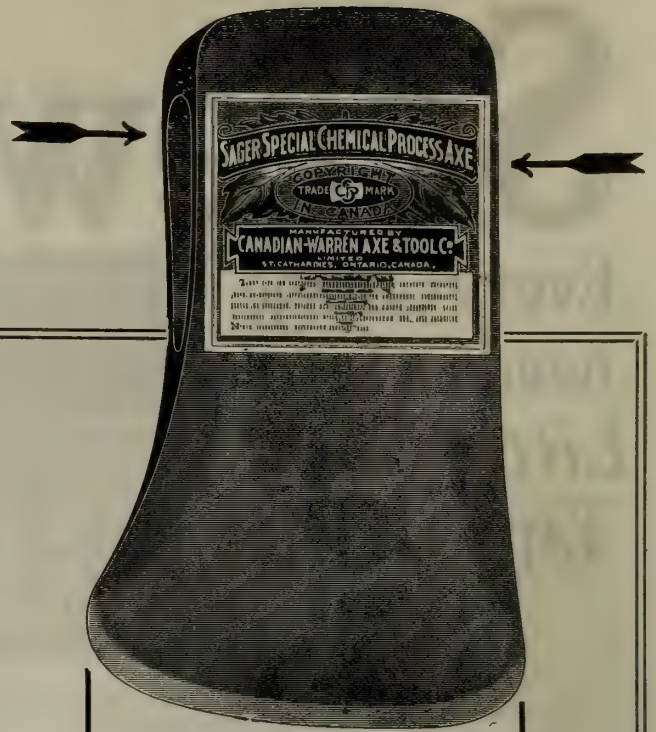
The Blacksmith, the Carpenter, the Local Garage and Every Manufacturer in Your Neighborhood Uses Files

These men will buy "Famous Five" files without question because they know them to be standard grade tools; hard, sharp, and well balanced.

That's why it will pay you to sell them.

Specify "Famous Five" when ordering from your jobber.

They are:



WHY NOT BE GUIDED
BY THE JUDGMENT OF
HUNDREDS OF WELL
KNOWN LUMBERMEN,
WHO ACKNOWLEDGE
THE SUPERIORITY OF

"SAGER AXES"

AND

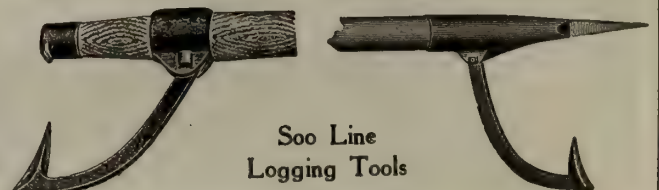
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED

ST. CATHARINES, ONT.



Soo Line
Logging Tools

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

Stores, churches, lodges and homes

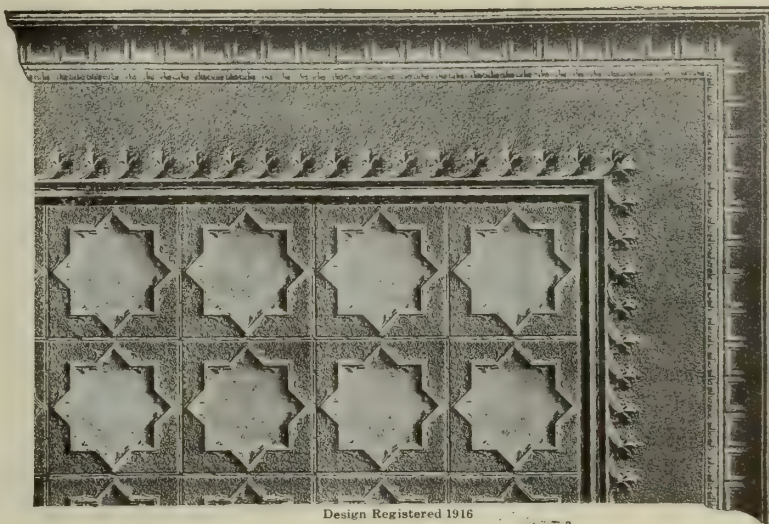
There is no limit to the number of prospects in your neighborhood for Metallic Ceiling and Wall plate jobs.

Just a suggestion from you will often land a big profitable job and we will handle all the detail of figuring and planning for you.

First, get our big illustrated catalogue and information about our dealer service.

Stock carried by

GEO. W. REED & CO., LTD.
37 St. Antoine Street Montreal

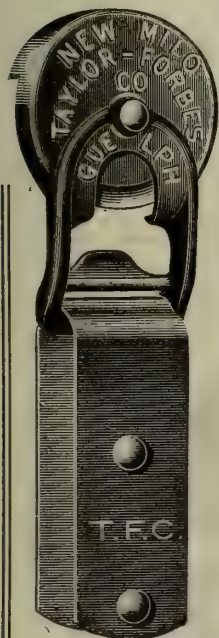


The Metallic Roofing Co., Limited

TORONTO

MANUFACTURERS

WINNIPEG



Two Good Lines That Always Make Good

A stock of these two dependable sellers will bring you many profitable sales and give you a satisfied customer with every one.

The

"NEW MILO" DOOR HANGER and THE "T-F" SPRING HINGE

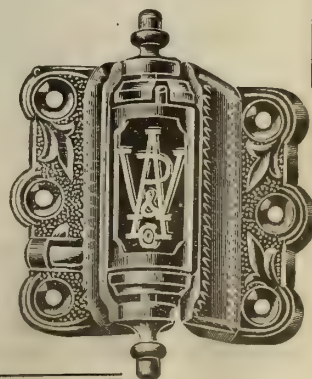
should be included in every Hardware dealer's stock.

We take pride in producing a quality article, and we stand back of these two lines, guaranteeing them to be all your customers expect, and more.

We are the largest Hardware manufacturers in Canada, and will be glad to send you particulars about any lines you may require.

Write us.

Taylor-Forbes Co., Limited, Guelph, Ontario



If interested, tear out this page and place with letters to be answered.

COLD

ROLLED

SHAFTING

IN

STOCK

20' Lengths

Also in
SQUARE
HEXAGON
FLAT
STRIP
FLAT WIRE

IRON & STEEL
MERCHANTS

	Dia.		Dia.
330 bars.....	1"	8 bars.....	2 13/16"
56 ".....	1 1/16"	6 ".....	2 7/8"
41 ".....	1 1/8"	72 ".....	2 15/16"
202 ".....	1 3/16"	45 ".....	3"
88 ".....	1 1/4"	10 ".....	3 1/16"
20 ".....	1 5/16"	20 ".....	3 3/16"
25 ".....	1 3/8"	2 ".....	3 1/4"
20 ".....	1 5/8"	64 ".....	3 7/16"
33 ".....	1 11/16"	10 ".....	3 1/2"
16 ".....	1 13/16"	5 ".....	3 3/4"
20 ".....	1 7/8"	9 ".....	4 3/16"
175 ".....	1 15/16"	2 ".....	4 5/16"
106 ".....	2"	6 ".....	4 1/4"
6 ".....	2 3/8"	3 ".....	4 3/8"
103 ".....	2 7/16"	4 ".....	4 3/4"
9 ".....	2 1/2"	5 ".....	4 7/8"
14 ".....	2 11/16"	3 ".....	5 1/8"
5 ".....	2 3/4"	8 ".....	5 3/16"

NICKEL
STEEL
and
BARS
SHEETS
SHAPES, etc.
of all kinds

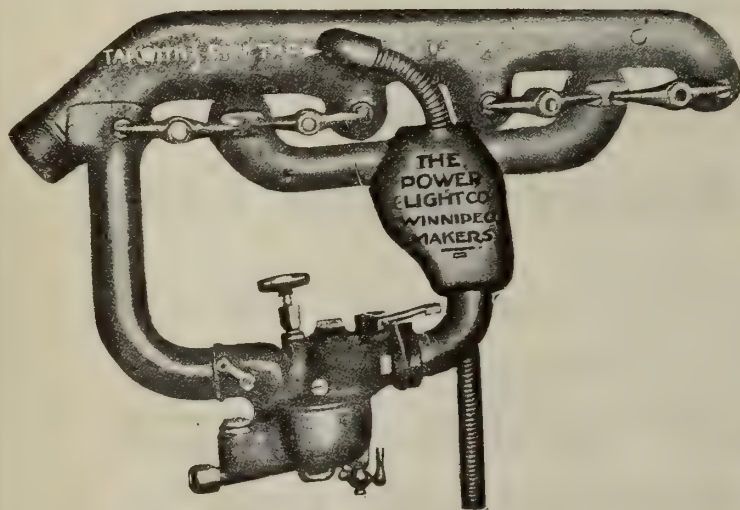
TORONTO

GET OUR STOCK LIST

BAINES & PECKOVER

98-116 ESPLANADE

18-22



Down goes cost of gasoline

The Powerlight Manifold Heater for Ford Cars—Guaranteed to save 25% to 40% on gasoline. The most useful accessory ever put on any car.

Installed in a few minutes.

Price \$7 complete with full directions for installing.

Four Outstanding Advantages.

1. The Powerlight Manifold Heater for Ford Cars will save from 25 to 40 per cent. on gasoline, which means more mileage.

2. It heats the gasoline after it leaves the carburetor and as it enters the manifold intake so that it will enter into the cylinders in a dry, intensely combustible state. Every cylinder will receive the same quality gas, for every particle

of the gasoline has been thoroughly vaporized and will cause a much better mixture. In consequence, more power.

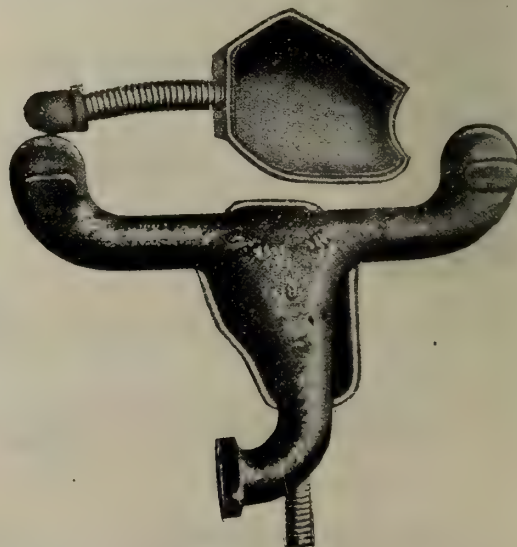
3. It will reduce by 50 per cent. the carbon deposits in the cylinder walls, valves and spark plug, for where there is no heating device of any sort the gasoline enters the cylinders in a semi-liquid state, causing a red, smoky flame. This is especially true of the low grade gasoline of to-day. Result, perfect firing.

4. It will do away with spark plug and valve troubles and lessens the chances of leaky valves, doing away with the necessity of grinding valves or burning out the cylinders, and causes a much smoother running of the engine, therefore, longer life for the engine.

Manufactured by

The Powerlight Co., of Winnipeg

A few good select territories still open.



If interested, tear out this page and keep with letters to be answered.

Why You Should Be A Michelin Dealer

No.

12

Michelin Reputation Adds Salability to Your Entire Stock

Practically every motorist realizes that Michelin Tires are unsurpassed for Durability and Value.

The discrimination with which Michelin Dealers are selected and the wide publicity which has been given to the instruction to look for the Michelin Sign on Leading Stores and Garages—means that the dealer who displays the Michelin sign at once secures prestige for handling trustworthy goods.

This accounts for the prosperity which Michelin Dealers enjoy in all departments of their business.

It will pay you to look into the Michelin Dealer Proposition. Write today for full information.

Michelin Tire Co. of Canada, Limited

782 St. Catherine St. W., Montreal



MICHELIN

If interested, tear out this page and keep with letters to be answered.

SHALER

5 Minute Vulcanizer



Mends Tubes in 5 Minutes

EASY TO USE---EASY TO SELL

Every buyer of a SHALER 5-Minute Vulcanizer becomes a booster! Every motorist who buys one shows it to his friends—gives them a demonstration—because it is such a wonderful thing.

This means big sales for you. As soon as you start selling the SHALER 5-Minute Vulcanizer, your customers will spread the news. You will quickly notice new faces in your store—new customers passing their money across your counters.

Complete Outfit With 6 Round and 6 Oblong Patch Units \$2.00 in Canada

The dozen patches and combustible discs that go with the vulcanizer are soon used up—and the motorist comes back to you for more. He pays you 75 cents for every dozen of these units. You make a good profit.

Can you realize what a big repeat business this means for you? Can't you see how it will bring car owners into your place for additional "ammunition"—who will also buy other goods? And that is what you need to build up your business.

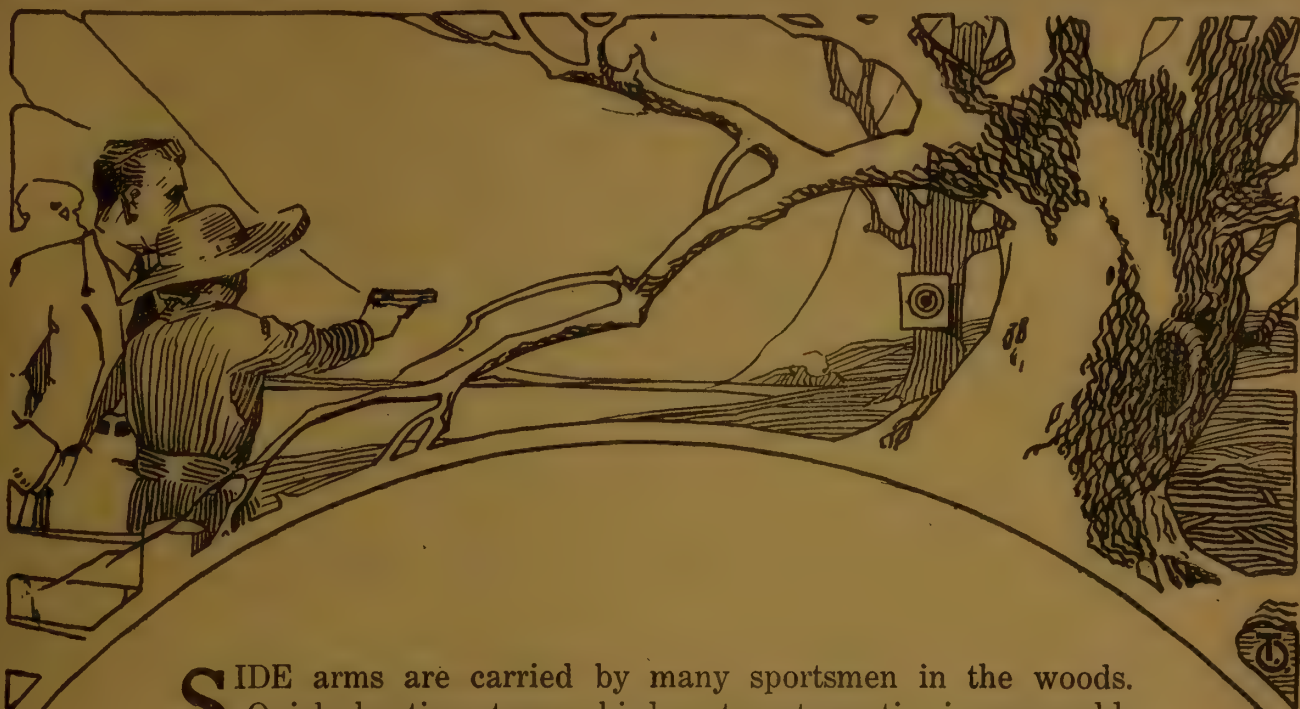
Place Your Order With Your Jobber NOW!

Don't delay! The enormous demand for SHALER 5-Minute Vulcanizers has exceeded our factory capacity to make deliveries. We

are building a large 3-story addition to our plant. But—to make sure of prompt shipments—place your order with your jobber now—specifying date of shipment desired.

Complete catalog of full line of SHALER Vulcanizers for Motorists, Garages and Repair Shops mailed on request

C. A. Shaler Company, 1506 Fourth Street, Waupun, Wis., U.S.A.



SIDE arms are carried by many sportsmen in the woods. Quick shooting at game birds or target practice in camp adds to the interest of the hunting trip. Personal and home protection requires a dependable revolver and dependable ammunition.

Dominion Revolver Cartridges

are the dependable brand. Quick action and accuracy—the main points in good revolver cartridges—are assured in Dominion cartridges because they are tested in all kinds of revolvers, good and bad. They must function perfectly and produce extreme accuracy before they get into the hands of your customer.

Many revolver clubs in Canada are using Dominion .455 with the gallery charge of powder and the “wad cutting” bullet.

Dominion Pistol Cartridges are made for

Colt

S. & W.

H. & R.

H. & A.

Webley

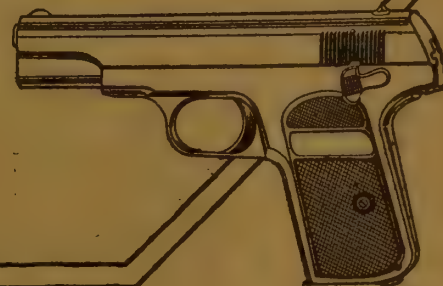
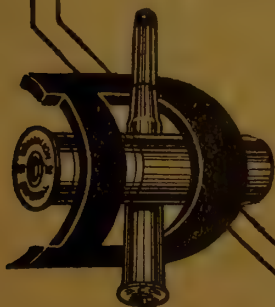
Savage

Browning

and many other revolvers.

Dominion Cartridge Company, Limited

120 St. James St.,
Montreal.



FIVE WORKS—OVER 3,000 EMPLOYEES

UNITED BRASS FOUNDERS and ENGINEERS, Limited

EMPRESS FOUNDRY

Cornbrook, Manchester, England

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

Gunmetal and Brass Valves and Cocks.

Steam, Water and Compressed Air Fittings generally.

Cast Iron Stop and Sluice Valves.

Semi-Rotary Pumps.

Extruded Brass and Bronze Bars.

Brass Bolts and Nuts, Studs and General Turned Work from the Bar

Cast and Malleable Iron Cocks and Pipe Fittings.

Pressure and Vacuum Gauges.

Injectors, Engine Governors.

Spraying Machinery.

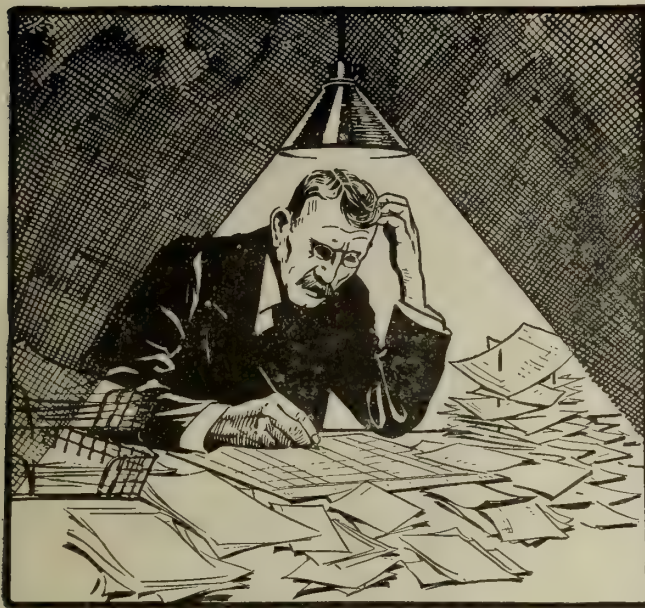
Coppersmiths' Work.

"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

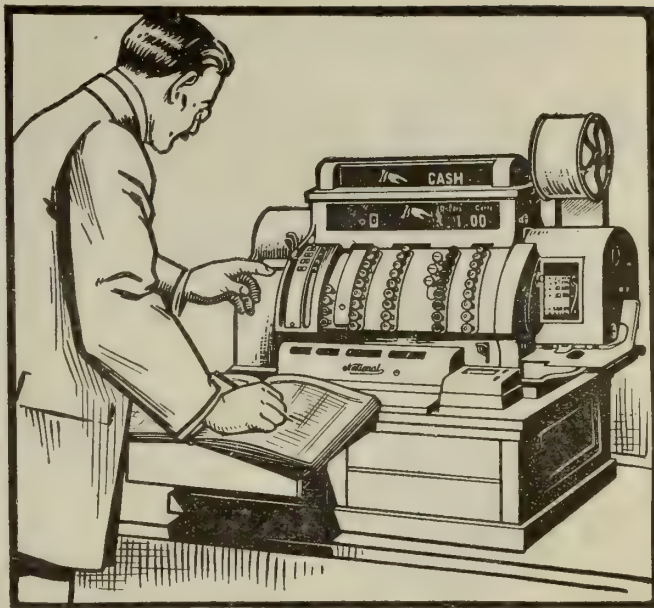
Business After the War

If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office at the above address.





The old way



The new way

A man should not do the work a machine will do for him

A merchant, with all his troubles, should never do the work that a machine does better and quicker.

Our newest model National Cash Register makes the records which a merchant needs to control his business. It does fifteen necessary things in three seconds.

Without the register a man cannot do these things in half an hour.

With the register, even a new clerk can do them just by pressing the keys.

Our new electric machines are as much better than old machines as an up-to-date harvester is ahead of a sickle for cutting grain.

The latest model National Cash Register is a great help to merchants and clerks. It pays for itself out of what it saves.

Merchants need National Cash Registers now more than ever before

**Fill out this
coupon and mail
to-day**

Dept. C13, The National Cash Register Company of Canada, Limited,
Toronto, Ont.

Please give full particulars about the up-to-date N.C.R. System for
my kind of business.

Name.....

Business.....

Address.....

Wrought and Steel Plate WASHERS

of all descriptions



Round & Square
Plain or
Galvanized

Annealed
Rivet Burrs.
Felloe Plates.
Sheared and
Punched Plates.

Malleable Washers
and Cast Iron Washers.

Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.

When in need of

Wrapping Paper
Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton & Winnipeg

A Good Thing Free

HARDWARE AND METAL has secured another supply of pamphlets, containing the four Stockdale lectures, for free distribution to the trade.

Under the following captions one of America's foremost Retail Merchandising Experts gave in a clear, lucid style the why and wherefores of the success and failures in retail stores:

"Many Businesses Wrecked by Details"
"How to Make Figure Facts Earn Profits"
"How to Measure the Value of Turnover"
"How to Get the Information the Customer Wants"

We have had these printed for our readers and will gladly supply copies free upon request, so long as our supply lasts. Send for your copy now.

HARDWARE AND METAL

143-153 University Ave.

Toronto, Canada

CANADA FOUNDRIES & FORGINGS LIMITED

PRODUCERS AND DISTRIBUTORS OF

RED WING PUMPS

SEMI-ROTARY.

DOUBLE-ACTING.

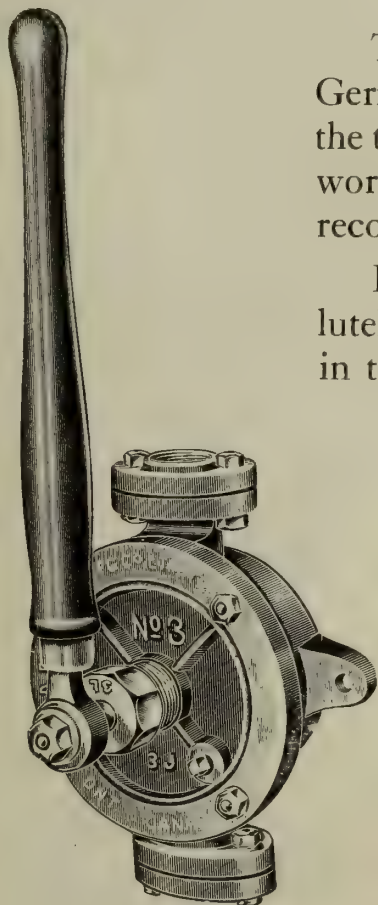
MADE IN CANADA.

FIG. 120

This type of Pump, formerly imported from Germany but now made by us, is well known to the trade, and its efficiency as a practical and easy-working LIFT and FORCE pump has been fully recognized.

It is finely finished in the interior and absolutely air-tight. The lever is vertical and worked in that position.

Exceedingly convenient for attaching to wall. BRASS VALVES. Fitted for Iron Pipe.



SIZES AND CAPACITIES

No.	For Pipe	Full Strokes of Lever per Minute	Gallons Delivered per Minute
0	½ inch	104	4½ gals.
1	¾ " "	100	7 " "
2	1 " "	90	9 " "
3	1¼ " "	85	11 " "
4	1½ " "	80	15 " "
5	1½ " "	75	19 " "
6	1½ " "	60	22 " "

PAINTED RED

Complete stock of pumps of all sizes and styles. Immediate shipment on receipt of orders.

PRODUCED AT

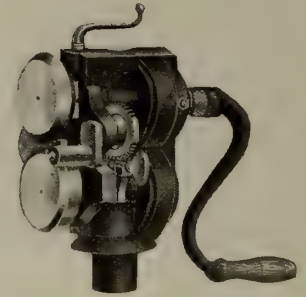
THE JAMES SMART PLANT

BROCKVILLE, ONT.

WINNIPEG, MAN.

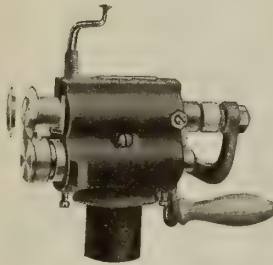
SMALL MACHINES

Are Made for Service. They Combine
Durability, Speed and Accuracy



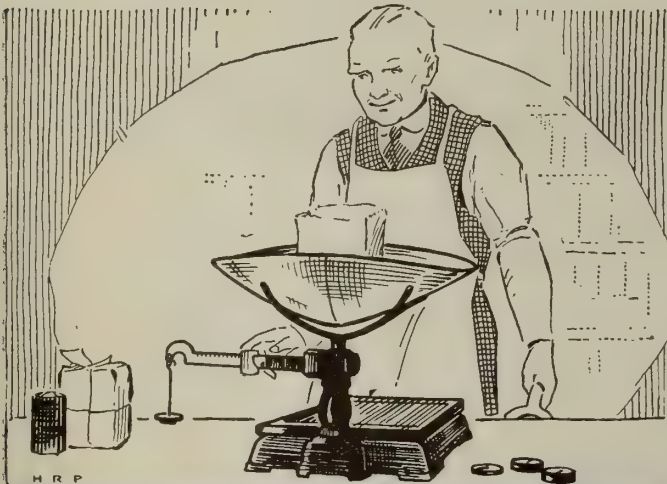
No Tinsmith can afford to be without a set of these machines

We manufacture a full line of Tinner's Tools



Drop us a line for full particulars and prices

The Brown-Boggs Co., Limited
Hamilton, Canada



Fairbanks Scales

For over 85 years Fairbanks
Scales have been the World's
Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton,
Windsor, Winnipeg, Saskatoon, Calgary,
Vancouver, Victoria



Canadian Rivet Forges are
built to last.

Easy running blower, power-
ful, uniform blast, rigid steel
plate construction.

Write for Catalog 100-19.

Canadian Blower & Forge Co.
Kitchener, Ont.

Starrett Tools



Your Customers' Best Friends

The machinists' best friends are his Starrett Tools. They help him to earn his bread and butter and enable him to perform high-grade accurate work which commands high wages. They enable him to lift himself out of the "ordinary workman" class into the "skilled mechanic" class.

If when entering your store the machinist sees familiar Starrett instruments in the case, he will feel instantly that he has come to the right place, for Starrett Tools are always accepted as a standard of quality.

Send for catalog MA.



THE L. S. STARRETT COMPANY

THE WORLD'S GREATEST TOOLMAKERS
MFRS. OF HACK SAWS UNEXCELLED
ATHOL, MASSACHUSETTS

NEW YORK
LONDON
CHICAGO

42-805





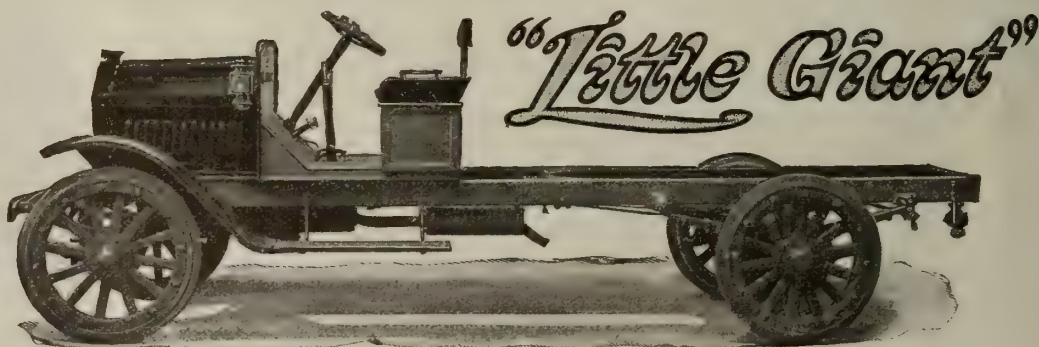
In the Hoyt Metal Co.'s plant a body of picked men, headed by the best metal mixer in Canada, work intelligently, enthusiastically, energetically, bent on turning out the best metals man can make. Under a perfect, smooth-work-

ing system entirely devoid of "red tape," they are giving manufacturing Canada the benefit of years of experience in the alloying of metals. They are putting a quality into Hoyt Metals that can be found in no other alloys.

HOYT METAL CO., TORONTO

New York, N.Y. London, Eng. St. Louis, Mo.

Trucks that fit any business



"Little Giant" Trucks are built to efficiently solve **your** delivery problems. Worm Drive for one, two, three and a half and five tons.

NOTE:—One-Year Guarantee backed by a Corporation with resources of \$14,000,000.

Canadian Pneumatic Tool Co., Limited

For Territorial Agencies, write
Montreal Office

345 CRAIG STREET WEST
MONTREAL

BRANCH:
107 Church St., Toronto

CARRYING CAPACITY

Just what the
Hardware Dealer
Needs in His Motor
Delivery Body. There's
Plenty of Space and
Load Capacity in the



Babcock Commercial Bodies

WHAT load will it carry? This question is asked by every enquirer after Commercial Bodies. The carrying capacity depends on the body. The heavy body means a smaller load; the light body means greater capacity for goods. The less total weight of the body, the greater the weight that can be used in the load. The Babcock Commercial Body is one-third lighter than the ordinary Commercial Body; therefore, by equipping your motor with a Babcock Body, you can add that much more weight to the load that safety and speed will allow.

Exactly Suited to the Hardware Business

Our style No. 1, the Open Express, and our style No. 2, with a canopy top, represent the popular styles for delivery motors. The Canopy top is quickly put on and has side curtains to use in inclement weather. The bodies are rigid and strong, with foundation of steel. The patented method of mounting prevents racking and weaving and makes the Babcock the most durable and economical body on the market.

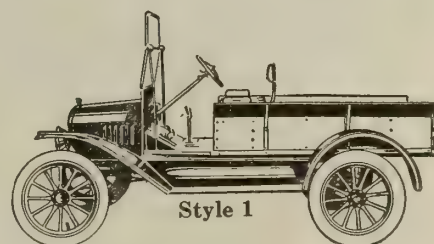
Write for Illustrated Folder and Prices

AGENTS WANTED—Write for Terms

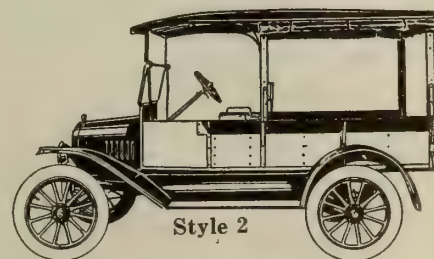
CARRIAGE FACTORIES, LIMITED

Head Office: Excelsior Life Bldg., TORONTO. Sales Offices: Montreal, Toronto, Winnipeg

MADE IN CANADA



Style 1



Style 2



The Mechanic Says:

"Boss, Get Me Aloxite Cloth Every Time"

HE knows it cuts faster and cleaner, lasts longer and gives a more uniform finish—that it is more practical and cheaper in the end than the old-time emery cloth.



Aloxite Cloth—

The cloth that cuts is put up in economy rolls

and should be in your stock. Every general mechanic, garage man and repair man can use it. The factories in your town need it. The market for it is big and profitable.

Aloxite Cloth is a Carborundum product and that establishes its quality.

Suppose you write our hardware department.

Are you using Carborundum advertising and trade helps to your advantage?



THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.



NEW YORK CHICAGO BOSTON PHILADELPHIA CLEVELAND CINCINNATI PITTSBURGH
MILWAUKEE GRAND RAPIDS

EAVES TROUGH

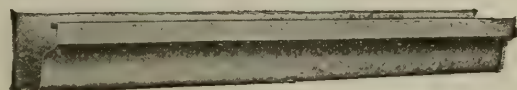
PEDLAR'S

CONDUCTOR PIPE

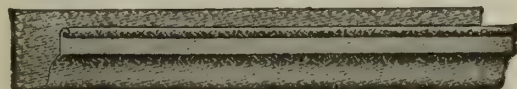
ELBOWS, SHOES, HOOKS, HANGERS, MITRES AND ENDS



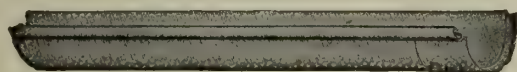
No. 830—Lap Joint Half-Round Eave Trough



No. 831—Ogee Square Bead Eave Trough

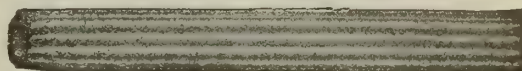
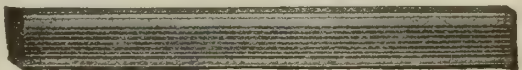


No. 847—Ogee Round Bead Eave Trough



No. 890—Slip Joint Half-Round Eave Trough. Single Bead

In a large variety of gauges galvanized Steel or in Anti Corrosive Toncan Metal when desired. The latter is recommended for places where Steel is likely to be affected by corrosion. All Pedlar Pipe and Fittings are guaranteed flawless in material and workmanship.

No. 840—Plain Round Conductor Pipe
Crimped at one end for easy joining. 10 feet long.No. 841—Round Corrugated Conductor Pipe
Crimped at one end for easy joining. 10 feet long.No. 850—Square Corrugated Conductor Pipe
Will not burst from freezing. End Crimped. 10 feet long.No. 854—Octagon Standing Seam Conductor Pipe
Stock sizes—3, 4 and 5 inches—10 feet long.

Write Us To-day for Catalog H.M. and Discounts.

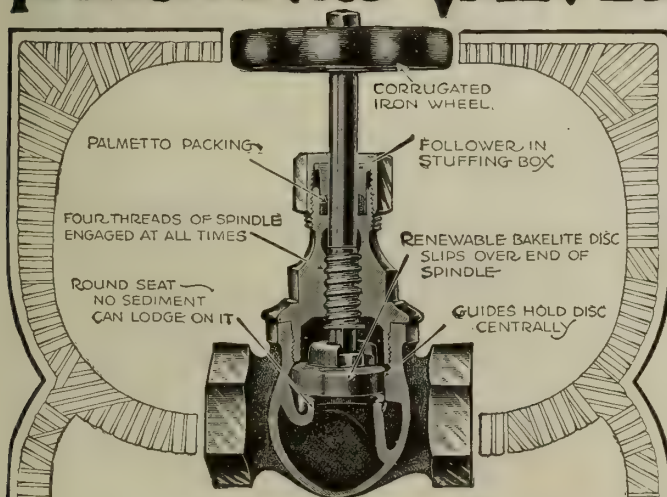
THE PEDLAR PEOPLE LIMITED

Established 1861

Executive Offices and Factories: OSHAWA, ONT.

Branches: Montreal, Ottawa, Toronto, London, Winnipeg, Vancouver

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa,
Toronto, Hamilton, Windsor, Winnipeg,
Saskatoon, Calgary, Vancouver, Victoria.



A Warm Weather Quick Seller

When the mercury is high and housewives want to iron in comfort, easy sales are ready and waiting for you. Prospects are half sold on the

Royal Self-Heating Iron

It's simple, it's sure, it's sound in principle and design—850,000 satisfied users now, and more being added every day.

Heat regulated instantly—highly polished and nickel-plated.

Write us now for details, also name and address of nearest Canadian distributor.

CADMAN & BAUSLAUGH

322 McIntyre Block, Winnipeg,
Western Canadian Representatives.

ROYAL IRON MFG. COMPANY

556 Wayne Street

Big Prairie, Ohio, U.S.A.

National Tariff Commission Proposed to Consolidate Canadian Prosperity

“UNTIL the tariff question is taken out of politics Canada is in danger of being divided into two camps. Over the question of high tariff or low tariff two great groups of the builders of Canadian prosperity hold different views. Manufacturers and farmers of the Dominion are divided on this vital matter and business men, wholesalers, retailers, and others who are neither manufacturers nor farmers are closely concerned.”

Constructive Plan to Bridge Perilous Gulf

“The difficulty,” says THE FINANCIAL POST, “is that the gulf between the opposing interests is being widened by the very efforts which have been planned to bring them together. It has been proposed that there be a conference of Eastern and Western interests at which the matter may be talked over in a business way. . . . Such a conference will avail little if there is not set down for consideration some definite constructive policy. . . . THE POST’S idea is to have the Government appoint a commission of, say, seven members, two to represent the agricultural or low tariff interests, two to represent manufacturing or high tariff interests, two to represent workmen, with the chairmanship in the hands of an independent authority. . . .”

An Editorial Feature of an Outstanding Issue

These brief quotations from the leading article in the Annual Government and Municipal Number of THE FINANCIAL POST now on sale give but a glimpse into an immensely important contribution to Canadian business plans for after-the-war prosperity. Read this powerful editorial in its proper setting amongst the vitally important business news of the Dominion at date—June 29th—dealt with under such heads as these:—

Transcontinental Freight Rates to Advance Aug. 1st
Canada’s Outlook For New Capital From the United States
New Company Created to Operate the Ross Rifle Factory
Dry Weather Has Lowered Expectations as to the Crops
Farmers Accused of Gambling in Western Land Values
New Rules Now Govern Sales of Dominion Lands
Life Insurance as a Factor of Business Life
Remuneration Justified For Selling Victory Bonds

These are only a few of the principal subjects of articles in this issue apart from the comprehensive special matter it contains on the resources and financial standing of the Dominion, the Provinces and municipalities with all important factors bearing upon Canada’s economic position at present. This issue of THE FINANCIAL POST OF CANADA is one to send for and keep. Write to-day for a copy of it, and decide at the same time to have a subscription to THE POST which costs \$3.00 a year, and which as an investment will richly pay you. Use this form, or just sign it and pin your letterhead to it.

Annual Subscription \$3.00.

THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me as a regular subscriber to THE FINANCIAL POST OF CANADA, commencing with current issue. I enclose (will forward) \$3.00 to pay for my subscription for the first year, or you may draw on me for this amount.

H. & M.

Name

Address

(Please write plainly)

For Temporary Construction



There is always a strong demand for a thoroughly reliable, waterproof, durable roofing at a low price. Our Standard Mohawk Roofing meets this demand. It has been tested for years and found entirely satisfactory.

Standard Mohawk Roofing

is specially recommended for covering the roof and sides of temporary homes, factories, saw mills, bunk houses, sheds, camp sites, etc.

Standard Mohawk consists of the same grade of felt and asphalt as our famous Brantford Asphalt Roofing but is lighter in weight and sanded on one side only. One weight only—40 lb. per square.

The same grade of roofing with a smooth surface—Mohawk Rubber Roofing—comes in 35 lb., 45 lb. and 55 lb. weights.

Another excellent roofing for the same purposes is our Leatheroid Roofing. Not quite so durable as Mohawk, but lower in price—35 lb., 45 lb. and 55 lb. weights.

We make roofings suitable for every purpose, for covering the humble shack and the costly home, the temporary saw mill and the permanent, fire-proof factory.

Brantford Roofing is a profitable line for the dealer to handle.

Brantford Roofing Co., Limited

Head Office and Factory, Brantford, Canada
Branches at Toronto, Montreal, Halifax

HYSLOP BICYCLES

Men's 1918 Juvenile Model



Have
Made
Bicycle
Enthusiasts
in

Men's 1918 Empire Model



ALL WALKS OF LIFE

They are the "Knights" of the Road.

Mr. Hardware Dealer:—Have you made their acquaintance yet? Feature them in your store—then watch your Business grow!

Let us tell you about our unique proposition. Act NOW.

HYSLOP BROTHERS, LIMITED

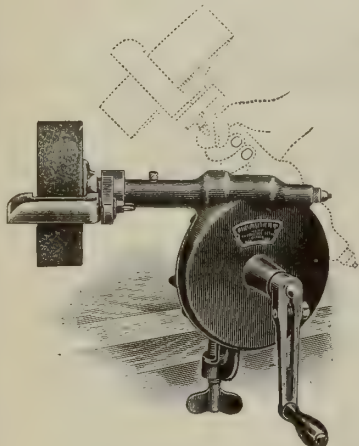
Shuter and Victoria Streets

Toronto, Ontario



American Self-Oiling Grinders

Manufactured by
American Grinder
Mfg. Co.
MILWAUKEE, WIS.



Will find a ready sale in Canadian hardware stores. Anyone who has tools to sharpen will readily recognize the superior features of these grinders. Let us recommend your displaying them in your windows and stores.

Leading jobbers catalogue and sell them.

Agents for Canada

Merchants Hardware Specialties Co., Calgary, Alta.; D. Philip, 138 Portage Ave. East, Winnipeg, Man.; John H. Graham & Co., 113 Chambers Street, New York City.

SPRINKLERS



Order the style that best fits
your lawn. Stock Style D,
F & J.

B. Sprinklers are made in four styles so that different shaped lawns may be irrigated. They do not throw water on side to which hose is attached; therefore, may be picked up and moved without turning off the water.

The only Sprinkler that will irrigate the lawn right to the edge of the sidewalk without wetting the walk.

Thos. Birkett & Son Co.
LIMITED
OTTAWA, ONTARIO

Manufacturers

OF

WIRE

HEADQUARTERS FOR
Wire Bale Ties

LARGEST CAPACITY AND STOCK
IN CANADA

Prompt Shipment

**LAIDLAW BALE TIE
COMPANY, Limited**

HAMILTON, CANADA

Winnipeg

Toronto
London, England

Montreal



The Sani-Flush can
itself is a good advertisement. It is
colored attractively
to catch the eye, and
tells the whole story



ALWAYS KEEP CANS OF

Sani-Flush

WHERE CUSTOMERS CAN SEE THEM

Your display of Sani-Flush will make an immediate connection with the manufacturer's magazine advertising. It will enable your customers to buy Sani-Flush without any embarrassing questions.

Harold F. Ritchie & Co., Limited
10-12 McCaul Street, Toronto, Ont.

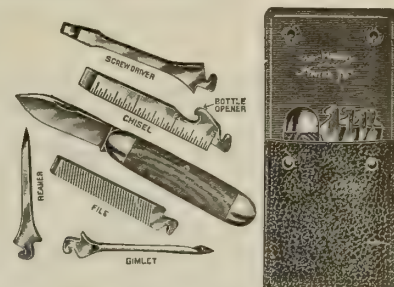
Can You Imagine a Man or Boy

Who Wouldn't Like to Own This Kit ?

No matter what a man's occupation may be, he will find daily use for the "So Handy" Pocket Knife Tool Kit. Autoist, Sportsman, Hunter, Farmer, Boy Scout—these, especially, will find it a pleasing and practical pocket companion. Excellent, too, for use around the home.

Outfit comprises a splendid Jack Knife with cocoa handle and an exceptionally good blade, and the following tools which can be instantly attached to the knife handle: File, Chisel, Reamer, Screw Driver, Bottle Opener, Gimlet and Rule, all made of high grade steel, carefully hardened and oil tempered.

The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.



RETAIL PRICE \$1.50.

THE BRIDGEPORT HARDWARE MFG. CO. · BRIDGEPORT, CONN., U.S.A.
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WILLIAMS' "VULCAN" DROP-FORGED SAFETY LATHE DOGS GUARANTEED



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"DOMINION"

**COTTON AND WOOL WASTE
 AND COTTON WIPERS,
 WASHED AND STERILIZED**

A WASTE FOR EVERY USE

- 6 Grades White Cotton Wiping Waste
- 5 Grades Colored Cotton Wiping Waste
- 4 Grades Wool Packing Waste
- 3 Grades Cotton Wipers, Washed and Sterilized.

Samples with Prices on Request

Scythes & Company Limited
 Montreal TORONTO, ONT. Winnipeg



Seasonable Suggestion No. 1



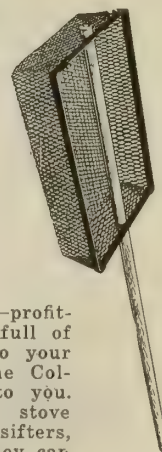
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AND
Pipe Fitters'
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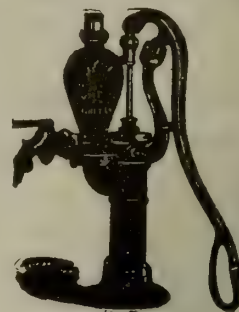
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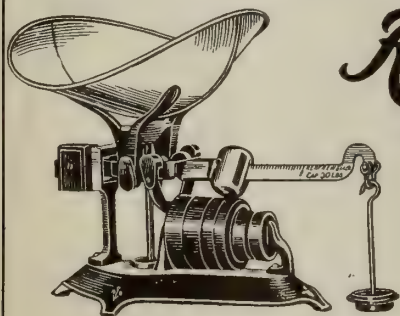
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SCALE**

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The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

Your Customers Will Advertise You

If you sell

C. C. M. Bicycles



They will be so pleased with the easy running and long wearing qualities, not to mention the handsome appearance of these bicycles, that they will tell their friends about them and thus help to advertise

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You will make no mistake in securing the agency for

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CLEVELAND**

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PERFECT**

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Every dollar your customers spend in Carhartt's Dollar Gloves in your store will bring big dividends.

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Toronto Unit



This symbol, on any rubber product, is a warranty for quality and service. Behind it is an organization that has been manufacturing rubber goods for more than half a century. It is a guarantee that the product will stand up under the most trying conditions and that its service is easily the best to be had.

The best way to prove our statement is to put our products to the test. One of our service branches is within your reach. Get in touch with that branch and find out for yourself how well we can serve you and those you wish to serve.

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX.

TORONTO, JULY 6, 1918

No. 27

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.*

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MONTREAL
Managers for Canada

Let the Women Know

YOUR store is the place where women like to be reminded of the household needs that have "slipped their minds." Even for so well-known an article as

O-Cedar Polish

a reminder is needed. Housewives will be glad to see O-Cedar before their eyes when they enter your store. Every woman wants O-Cedar Polish because it is the quality polish—because it renews and protects all their furniture—because it cleans as it polishes.

The extensive and powerful advertising given O-Cedar Products is making more O-Cedar users every year. Let

your store be known as an O-Cedar store, and you will ensure your share of this profitable business. People will be sure you have it, if you utilize the convenient O-Cedar Sales Helps—O-Cedar Floor and Counter Stands; Electric Sign Displays; and O-Cedar advertising plates. Ask your jobber about yours, as well as about the Profit Deals that will make additional money for you.

CHANNELL CHEMICAL COMPANY, LIMITED
369 SORAUREN AVENUE - - - TORONTO

Enlarges Paint and Housecleaning Dept.

Mills Hardware Company, Hamilton, Has Extended Width of Store at Rear—Getting After Spring Paint Business in an Aggressive Manner—Window Displays and Newspaper Advertising Bring Immediate Response



View Showing Interior of Mills Hardware Company, Hamilton, Ont., Since the Store has been Remodeled. New Display Cases Have Been Installed and Rear Section Has Been Widened to Provide for Paint and Household Lines.

THE Mills Hardware Company, Hamilton, put on an aggressive campaign this spring in the interests of paint-up and clean-up. In order to facilitate the handling of their business in their King street store they recently extended the width of their store in the rear from 22 feet and now have a store 38 feet in width, extending for a space of 70 feet in the rear part. The width of the front part of the store is 22 feet which widens in the rear into an L shape. The section was extended upward for two stories and basement space was enlarged correspondingly.

The section in the rear on the ground floor is given over entirely to paint display, to gardening utensils and to sum-

mer lines such as cleaners, screen doors, lawn mowers. "Why were you favorable to placing these lines in the rear of your store?" asked a HARDWARE AND METAL representative of Charles Mills, president of the company. "We consider it the best place for these lines because of the fact that they will bring people in through the store. When they are passing the other lines on display in the front part of the store they will have a chance to see them. We have our lines displayed in such a way that people will have free access to them." The various spring lines such as paints, seeds, brushes, lawn mowers, screen doors and windows were all priced with tickets which left no chance for doubt on the part of the pros-

pective customer as to what they sold for.

For several weeks in the spring the company put on a spring paint sale in which they made a drive to clean out some thirty odd lines and sizes. Through their advertisement in the daily papers, through window displays and through streamers placed in the interior of the store they directed attention to their paint. The streamers for the interior were painted on white cotton in bold letters. The price of the paint was also named. Incidentally it might be stated that the prices quoted were very little, if anything, below the normal market value.

These methods have been getting paint

business for the company. During the first two weeks, when the painting season had not really started, no less than eight shelves were cleared of their contents. "Paint is going well," said Mr. Mills. "It only requires that it be placed before the people in a proper manner."

Arrangement of Paint Section

The paint display of the Mills Hardware Company is arranged on shelves, the various sizes and colors and classifications being in sections. Paddles showing the various colors are suspended from the ceiling in front of the shelves. With ample aisle space it is an easy matter for the customer to get in around and look over the display.

Brushes are kept in compartments on the display counters and in compartments which open to the front from underneath the counter. The upper reaches of the paint display are of course reached by the sliding store ladder.

Handy Display of Screen Doors

The Mills Hardware Company has conceived a very advantageous way of displaying screen doors. They have four different styles which are fastened together at the sides with screws. Four castors are attached to the bottom, one at each corner. This permits the doors to be shifted around on the floor and an easy inspection by the customer. The prices of the various doors are marked in plain figures on tickets which are attached to each door. Screen windows are placed in a section in close proximity to the doors, arranged in piles, each pile of which has the price plainly marked thereon. Scales is another line which is kept prominently displayed as a household line in this rear section of the store.

Rear Section Well Lighted

The rear of the store is well lighted, a row of windows high up toward the ceiling providing for this feature. Shipping room is at the rear of the ground floor. Here such articles as step ladders are tagged and made ready for shipment after the sale has been made. Speaking of step ladders, this concern sold thirty-one in one day as a result of an advertisement and a window display which appeared on the day previous to the sale.

Windows a Big Factor

The Mills Hardware Company lays great stress on the value of window displays to get business. Mr. Mills stated that they had taken the trouble to make a count of the people who passed their store during the course of a day between the hours of 8 a.m. and 10 p.m. The task was quite an arduous one and required two men at the work most of the time, each of the men confining his count to people going in the same direction. When the count was made in October, 1916, it was found that 48,930 people passed the store in the length of time specified. Four years previously when count was made the number was found to be only 16,000. Mr. Mills estimated that at the present time on a Saturday there would be fully 55,000 people pass their store. This is practically one-half the number of the



Above Illustrations Shows the Method Adopted by Mills Hardware Company, Hamilton, to Display Screen Doors. Four Doors were Screwed Together at Edges and Casters Placed Underneath to Permit Being Moved Around the Floor.

population of the city. With these figures in view this company has had good reason to lay particular stress on their window displays. Mr. Mills lays stress on the value of location to get trade.

Display of Housecleaning Lines

On the occasion of the visit of HARD-

WARE AND METAL'S representative to the store one of the window displays comprised housecleaning lines such as brushes, brooms, cotton gloves, mops, window washers, wall finish, carpet beaters, step ladders, floor wax. The window was tastefully arranged without showing any tendency to crowding. Goods such as mops, carpet beaters, window cleaners were on panels in the rear of the window.

The opposite window was devoted largely as a production window. A window card was placed directly under a draped Union Jack and read: "Plant a Victory Garden." Seed packets were placed on the rear panels. Some porch fence gave the impression of a garden. Boxes of seed were placed on the floor of the window. On the lefthand side was a neat bundle of spading forks, a hoe and rake and other garden utensils. In the rear in the centre of the window was a wheelbarrow and immediately in front of the barrow was a children's wagon. The windows were the object of almost constant attention by passers-by.

Office on Mezzanine Floor

When the alterations were recently made provision was made for the office at the rear of the store on a mezzanine floor, which overlooked the store. Equipment of the office is complete with desks, telephones, filing cabinets, vault, safe, water tap. On the second floor at the rear is the receiving room for goods shipped to the store. Goods are carried to this room by freight elevator in the rear. On this floor also is the advertising department. This is a small room set aside for the advertising manager. Here all showcards are drafted, cuts are filed in cabinets and records kept of same. All material pertaining to the advertising department of the store are kept in this section. This is perhaps something distinct for a retail store. The large department stores have their advertising departments but it is somewhat rare for the smaller retail store to



View Showing Wide Swinging Platform in Part of Warehouse of Mills Hardware, Hamilton, Designed to Utilize Storage Space for Lines on Which the Season Has Passed.



View Showing Section of Store of Mills Hardware, Hamilton, Given Over to Paint Department and Household Lines. Note the Arrangement of Stock on Tables and on Shelves. This is a New Section Recently Added to the Store of This Firm.

recognize the value of having this work in a department by itself.

Wareroom on Second Floor

To the front of the receiving room is the wareroom for the storage of goods not on display. One of the features of this room is a large swinging shelf on which goods are stored that will be in small demand for some time in the future. For instance, coal shovels, snow shovels, ash sifters and similar lines find lodgment there until they are in demand again in the fall. There is ample room for storage space in this new section and additional room is obtained by reason of the fact that there are no pillars or girders in the section. Here the surplus screen doors and windows, brushes, and similar lines are kept.

Basement for Enamelware Display

Immediately at the foot of the stairway leading from the main floor to the basement is a section which is devoted as a salesroom for tinware and enamelware. The goods are displayed on tables and on shelves around the walls. The entrance way to the basement is in the centre of the large L section. While this may seem a little out of the customer's path, still the management anticipates that it will be a popular department. The section is nicely lighted and is in a somewhat secluded section. Near the foot of the basement stairs to the left is the sheet glass department. The cutting board, which is one of the latest models of a leading manufacturer, is supplied with a brilliant light immediately over it. The glass is stored in wall cases in close proximity to the cutting board, there being a section for each of the

various standard sizes of glass. Surplus wallboard is carried on shelving. Extra pipe is stored on racks built for that purpose.

Showcases for Silver Hollowware

One of the additions made to the store when the recent alterations were made was that of wall showcases for silver hollowware and flatware. This display is now arranged in a permanent location on the right-hand side of the store. Being on shelves behind glass sliding doors it is kept free from dust. It furthermore gives a touch of richness to the store interior. The silver flatware display is arranged on a panel and kept under glass. Silent salesmen in the front part of the store show attractive displays of electrical lines such as toasters, irons, sock-ets, flatware.

Newspaper Advertising Is Aggressive

The newspaper advertising of the Mills Hardware Company is a fine example of aggressive and well-directed effort along this line. Their advertisements are well illustrated and tell the customer enough details about the line to let the salient facts be known. Reproductions of some of these advertisements appear herewith. The Mills Company has two stores in Hamilton, one being located on King street and the other on Barton street. The Barton street store has a wider frontage than the one on King street, the latter store being described in the above article.

St. Thomas, Ont.—Jackson & Firth, of St. Thomas, have dissolved partnership. The business is being continued by W. B. Jackson.

Developed Good Trade in Canned Heat

Do you sell canned heat?

Here is a simple story of how a western Canadian hardwareman has developed a splendid sale for just exactly that—canned heat. Alfred Babb, Portage La Prairie, Man., tells it.

In the first place this "heat" is done up in a small can about the size of that of a hand-cleaner and is sold in a carton with a small fixture to fit it in.

"A man came in here one day," explained Mr. Babb to **HARDWARE AND METAL**, "and asked if I had any canned heat. 'Sure,' I said, 'anything you want.'"

"I thought of course he was trying to spring something on me and I was not going to be caught.

"He asked me to let him see it as he had tried to buy it at a drug store and couldn't. The druggist had sent him to me. Then I noticed he was serious. He explained what it was and how he had been buying it in a drug store in the place where he came from down in the States.

"After making some enquiries I found it and put in a stock. My first customer pointed how it could be used to heat the baby's milk in a hurry, make the midnight cup of cocoa, heat the water at the picnic party, on camping trip, etc.

"By using this information after we got in a shipment we soon developed an attractive trade for "canned heat" which is still with us."

All that is necessary is to take off the cover and hold a lighted match over the contents of the can. A gas forms which immediately ignites and throws off a substantial heat.

Canvas and Circulars Increase Trade

Toronto Hardware Firm Makes Good Loss Occasioned by Light Building Operations Through Personal Canvas in District—Send Circulars Out in Interests of Auto Accessory Department

Interior store signs have been made a prominent feature in business-getting of George Stirrett & Son. These signs are changed frequently the same as window displays should be changed. They make an appeal because they tell something new from time to time.



Store of George Stirrett & Son, Dundas Street, Toronto.

Aggressive hardware merchants do not quit going after trade in other lines because one department may happen to have a slump. Following story tells how a personal canvass increased trade in one department to offset loss through declining building operations.

THE falling off in building operations since the commencement of the war was the means of starting George Stirrett & Son, Dundas street, Toronto, in quest of trade along other lines. In consequence they have developed the idea of a personal canvas among the manufacturers of their district and have found that their trade from this source has more than counterbalanced the diminution in the builders' hardware. Furthermore the net profit from the factory trade has been greater than that from the building trade. In the instance of the building trade this concern asserts they had during an average year in the neighborhood of one hundred and twenty-five accounts. From this number of builders the bad accounts would run as high as \$300 in some years. There was a large percentage of losses in this respect because some of the builders would either fail or move away without paying their bills, or were just natural dead-beats. "In the development of trade with the factories we have found this element of loss to be almost entirely eliminated," said Melvin Z. Stirrett, of George Stirrett & Son, to HARDWARE AND METAL. "During the three years that we have been catering to the factory trade the only losses we have incurred through being unable to collect our accounts amounted to \$8 in one instance and \$13 in another instance. This is a pretty fair indication of the collectability of our accounts. Our trade too has in-

creased in this department very materially. We carry a fairly heavy stock of machine bolts, carriage bolts, stove bolts, coach screws, machine screws, wood screws, electric goods, cap screws, set screws, cotter pins, straight shank drills, taper shank drills, blacksmiths' drills, machinists' tools, hack saw blades, pliers, snips, files and fire extinguishers."

Sets Aside Three Days Each Week

George Stirrett & Son make regular calls on three days each week to cover the factory trade. That their trade has shown development is indicated from the fact that last year their business showed an increase by 50 per cent. over any previous year. Part of this of course is made up through the higher prices prevailing for commodities of various kinds.

Prompt Delivery a Feature

One of the features of their business which has greatly assisted in the development of trade is the matter of delivery. This concern is located on Dundas street, a few blocks east of the manufacturing district along the lines of the C. P. R. and G. T. R. in West Toronto. They are in close proximity to the manufacturers and are in a position to give prompt delivery. A motor truck is operated during the summer months, but delivery is made through some of the regular cartage companies of the district during the winter months. It has been found by this firm that it pays to hire

their delivery during the winter months, when there is great difficulty in getting around with a motor truck. Another feature that greatly facilitates the prompt delivery of goods is to have a telephone line which is used exclusively for this factory trade. There is the regular store telephone line and the line for the factory trade. When an order is received it is started on the way to the customer's as soon thereafter as possible. The manufacturers have shown their appreciation of prompt service which perhaps accounts for the increase in the trade more than any other factor.

Auto Accessories a Good Line

George Stirrett & Son are finding that the auto accessory lines are good ones to handle. They get after this trade by finding out the names of car owners of the district through the provincial register. They keep in touch with them through the issuance of circulars, which at times take the form of handbills and at times the form of letter circulars. A display is kept in the window from time to time, which catches the eye of passing automobilists. The number of people living in the district who keep their own cars for pleasure purposes alone is not large. But there are a number of business men along Dundas street and other streets in the district who are good prospective purchasers.

A gasoline service station is kept for the convenience of car owners. Mr. Stir-

rett asserts that in his judgment the handling of gasoline does not in itself pay for the time and trouble. But it is a good feeder for sales of lubricating oils, in which commodities there are good profits. He is of the opinion that with sales of gasoline amounting to five hundred gallons or more per day it could be handled at a profit. With such a volume of trade it would pay to let one man devote his entire time to that work.

As gasoline brings trade for lubricating oil so does its sale help develop the auto accessory trade. Car owners who come to the store for gasoline will often remember that they are in need of some article for their car. George Stirrett, the senior member of the firm, lives in one of the residential districts farther to the west. He has seized the occasion to do some missionary work among his neighbors and friends in that district. He also has circulars distributed in that district calling attention to their auto accessory lines.

Circulars and Letters Sent Out

This firm makes it a point to send circulars throughout their district to a list of selected names. One of these circulars drew attention to the need for greater production. "If you can't use a rifle, use a spade. Help feed the country. A great opportunity to get busy in the back yard gardens." Then follows a list of the various articles such as spades and shovels, poultry netting, garden trowels, fertilizers, garden rakes, canvas gloves, lawn border, flower and vegetable seeds, hammers, step ladders, clover seed. These various items are illustrated with small electros which the firm secured through HARDWARE AND METAL'S electro service. The stock of cuts for this purpose is quite complete. They add greatly to the attractiveness of the circulars. It is needless to say that a description of each article is given, together with the prices at which they are sold. Twice each year a letter circular is sent out to customers and prospective customers in the

district. Following is a copy of one of the circulars issued by this firm:

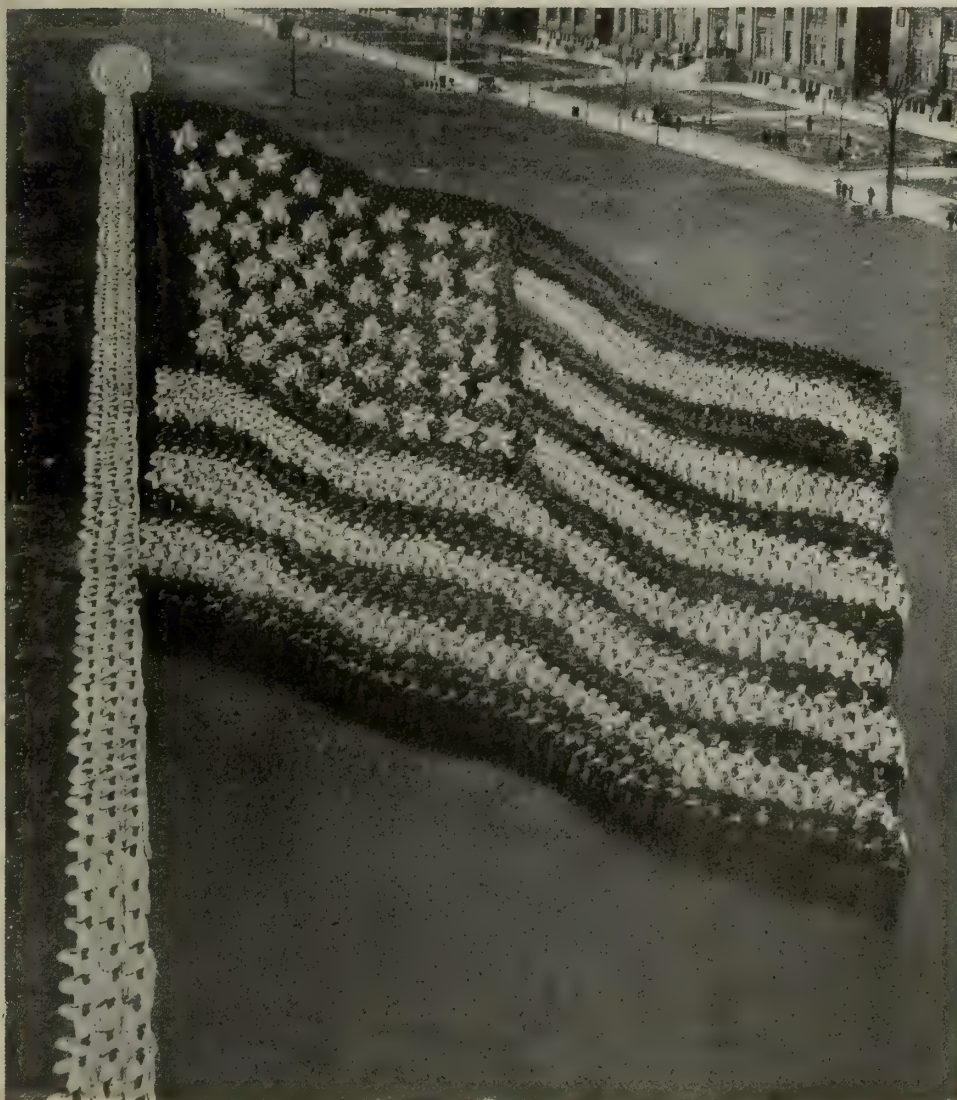
"Dear Sir:

"We take this opportunity of thanking you for the business that you have given us for the year just past. We hope that we gave you entire satisfaction with each purchase, which was our aim. For the coming year we hope that we will be able to get more of your patronage. We have added to our stock during the year dozens of new lines for which there is a demand. Our aim is to keep in stock the goods the people ask for.

"The household trade is our specialty, we want the women folk to come up to our store and get our prices on graniteware, tinware, aluminum, and dishes, because we keep our prices down to rock bottom.

"We might also mention that we are doing plumbing, tinsmithing, gas
(Continued on page 44.)

Current Events in Photograph—No. 27



UNCLE SAM'S SAILORS

The flag pictured herewith is the living emblem of America's entry into the war. The flag is composed of men newly enlisted in the American Navy. Standing there are 22,000 enlisted men on the Great Lakes Navy Recruiting Grounds at Chicago. These are fresh water boys going to try conclusions with the Kaiser's "U" boats.

Made Flashlights a Real Selling Line

By Simple Transformation in Window Display Salesman in Alberta Caused Window to Increase Sales 1250 Per Cent.—Fine Illustration of Possibilities in Electrical Lines—One of Answers Submitted in Salesmen's Contest



View Showing Fine and Effective Display of Electric Irons Recently Shown in One of the Large Toronto Electrical Stores. An old-fashioned stove is placed in the Right Side of the Window and the Innumerable Steps Taken in Walking Between Stove and Ironing Board Was Represented by White Chalk Footprints on the floor. Note the Appeal Made Through the Window Cards.

THAT such a line as electrical goods can be made real live sellers is illustrated by the following story which was submitted in the contest for salesmen recently conducted by HARDWARE AND METAL. From a window that had only sold \$4 worth of flashlights and batteries in three weeks it was transformed into one that sold \$50 worth in two weeks. And this in a small town of slightly more than 1,000 population. Here is the experience of George F. Snoad, salesman with the Blairmore Hardware Company of Blairmore, Alta.

"I PRESUME that it would be correct to style it silent salesmanship as it was the result of a window display. I must say that I firmly believe the silent salesman is a real genuine winner, providing the goods for sale are attractively and tactfully arranged, and truthfully explained. For instance we had a window display of a varied assortment of flash lamps and batteries, and although the goods had been on exhibition for three weeks the sales were practically nil. The articles in question were displayed in very ordinary fashion, without price cards.

"After removing these goods I gave the glass a good cleansing inside and out and re-transferred the same flash lamps and batteries into the same window, arranging each article in a conspicuous manner with the addition of plain but well written price tickets, explaining the detailed merits, and uses to

which flash lamps could be put. The result was that within a week we were mailing a doubled repeat order for the above lines, whereas we possibly would have shelved the old stock for six months.

"The goods in question were sold at regular prices, and although this is a very small town our sales for fourteen days exceeded \$50, whereas before the transformation of the display three weeks' sales only yielded \$4.

"I'm quite confident that if a window display is to be productive of increased business, when the articles are offered at normal prices, the following must be strictly adhered to.

"Display window glass must be well cleansed and polished.

"The frame of the glass should be suitably painted.

"By all means furnish a suitable base and background, arranging for color of

same to blend as accurately as possible with the contents of window.

"Never omit to have as many price tickets as possible without causing confusion in their arrangement.

"Be sure the tickets are attractively and well written.

"And by all means BE BRIEF. I'm positive price tickets create sales.

"Very many people refrain from purchasing a certain article that they may

stop to inspect in a store window for the simple reason that it bears no price. And it is very objectionable for a good majority of people to enter a store just to enquire how much such an article is."

It will be seen from the relation of the above experience that it is possible to turn a non-producing window into a real selling force. No better demonstration of the selling power of the window

could be had as applied to electrical lines. What was here done with flash-lights and batteries would apply with equal pertinency to other electrical lines. By an increase in sales from \$4 in three weeks to \$50 in two weeks the percentage of increase in that time amounted to 1250 per cent. And Blairmore is a town of slightly less than one thousand population.

Prize Winning Sales Methods

Howard Crummer, of Cowan Hardware Co., London, Ont., Increased Sale of Stoves From 25 Per Year to Over 200, and Won First Prize—W. E. Cassidy, With Robert Horne Hardware at Sudbury, Ont., Sold Over 70 Oil Stoves Last Year and Won Second Prize

Sold Over 200 Oil Stoves in One Year

"THE selling of coal oil stoves, to my way of thinking, is one line that the average hardware man falls down on," stated Howard Crummer in giving his selling experience. "Our store was the same as the rest. When summer comes around Mr. Hardware Man puts a coal oil stove on display and waits for a customer to come and buy it. Realizing this and knowing the vast field for these, I decided we could sell more coal oil stoves.

"I asked and obtained a free hand in regard to the selling of the above.

"To begin, I arranged with the manufacturer to have our staff of clerks visit the factory and see coal oil stoves manufactured, also to receive a lecture from the sales manager explaining the different parts and features of the stoves. This has been of much benefit to us, as the clerks know what they are talking about and can dwell on the good points.

"Secondly, I arranged a demonstration week. Obtained a lady who could cook well and had her demonstrate in the store window. During that week I advertised coal oil stoves in our local papers and invited the public to come in and see cooking done on a coal oil stove, also to partake of a cup of coffee and cake.

"They sure did come in. Whether it was for the coffee and cakes or the demonstration, I don't know which, but we sold more stoves in that one week than we sold the whole year previous.

"Thirdly, I keep one stove lighted with a tea kettle of water steaming on it all the summer weather, in the most conspicuous place of the store. I find that this is one of the best ads. we can get. The amount of oil consumed is small and the attention it commands is simply wonderful.

"Fourthly. We have front and back windows in our store, the latter facing the market, and I keep a display of coal oil stoves in either of these the summer through.

"Fifthly. Likewise, I see they are advertised regularly in our local papers,

LAST week HARDWARE AND METAL announced the winners in the salesmen's contest, the first prize being awarded to Howard Crummer, of the Cowan Hardware Company, London, Ont., and second prize to W. E. Cassidy, of the Robert Horne Hardware, Sudbury, Ont. It was somewhat of a coincidence that both the winners related their experiences in connection with selling oil stoves. Methods which they have used might well be emulated by other salesmen throughout the country with profit to themselves and the concerns by which they are employed. Hardware merchants themselves will find food for thought in the sales methods here described.

using an electro always in doing so, which helps to draw attention.

"In years previous to this, we sold, on an average, about twenty-five stoves per year. Last year we sold over two hundred and this year we expect to sell many more.

"I attribute to the above methods the wonderful increase in the sale in our store of the coal oil stoves, which today form one of our best paying lines.

Sold 70 Oil Stoves

"Sudbury has a population of about 7,500, with six hardwares, all selling oil stoves," stated W. E. Cassidy of the Robert Horne Hardware, Sudbury, Ont., in giving his experience as an entrant in HARDWARE AND METAL'S contest for salesmen.

"Last year we sold over seventy oil stoves, and expect to reach the 100 mark

this year, having disposed of over thirty to date, with several prospects in view. Each oil stove that is sold means a new customer for oil and oil stove accessories. From six to seven gallons of oil per month will last a family of five with an oil stove. This averages about fifty gallons per season.

"After having succeeded in making a sale of an oil stove, I endeavored to sell my customer the accessories such as ovens, oil stove wash boilers, tea kettles, toasters, and special oil stove oil cans, all of which I keep well displayed on the sample stoves.

Five stoves of various sizes with and without cabinets and ovens are displayed near the main entrance of the store. The ovens contain self-basting roasters, pie plates and bread pans to fit oven. A record of each oil stove sale is kept in a book for the purpose, the date, name of purchaser, address and employment are registered along with the size of the stove and accessories purchased.

Always Tries to Interest Customers

"After I am through serving my customers I always attempt to interest them in an oil stove. After lighting it I draw my prospect's attention to the cabinets and different ovens on other stoves until the stove I started has generated sufficient heat to make an impression upon my customer of its actual performance. A small tea-kettle is placed over the burner and allowed to boil, which takes about four or five minutes.

"The flame is then extinguished and a lighted match held above the top of the burner. This ignites the vapor which formerly was generated by the heat in the combustion chambers. This proves that the oil is vaporized into a gas before being consumed, therefore eliminating the offensive odor. This vapor or gas is produced in the perforated combustion cylinders which produce an inflammable gas through the correct proportions of air and kerosene.

Demonstrates Simplicity of Wicks

"The next step is to demonstrate to my customer the simplicity of replacing the wicks, also the cleaning of the wicks and burners. After having made the

sale I now proceed to advise my customer on how to prolong the life of the stove by placing the combustion chambers in a kettle with boiling water. This removes the carbon and soot which clogs up the perforations in the cylinders and causes the stove to smoke.

"It is advisable always to keep the stove away from a coal or wood stove while in use or near a hot radiator. Every oil-burning device is subject to capillary attraction. That is, heat produced with a wick or kindler will attract oil towards that which produces the heat. Therefore if you place an oil stove near a hot range the heat of the range will cause the oil tank under the large one to overflow. To avoid this keep the oil stove in a cool part of the kitchen.

Saving in Cooking Meats

"The average salesman is not aware that meats cooked in an oil stove oven or an electric oven have less shrinkage per pound than meat cooked in any coal stove oven, the saving in a nine-pound leg of mutton being as much as 1½ pounds, as compared with cooking the same amount in a coal range.

"A number of careful and independent experiments in England have shown that there is a shrinkage of from 25 to 35 per cent. in the weight of meat cooked by coal or wood. Whereas the same amount of meat cooked to the same degree of heat in an oil stove oven loses only 10 or 15 per cent. of its original weight, which would be equivalent to a financial saving of thirty cents or the price of a gallon of kerosene on a roast weighing 5 pounds 14 ounces.

Advertising and Displaying

"I always arrange to keep an oil stove in the front section of the store during the winter as we find a good demand from the apartment houses and suites which are steam-heated. During the summer months a window display which is changed frequently is devoted exclusively to oil stoves and electrical appliances.

"Every Saturday night an oil stove is kept burning with a kettle full of water on it. The steam from this kettle attracts the attention of the public, many of them asking an explanation. Large cards are arranged along with the stoves giving the prices and sizes. In the centre of the window a stove is dismantled, showing the construction of the burners and cylinders. We advertise in the two leading papers. The ads. are changed every three weeks, one featuring oil stoves at one time, and the other builders' hardware, or other advertising matter at the same time.

"By emphasizing a single article or brand in each ad. I find it pays far beyond the old style of advertising half a dozen different lines and claiming each to be the best on the earth. By concentrating upon one special stove your ad. will make a deeper impression. The average reader remembers one thing where he wouldn't a dozen, and he is more likely to call upon you for it if it catches his fancy.

Includes Advertising Circulars

"At the end of each month when the monthly statements are mailed I arrange to include a liberal supply of circulars and pamphlets which are supplied by the manufacturers of oil stoves. We have also large attractive signs painted in a bright yellow on rock cuts on the principal roads into the town.

"This spring I received permission from the Canadian Fuel Control Board to advertise that there being no oil shortage they strongly advised using oil burning devices to save the nation's coal.

"Last summer one of the leading baking powder companies held a demonstration in two of the leading stores. We loaned them an oil stove to demonstrate with. A large card in several colors directed their inquiries to our address.

CANVAS AND CIRCULARS INCREASE TRADE

(Continued from page 41.)

fitting, repair broken glass and also repair leaky roofs. We carry the largest paint stock in the west end of the city and can fill every requirement in that respect.

"Hoping to be favored with more of your esteemed business for the year, We remain,

Yours truly,

GEORGE STIRRETT & SON.

Interior Signs Changed Frequently

George Stirrett & Son have made it a point to have numerous signs in the interior of their building. This is made a part of their advertising methods. These signs are painted in red and black, enclosed in a frame and covered with glass. They are in large measure indestructible and being enclosed under glass they do not get soiled. The firm has in the neighborhood of three hundred of these signs which they hang in various parts of the store. Some are suspended from the ceiling while others are hung from the side shelves. Some of them read as follows:

"We repair all makes of stoves and furnaces."

"Gas stoves at prices to fit your pocket."

"We aim to please the ladies."

"We sell quality goods and our prices are right."

"We rent tools. We do not lend them."

These are but examples of the wording on the various signs, of which they have some three hundred as already stated. They are changed at frequent intervals and a new set put up. Those not in use are stored away. There would perhaps not be more than twelve or fifteen signs in view in the store at any one time. When people enter the store and have to wait for any reason they will amuse themselves by reading the various signs. Time passes more quickly because they are in a sense entertained by the messages which these signs convey.

Store Windows Widened

Recently this concern increased their window space by the closing of one of the two doors which they had in the front

end of their store. Their place of business was originally two stores, which are now connected by an archway in the front and centre, as the original dividing wall has been left standing. One of the doors is situated at the front corner of the store, while the other was used as an entrance to the second store. The door in the second store was closed up and utilized as window show space. Oak floors have been placed in the windows which make an attractive background for the various displays placed therein.

Does Not Loan Tools

One of the signs which this firm has in prominent place reads: "We rent tools. We do not lend them." Many hardware stores have had to face the problem of loaning tools of various kinds. George Stirrett & Son have suffered through such a practice and now will not accommodate these would-be borrowers unless the full purchase price of the tool is advanced. When the tool is returned a charge of 10c to 15c is made according to the length of time it has been in use. It has occurred on previous occasions that a borrower often secured the loan of a certain tool and would move from the district without returning it. When the article is covered by a deposit it is immaterial then whether they return it or not.

RECOVERED TIN USED IN SILK MANUFACTURE

Many people, hearing of the tin shortage, and noting the gradually increasing pile of tins in the ash barrel, have wondered to themselves why some use could not be made of these. The answer is that there is, and that the recovered tin helps to make that tie you wear or that silk evening gown, dear lady. The American *Metal Market*, New York, gives this interesting little sidelight on the matter: "One of the principal sources of tin in this country, at least, as far as American production is concerned, is the tin that can be recovered by detinners from tin plate scrap. Unfortunately, at the present time by far the largest percentage of this source of supply is devoted to the making of tin tetrachloride which contains about 50 per cent. tin and is used by the silk dyers for weighting and preparing silk. It is probable that at least 5,000 tons of metallic tin per year is thus lost in the manufacture of what must be considered at the present day unessential, and in view of the critical condition of the tin market it would seem wise and proper that the detinners be compelled to confine their operations to the production of pig tin which can be recovered from tin plate scrap equally as well as tin tetrachloride, except that tin tetrachloride brings a higher price relatively than pig tin. Not only is this tin used by the silk dyers in this country, but it has been exported to the silk dyers in France, which trade, apparently, from to-day's *Journal of Commerce* is enjoying exceptional prosperity."

Have You Dressed Up Your Auto Accessory Window?

If you have and you think it a good one, why not have a photo taken and enter it in HARDWARE AND METAL'S contest for the best window displays of auto accessories? Four cash prizes are offered:

First Prize—\$10.

Second Prize—\$5.

Third Prize—\$3.

In addition \$1 will be paid for each window that does not get a prize but which is good enough to receive honorable mention and which we can reproduce.

Auto accessories are becoming a big line with the average hardware store. They will become still greater as time goes by. Many are right now considering the idea of taking on the line.

Those who are already handling these lines should take a keen interest in their window displays. It is one of the very important points in connection with the selling of these lines.

Here is an opportunity for hardware merchants and salesmen to show what they are doing in the way of accessory displays. Your selling windows will no doubt be improved because you make the effort to have them the best you know how.

Photos of windows must be at least 5 inches by 7 inches and preferably 8 inches by 10 inches, printed on glossy paper, as the latter kind of paper is best suited to have cuts made therefrom.

Contest closes July 20 and photo must be mailed not later than that date. Winners will be announced in our issue of July 27.

**GET INTO THE CONTEST AND SHOW
YOUR ART AT WINDOW DISPLAY.**

EDITORIAL COMMENT

TURPENTINE MARKET VERY STRONG

AS a result of the conditions that have arisen in the turpentine industry that commodity is now in the strongest position that it has attained since the war began. It was one of the remarkable features of the commodity price market that turpentine for almost four years of the war held around pre-war prices.

This was accounted for by the fact that during the past two years export to European countries has been greatly curtailed. Lack of ships was largely responsible. Until the present producing season there had been a continued good production.

Until the present year there were no extensive facilities for holding the turpentine in store in the Southern United States. Some Southern operators anticipated a labor shortage in the producing fields of the South and a consequent reduction in output.

There were good stocks of turpentine available at low prices and the time seemed opportune to place some of those stocks in storage. This was done. Any stocks that are now in the South are firmly held. There is no loose surplus to keep the price down as it did in previous years.

With the shifting of labor from the producing fields of the South to Northern industrial plants a shortage has come about. It is estimated production this year will not be more than 40 per cent. of normal years.

Operators who hold the stocks of turpentine find the conditions favorable to squeeze the price up. Even higher prices can be anticipated.

IRON AND STEEL PRICES HOLD

PRESIDENT WILSON has approved the agreement made by the price-fixing committee of the War Industries Board with the representatives of the iron ore, pig iron and steel interests that the maximum prices now prevailing on pig iron shall be maintained until September 30.

A minority of the pig iron producers were anxious to have an increase in the price of pig iron as an increase in freight rates and other factors that entered into the cost of production since last price was set seemed to warrant a higher price.

There was a pronounced sentiment in Washington against disturbing the price of pig iron and finished steel products, even in the face of the higher

producing costs. While the Government is interested in greater production it is also interested in keeping prices stable.

The Government made an urgent call that production in the iron and steel industry should be speeded up, with the result that the entire producing trade is now running from 93 to 95 per cent. of capacity.

The plate mills are turning out shipplates so fast that in some instances the shipyards have had to call a halt on deliveries for lack of storage space. But it is the intention to keep running as near capacity as possible in order to provide a surplus of plates by the end of the present year.

CONSERVE THE TIN

THE War Industries Board of the United States has recently issued a statement giving the results of the deliberations with representatives of each important trade using tin. There is a shortage of ships to carry the tin from the producing points and it is essential that all stocks be conserved.

As a result of these deliberations and with the aid of the Bureau of Standards important measures for saving tin have been effected. It is stated that by the elimination of a number of grades of metals used in bearings that a saving of 25 per cent. in the amount of tin formerly used can be effected. Investigations are being carried on with a view to eliminating some of the grades of solder and thus effecting a further saving. Already the can companies in that country have reduced the percentage of tin in their solder to 40, thus saving from 8 to 10 per cent.

Brass and bronze ingots, it is asserted, could stand a considerable reduction in tin content without reducing the efficiency. By a plan to recover the tin foil and collapsible tin tubes, it is estimated that some 3,000 to 5,000 tons of tin can be saved each year. In the United States tin foil and collapsible tubes are being turned in at the nearest Red Cross centre and smelters then purchase at market rates. The value of tin from these two sources alone is estimated at between \$4,000,000 and \$5,000,000.

Tin plate is being eliminated for such uses as roofing, store boards and fire doors by common agreement. Tobacco manufacturers have agreed to use black plate instead of tin plate for tobacco cans and a saving of some 750,000 base boxes will be effected in this one item alone.

Canadian manufacturers and users of tin could greatly assist in the conservation of the tin stocks by following the plan which has been arrived at voluntarily in the republic to the south.

FIRE LOSS A TREMENDOUS WASTE

FIGURES compiled by the *New York Journal of Commerce* show that the fire losses for Canada and the United States for the first five months of the present year while not as large as the corresponding months last year are considerably heavier than they were during the same period in 1916.

On this North American continent the fire loss for the first five months of the year amounted to \$119,132,035, as compared with \$127,108,455 for the corresponding months last year and \$113,528,920 for a similar period in 1916.

The losses for the full year 1917 were considerably in excess of those for 1916, when the gross amount in the two countries reached \$267,273,140 last year and \$231,422,995 in 1916.

The suggestion is made that the fire loss could probably be very materially reduced if the Governmental authorities were to pass stringent laws for the protection of foodstuffs and munitions and see that these laws are strictly enforced.

A quarter of a billion dollar loss through fire alone on this continent is an astounding reality to face. Especially is it so in these days when all wealth should be conserved with the greatest possible parsimony.

But while the fire loss is great the loss through failure to paint buildings is equally as astounding. A noted professor of the University of Minnesota who has made a study of paint materials asserts that the loss to buildings through failure to paint equals the loss by fire.

Is there a hardwareman who can fail to press with the utmost conviction for paint sales in the face of these astounding figures? Buildings need to be preserved from the destruction of the elements as well as from the more spectacular destroyer—fire.

TAKE DELIVERIES WITHOUT DELAY

THE Canadian Railway War Board has recently issued a circular advising that the producer, the consumer of industrial material, the wholesale distributor and the average citizen should take delivery of the goods they will need next winter at the earliest possible date. The Board points out that there will be more goods to move next winter and fewer men to help.

That is the time when peak-load traffic coincides with snow and ice-storms. Lakes and rivers are again ice-bound at that time and the movement of freight is all confined to railways. It is pointed out that delivery of much of the goods can be taken now if the effort is made to finance at the present time.

We have beforetime pointed out in these columns the necessity for the retailer to take delivery of his goods at the earliest possible moment. By taking delivery of any goods that he can place in stock before the winter conditions come on he will be doing himself a good turn and a patriotic duty as well.

Unquestionably there will be a shortage of cars this winter, as evidence is already at hand in the intimation that tank cars for the carrying of oils and gasoline and similar products are being withdrawn by the United States Government for war purposes.

The Canadian Railway Board uses the apt illustration of the squirrel in the preamble to their circular: "Summer never fools a squirrel. Ninety-six degrees in the shade reminds him of twelve below. And he hustles nuts. Nor should summer railway conditions and open navigation on the Great Lakes and the St. Lawrence fool a Canadian."

TRADE OPENINGS IN SOUTH AMERICA

HON. W. J. HANNA, president of the Imperial Oil Company, and former food controller for Canada, has just returned from a trip to Peru and other points on the west coast of South America. Mr. Hanna made a trip to that country in the interests of the company of which he is now head, as one of its subsidiary companies controls extensive oil fields in that section.

Mr. Hanna is enthusiastic over the possibilities for trade in South America, and is of the opinion that Canadian manufacturers should not lose the opportunity to get into that field. He pointed out that the exports from those countries consist principally of mining products, nitrates of soda, sugar, wool, sheepskins and hides. These are commodities that Canada can import.

In an interview in *HARDWARE AND METAL*, June 15, with J. D. McEwen, a returned missionary from Brazil, it was pointed out by him that large quantities of agricultural machinery, nails, wire, hardware, plumbing materials, electrical supplies, and equipment for various public utilities would be required.

The opinion of the Hon. W. J. Hanna confirms that which was previously expressed in these columns. Canada needs many of the things that the South American countries produce. They, in turn, need our manufactured commodities. This is a condition that is favorable to development of foreign trade. We should not let the opportunity slip away.

THE large new plant of the International Nickel Company at Port Colborne started operations on July 1. Production at this plant will reach from 20,000,000 to 24,000,000 pounds of refined nickel annually and about 12,000,000 pounds of copper. This will be a nice little drop in Canada's production bucket.

EVENTS IN THE TRADE

Business Changes

Big River, Sask.—J. P. Byrson, hardware and groceries, has sold his business to Freidman & Olson.

Bird View, Sask.—W. G. Thompson, hardware merchant, has been succeeded by the W. G. Thompson Company, Limited.

Havelock, Ont.—Alexander Leeson and Ernest Leeson, father and son, have purchased the hardware business of Ray Phillips. The Messrs. Leeson have recently been engaged at farming.

Obituary

Joseph W. Rayner, for many years a travelling salesman for Meakins & Son, Limited, brush manufacturers, died at his home in Hamilton on June 23. Mr. Rayner is survived by a wife and three sons, one of the latter, Lieut. G. V. Rayner, having been in France for some time past with the Canadian forces.

Dr. James Douglas, who was the first to separate on a commercial basis the precious metals from the copper by the electrolytic method of refining, died in New York on June 25. At the time of his death he was chairman of the board of directors of the Phelps-Dodge Corporation. Dr. Douglas was a Canadian, having been born at Quebec City in 1837. He was well known as a philanthropist and mining engineer. He was chancellor of Queen's University at Kingston and had given many gifts of money to the institution.

Incorporations

The Fred Smith Company, Limited, have been granted a charter to manufacture, import and deal in pine tree products such as turpentine, pine oil, resin, pitch, tar and resin oil. The head office of the company is to be in Mail Building, Toronto. Fred Smith is president and general manager, and S. F. Denison is secretary-treasurer.

Montreal News Notes

John McKendrick, Montreal manager for the Canada Metal Company, has been confined to his home through an attack of rheumatism. It is hoped that Mr. McKendrick will soon be able to resume his duties.

Mr. Shaw, representing the Miller's Falls Company, of Miller's Falls, Mass., called on the Montreal trade this week.

J. W. Richardson, buyer for Caverhill, Learmont & Co., has returned to his desk after taking his holidays. Mr.

Richardson states that this is a real rejuvenator.

John Irwin, managing director of McArthur-Irwin, Ltd., is spending some time at Thousand Island Park this week.

E. A. Burden is now representing Lewis Bros., Ltd., in Nova Scotia. Any mail addressed to him at Box 434, Truro, N.S., will reach Mr. Burden promptly.

C. F. Just, recently returned from Russia, where he was Canadian commercial agent at Petrograd, addressed the Montreal Board of Trade and other commercial interests on Wednesday afternoon of this week. His topic was that of future trade matters with Russia and the meeting was of a private nature owing to the frankness of the discussion arranged for.

Maurice Wineroope, Eastern Ontario representative for Brandram-Henderson, Ltd., has joined the colors. Mr. Wineroope is well known to the trade over this territory which he has covered for the past five years and will be much missed by the trade. Frank Boucher, late of the Imperial Oil Co., will assume the position thus vacated.

Death of Official of Canadian Explosives

Death came suddenly to William Kelly, assistant to the president of Canadian Explosives, Ltd., who was suddenly taken ill on leaving the company's offices on Friday evening last. He became ill while he was waiting for his car, and on his arrival home three doctors were called in. All that was possible was done, but within less than three hours the vital spark had fled. Mr. Kelly was in his fiftieth year and was the youngest son of Dr. A. Lawson Kelly, one of the best known medical men in Glasgow during his practice there. Seven years ago he came to Montreal from Nobels, Ltd., of Scotland. Very recently he had visited Great Britain in connection with business contracts. His residence in Montreal enabled him to make a large circle of acquaintance and he enjoyed the confidence of a wide business connection. A widow and two children survive.

Burglary Made Easy in Saskatoon

The hardware store of Campbell & Cooper of Saskatoon was entered by burglars and a quantity of rifles, revolvers and ammunition stolen. The burglary evidently took place some time

following the recent hailstorm in that city which broke innumerable windows to pieces. It is presumed the burglars finding the glass in the door smashed by the hail put their arms through and released the lock from the inside and gained easy entrance. The revolvers stolen were ones that had been put away at the request of the police and were not on display.

Personal

Charles H. Bass, of the Bissell Carpet Sweeper Company of Grand Rapids, Mich., was a recent visitor in Toronto, calling on the wholesale trade.

W. J. Lind, of the Independent Cordage Company, is on a business trip to the Maritime Provinces. He will spend a week or ten days in that section.

Hailstorm Was Good for Glass Trade

"It is even an ill hailstorm that blows no good." The recent hailstorm in Saskatoon was one of the worst to visit that city in recent years and smashed window glass and street lights and stripped vegetation. As a result the hardware stores did a fine business in supplying window glass to replace that which was destroyed. Fortunately there was apparently sufficient glass in the city to meet the requirements. The Saskatoon Hardware Company, J. H. Ashdown Hardware Company, Isbister & Pretty, Fawcett Hardware Company and C. E. Houlding remained open Wednesday afternoon during the week of the storm in order to pass the glass out. It had been the custom to close on Wednesday afternoon each week.

Cycle Trade in Hardwareman's Hands

A. Y. Douglas of the Vancouver branch of the Canada Cycle & Motor Company, Limited, is authority for the statement that outside a few of the large cities and towns of the province where exclusive cycle stores can be supported, the bicycle trade is practically in the hands of the hardware merchant. Several instances are on record in the province where hardware stores started to handle bicycles about two years ago with a stock of perhaps one or two bicycles and now have separate departments devoted solely to the bicycle and its accessories. In British Columbia there are upwards of forty hardware dealers holding agencies for the various makes of bicycles.

Pig Iron and Steel Prices Hold Unchanged

The price conference at Washington recently confirmed the existing price on pig iron and finished products for a period of three months from July 1. The price of Lake Superior iron ore was increased 45c per ton, largely due to the general increase in freight rates. This extra charge will be absorbed by the producers of ore, so that the cost of the finished pig iron will not be affected thereby. Pig iron producers will therefore not be affected in the way that it was first anticipated they would be.

Revival of Custom of Annual Bicycle Picnic

The bicycle trade was well represented at Grimsby Beach on Saturday, June 22, when a boat excursion to this point and a picnic was held under the auspices of the Canada Cycle & Motor Company, Limited, Weston, Ont. This event was the revival of an old custom in the Canadian bicycle industry to hold an annual outing, the last excursion having been held to Rose Bank in 1902. Following the general success of the recent picnic, announcement was made that the event would again become an annual fixture for the industry.

Presents Four Cows to Red Cross

P. M. Sharples, president of the Sharples Separator Company, has presented four pure-bred dairy cows to the American Red Cross Society. There is one each of the Jerseys, Guernseys, Holsteins, and Ayrshires. He proposed as a means for raising funds for the society that the cows should be sent on a tour and featured in each city visited during a Red Cross Dairy Day and sold at public auction to the people of each city. Every bid would be accepted—all money so bid and subscribed to go to the Red Cross through the local Red Cross organization in charge of the auction sale. Every bidder is to be given a certificate of temporary ownership of the cow of his or her choice and would automatically return such cow to the Red Cross to be resold again and again. When the tour has been completed it is proposed that the cows shall be finally donated by the people of the United States to the Government of France as the foundation of four breeding herds of dairy cattle to assist in the re-establishment of the dairy industry in that country.

Additional Half Holidays Announced

Mount Forest, Ont.—By-law providing for half-holiday Friday afternoon during July and August passed since first announcement.

Markdale, Ont.—Hardware stores do not close for half-holiday. Close evenings.

Canadian Manufacturer Joins Engineers



FRED R. WHITTALL
Managing Director of the A. R. Whittall Can Company of Montreal Who Has Given Up His Commercial Activities for Military.

Fred R. Whittall, B.Sc., and managing director of the A. R. Whittall Can Company of Montreal, has joined the O. T. C. Canadian Engineers. Having received his degree from McGill University in Civil Engineering in 1912, Mr. Whittall will be qualified for service with the Engineers Corps, and made his connection with them early this week.

As managing director of his company Mr. Whittall has seen the business develop materially, until the old premises were entirely inadequate for the execution of orders received, and only last winter very extensive additions were made to the plant and new machinery installed.

Outlining his plans briefly to a representative of **HARDWARE AND METAL** Mr. Whittall expected that he would be going overseas in the near future.

Former Iron and Steel Man dies

Charles Cassils, a very widely and well known citizen of Montreal, died at his home here on Tuesday morning at the age of 77 years.

Mr. Cassils was a capitalist, and for a long time one of the prominent business men of the city in various undertakings. Because of his fine personality and wide interests his circle of acquaintance was a large one, and his interest in philanthropic enterprise endeared him to many. Born in Scotland in 1841 Mr. Cassils early in life entered the employ of James Watson & Co., iron and steel merchants of Glasgow, and was with them for many years. His connection with the business life of Montreal began back in 1868, entering first as a member of the wholesale shoe manufacturing firm of Cochrane, Cassils & Co. Here he remained for twenty years, and then launched again into the iron and steel business on his own account, representing large British interests and later being the representative of the Carnegie Steel Company until the organization of the Steel Trust. Among other organizations Mr. Cassils was connected with the St. Lawrence Bridge Co. as president, was a director of the Dominion Bridge Co., and a director of the Northern Electric

and Manufacturing Co., Ltd. Seven children survive and two sons are at present engaged in business in Montreal.

Stovemakers Want Promise of Supplies

A deputation representing the various stove manufacturers of Canada waited on the War Trade Board at Ottawa on Wednesday of this week to request that efforts be made to obtain a sufficient supply of pig iron from the United States to permit them to carry on business. The board assured the delegation that efforts would be made to secure a supply so that the industry would not be handicapped. Demands of the United States Government have been so great that commercial users have found it difficult to get enough pig iron for their requirements. If the Canadian manufacturers are unable to get sufficient supplies of pig iron the manufacture of stoves will have to be greatly curtailed for the coming year's business. A report from Ottawa stated that stoves are still being permitted to come into Canada from the United States, and in this respect was working an injustice to the Canadian manufacturer when pig iron supplies are at such a low ebb.

CATALOGUES and BOOKLETS

Catalogue of Electric Appliances

Landers, Frary & Clark have just issued a complete catalogue of electric appliances which is called "Universal Electric Home Needs," and covers the complete line of electric appliances made by this firm. A copy of the same may be had by addressing A. MacFarlane & Company, Coristine Building, Montreal, Que.

Hardware Catalogue Issued

J. E. Beauchamp & Co., Montreal, has issued a catalogue styled "Catalogue A," which comprises 144 pages and is full of information respecting their various lines. One of the features of the catalogue is the division into sections showing such things as the regular hardware lines, automobile supplies, and various other lines, a quick index system is used in the book which was designed to save the merchant's time and place every line in the book at his finger tips. The various articles are classified under the following heads: automobile supply merchants, canners, carpet merchants, crockery and china merchants, druggists, electric supply merchants, furniture manufacturers, furniture merchants, grocers, haberdashers, hardware merchants, harness merchants, packers, phonograph merchants, saddlery merchants, shippers, sporting goods merchants, toy merchants, wooden box manufacturers, woodworkers. The catalogue is well illustrated throughout, the cover being of heavy green paper printed in black. It is for distribution to the trade.

HARDWARE LETTER BOX

Manufacturers Emery Paper

La Compagnie Martineau, Quebec, P.Q.—Do you know where we can secure emery paper?

Baeder & Adamson, Philadelphia, Pa.; Harmon & Dixon, New York, N.Y.—Ed.

CHANGE IN FIRM NAME

The name of the firm of Churton & Taylor, Toronto, has been changed to that of "The Vivid Electric Lamp Co." This in no way changes the personnel of the concern, who are proprietors and distributors of the "Vivid" lamp.

Number of Tire Types to be Reduced

A despatch from Washington recently stated that the number of types of automobile tires will be reduced from 287 to 32, according to agreement of the tire manufacturers acting on the recommendation of the Conservation Division of the War Industries Board. Under the programme announced by November 1, 1920, all but nine types and sizes will have been discontinued. Elimination of so-called non-essential types will be gradual. It is asserted that the motor-ing public will suffer no inconvenience, as the types will be standardized to meet the new conditions.

BROWNING—GUN MAN FOR THE UNITED STATES

Continued from page 51.

test he was asked about it.

"I'm trying to harness the 'kick,'" he declared, solely.

They laughed. It was "One of John's jokes," they said.

It was a mighty important joke. Soon he had utilized the power of the gas in such a manner that a part of this wasted pressure was transferred to the breach mechanism and made to operate the gun. One pull of the trigger and the rebound of the force fired the weapon a second time, this rebound fired it a third time, and so on until he soon had a gun that, with a single pull at the trigger, would fire six hundred bullets in less than a minute!

The outcome of these experiments was the automatic firearm. From that the famous old Colt's machine gun, at the time one of the best in the world. It was adopted by the United States army and navy more than twenty years ago. It was the only machine gun we used during the Spanish war. During the Boxer uprising in China a detachment of our marines with only two of these Colts' machine guns—Browning's invention—saved the foreign legations from destruction and their inmates from butchery.

In 1914, at the outbreak of this war, the only plant in the United States for the manufacture of machine guns was turning out this weapon, and quantities of them were sold to the Allied governments.

When matters began to look as though we would get into the fight there came a demand from our Ordnance Department for machine guns. Experts began investigations. The Lewis gun was conceded to be a "wonder." It did terrible execution. But there was one drawback, it was claimed: Even the lightest of these Lewis guns could not be fired by a single man except under the very best of circumstances. And in our present form of warfare there's no such thing as any "best of circumstances."

Meanwhile Mr. Browning continued to "putter" about his workshop in Ogden. He was working on an improvement of the machine gun.

This Wizard of Firearms has never been contented to sit back after one big achievement and rest on his laurels. Sometimes he takes a bit of a fishing trip by way of rest, then back again to his shop to try and make still better what has just been conceded to be his best.

He knew what was wanted—a rifle as light as the average service gun that an enlisted man might use as he would an ordinary rifle and yet, by a single pressure of the finger, pour an endless stream of bullets into the enemy.

A New Machine Gun

This was out of the question, of course. But he did the next best thing—he perfected a machine gun that is no heavier than the average rifle sportsmen use for moose and bear. In fact, a lighter rifle than that used by African hunters for the biggest game—yet this machine gun that he turned out can be lifted to the shoulder as any gun and forty bullets directed upon the enemy in less than two and a half seconds—a stream of bullets directed as one would direct a garden hose.

Then he turned out the heavier machine gun, a water-cooled affair.

There was a loud clamor about the delay in adopting a machine gun. A louder clamor because the Lewis gun was not adopted. But all this came from men who did not know.

"It has paid us to wait, because we now have the very best machine guns in the world," declared Secretary of War Baker.

On the 27th of February history was made in connection with machine guns. On that date occurred the Government tests of the Browning machine guns at Congress Heights, a few miles from Washington. Three hundred people witnessed these remarkable tests, including British, French, Belgian and Italian army officers on duty in Washington. There were many Senators and Congressmen, our own army officers, and probably fifty or more writers for the press and magazines.

"A success!" was the unanimous verdict after the test.

The lighter gun was first tried. The fifteen-pound arm shoots twenty or forty bullets at one time, either from the shoulder or the hip. One move of a lever cocks the weapon, one pressure of the finger discharges it, and the shots pour out as fast as one can follow the other from the muzzle. It is an air-cooled gun and works automatically after the first shot, by means of the gas pressure. If desirable, the gun may be operated to shoot every time the trigger is pulled. In general defence, however, the soldier would use the former method and spray the advancing enemy with forty bullets before six shots could be fired from the ordinary repeating arm. The standard cartridges used by our forces in France in the Springfield and modified Enfield guns are used in this gun. The only tool necessary for taking apart the gun is the edge of a cartridge. One man operates it quite alone, feeding the clips and shooting.

Arm a body of men with these and a hundred could mow down a couple of regiments. Or for advance, nothing could stand up under them.

The wicked weapon, however—the weapon that is doubtless destined to be heard from with our troops—is the Browning heavy machine gun. This is water-cooled and works on a tripod, but it weighs only thirty-two pounds. In the test 20,000 rounds were fired without a break or a mal-function of any sort. In another test out of 20,000 shots there were but three misses, due each time to a bad cartridge. In a supreme test, 39,000 shots were fired in such instantaneous succession that the report sounded like one noise. Then the gear gave way. But no such test would ever be made in actual warfare, as such guns are worked in pairs, one to rest, cool, be reloaded and set back in place while the other is operating. This gun is to be used for aviation service, stripped of its water-cooler jacket, as the air will serve as a cooler. In this shape it weighs but twenty-two and a half pounds.

The details of this test are history. They astounded the world. The verdict from everyone, everywhere, was:

"This is the best machine gun made."

THE CLERKS DEPARTMENT

BROWNING—"GUN MAN" FOR THE UNITED STATES ARMY

Something About a Little Known Inventor of Death-Dealing Marvels Who Became Famous Over Night

THE name of John M. Browning has of late been much on the public tongue since the announcement that the United States War Department had adopted the Browning machine gun in preference to any other model on the market. He became famous over night, as it were, and how it all came about, and what manner of man this "gun man" is, is graphically told by John Bruce Mitchell in *The Forum*, in answer to the question, "Who is Browning?"

Practically everyone the length and breadth of the country was asking this question on the morning that the newspapers announced that the United States War Department had adopted the "Browning machine gun."

It was a natural question. Few, outside of his own townspeople and those who are connected with the manufacture of firearms, had ever heard of this man.

"Lewis" and "Maxim" are well known names. When the controversy came up over the matter of machine guns for our new army those names were most frequently heard. It was the late Lord Kitchener, "K of K," who first made practical use of the machine gun in warfare. He used the Maxim gun. Then the Lewis gun came into existence. And when it was finally announced that our government was giving an official test to a Browning machine gun—and later there came the news that we had adopted this gun—everyone, it seems, was puzzled and asked, "Why not the Lewis or the Maxim gun?"

"Browning? Browning? I'll bet his name never appeared on a firearm!" one excited retired government official declared.

He was right. Up to the time that John M. Browning of Ogden, Utah, perfected this new machine gun his name had not appeared on any gun. Yet—

Every Winchester rifle; every Remington shotgun; every Remington automatic rifle; every Colt machine gun; every Colt automatic pistol (such as our army officers carry); every one of the million army pistols manufactured by a Belgium concern—every one of these, and more, WAS A BROWNING GUN!

An Englishman of title, on a government mission to this country, had occasion to call on Mr. Browning at his home in Ogden. The English official bowed low.

"Sir John M. Browning?" he asked.

"John M. Browning, sir," snapped Mr. Browning. The Englishman took the hint and called him "Mister" after that.

However, the Englishman was correct. Mr. Browning has every right to be addressed as "Sir," because, early in 1914, King Albert of Belgium conferred upon him the decoration of "Chevalier de l'Ordre de Leopold."

It is an attractive decoration—so it is said. Mr. Browning has tucked his away in some mysterious place and never even exhibited it, much less worn it.

Not one in a thousand, probably not one in ten thousand, who has carried Winchesters, Remingtons, Colts, Stevens, and such familiar firearms into the woods during the game season, or used them at target practice, coupled the name of Browning, when they read about his machine gun, with their weapons. But despite the fact that various names and corporations appear on these guns, the man who created them, the man who modified and improved and simplified them, was this same John M. Browning.

There is no Browning arms plant in Ogden. There is a well-equipped shop where Mr. Browning "putters around," as he himself puts it, but he does not manufacture firearms. He doesn't have to. He invents them and lets the other fellow manufacture them while he banks his royalties.

Some Family History

Sixty-six years ago, however, there was a gunshop in what was then the little town of Ogden. It was owned and operated by Jonathan Browning, father of the inventor of the Browning machine gun. The Brownings are Americans through and through. In the early forties Jonathan Browning left his home in Tennessee and journeyed to Council Bluffs, Iowa, where he plied his trade as gunsmith and general "tinker." He set up a shop there and made guns for the pioneers. He also mended broken plows and leaking kettles and did all sorts of tinkering. In 1852 he packed his shop equipment into an ox cart and set out for Ogden. This "equipment" consisted of a bag full of tools and an ancient wooden foot-power lathe. It took him a month to make the trip.

John M. Browning was born in Ogden two years later, and almost from babyhood he played in his father's gun shop. Back of this old lathe was a scrap heap, such as is found in every shop of this kind. It contained old broken and otherwise seemingly useless gun barrels, bits of flint and percussion cap locks and other "junk." This scrap heap and the ancient lathe were destined to play a big part in the world's history of firearms.

When "Jack" Browning was thirteen he wanted a gun. The only way to get it, so far as he could see, was to make it. He got busy with that scrap heap

and before long he had turned out a gun that seemed to suit him. His father examined it carefully and it is said that the old man almost wept with pride and joy and told his boy that he had "done well." It is also said that this was high praise indeed from the sturdy old gunmaker, but that secretly, to friends when the boy couldn't hear and become "spoiled" by praise, the old gentleman vowed that "Jack has made a better gun than I could make."

The gun that this thirteen-year-old boy made worked admirably and the Browning larder was kept supplied with game. The boy's brothers wanted guns "like Jack's," so the boy made guns for them.

That same year he astonished his father by exhibiting original designs for breech mechanism which he had whittled out of wood. He worked in between school time in his father's gun shop. When he was twenty-five he perfected a single shot rifle that was soon in great demand out there. Orders came thick and fast. With his brothers he turned out about five hundred of these rifles, an improvement over every rifle that was known up to that time.

One of these single shot rifles fell into the hands of officials of the Winchester Arms Company, and a man went out to Ogden with all speed to find the man who made it. They found young Browning.

"Will you show us how it is made?" he was asked.

"Certainly," he responded, and the official was amazed at the manner in which they turned out these rifles by hand.

"Is it patented?"

It certainly was patented.

"Will you sell us the patent?"

Young Browning didn't know. He had made a good thing out of it. He was working from early until late trying to fill orders. It seemed rather poor business to sell the patent that was keeping him in all the work he could attend to. But the Winchester man named a figure that made the young inventor blink. He sold his patent, and that design was the basis of the first Winchester single-shot rifles of all calibres.

The Automatic

One day Mr. Browning took a square piece of oak, bored a hole exactly the size of a .40 calibre bullet in it, placed the muzzle of a .40 calibre rifle against it so that the bullet would go through the hole, and tried an important experiment.

He had figured that there was a great deal of wasted force in the gas caused by the combustion of the powder. He wanted to make sure how much force there was to this. He took no chances, but fastened the rifle against the board, attached a cord to the trigger and yanked.

Fortunately, it was a long cord, because the force of the gas knocked the rifle back half way across the room. This was the basis of his automatics, the basis of his famous Browning gun which is now being turned out wholesale and shipped across to France.

At the time Mr. Browning made his
(Continued on page 50)

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

AUTO ACCESSORY CABINETS

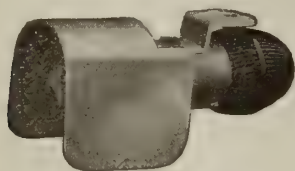
The Duluth Show Case Company, Duluth, Minnesota, manufacturers of sectional hardware store equipment and sectional garage equipment, announces the addition to their line of three sizes of auto accessory or tool cabinets. It is claimed these cabinets are especially practical for the storage of carburetors, magneto and generator parts. It is stated the cabinets are extremely practical for the storage of small tools that are in frequent use. The drawers in the cabinets are subdivided into smaller sections by means of divisions, which are furnished with each cabinet.



New Auto Accessory Tool Cabinet

AUTOMOBILE LAMPS

The Guide Motor Lamp Manufacturing Company of Cleveland, Ohio, has recently placed on the market a new touring car top lamp and a new Ford windshield lamp. The touring car top lamp goes under No. 818, and is designed as a convenience light that is mounted on the centre rib of a touring car top. It is



Guide Motor Lamp

claimed for it that folding the top does not injure this light, as the shade protects the bulb. The wire is carried along the rib. Length over all is 3 inches and net weight 4 ounces.

The Ford windshield lamp, No. 802, manufactured by the same concern, is a miniature light designed for attachment to the windshield by two bolts now on the windshield frame. They are designed as signal lights when the car is standing, and are operated on two dry cells. It is stated the lamps have clear semaphore lens, and can be used in pairs

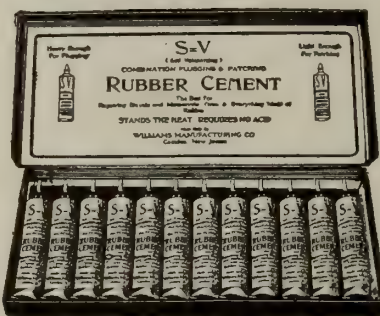
or on left side only. Outside diameter is 2 inches and net weight three-quarters of a pound.



Windshield Lamp for Ford Cars

COMBINATION TIRE CEMENT

The Williams Manufacturing Company, Camden, N.J., is placing on the market a new commodity known as "S.-V." rubber cement, which is stated to be a combination of plugging and patching cement in one. It is designed to repair pneumatic tires of all kinds. It is claimed for it that it is self-vulcanizing and makes a permanent repair. The manufacturers assert that with the curtailment of the importations of crude rubber by the Government it will mean the making of fewer tires, even though the demand is increasing, which points to a wider market for repair materials. The cement is put up in special pointed nozzle tubes for ready and efficient application, and it is claimed for it that it is light enough for patching and heavy enough for plugging. They are packed in self-selling counter display cases containing one dozen tubes.



"S.-V." Rubber Cement

NEW AUTOMOBILE HEADLIGHT

C. Klopfer, Limited, 44-50 Wellington street east, Toronto, is placing before the Canadian trade the Rite-Lite headlight for automobiles which it is claimed is scientifically designed to overcome all the difficulties experienced in the use of powerful electric headlights. The principle used in this headlight is that of the camera lens, which it is claimed is a new departure in construction.

In the principle of a camera the view of a large landscape is transmitted through a small lens of not over one inch in diameter and the incoming light is evenly distributed over a plate up to ten

inches square with such evenness that no appreciable difference is observed on the remotest corners of the plate. In Rite-Lite, it is asserted, similar results are obtained by the action of the powerful reflectors forcing the light into the darkness through a diffusing lens which diffuses over an area of at least 100 feet in width by five hundred feet in front of the car. In order to obtain a longer range of light, it is stated, a small bull's-eye of clear glass is placed in the diffusing lens, which causes projected rays and intensified light on the road for over five hundred feet in front of the car.



Rite-Lite Headlight

In Rite-Lite two-thirds of the entire lens is made of green and orange shades of glass and one-third of white, which is the diffusing lens. In action, it is claimed, these different shades are blended into a soft light which does not cause a sharp contraction of the pupil of the eye when meeting the car.

WIRE WHEELS AND PARTS

The Dunlop Tire & Rubber Goods Co., Limited, with head offices at Toronto, now have control of the distribution of the "Houk" and "House" wire wheels and parts for Canada. These wheels are covered by Canadian patents, which are owned and controlled by the Wire Wheel Corporation of America. It is claimed for these wheels that it has been demonstrated beyond doubt that there is practically a 20 per cent. greater life in a pneumatic tire used on them. A set ordinarily comprises five complete wheels, with four inner hubs, four hub caps, dust cover for spare wheel, one hub cap wrench, one nipple wrench.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THE tendency in the hardware markets has all been in the upward direction so far as prices are concerned. There has been quite a number of changes in important lines, and indications seem to point to still further advances in other lines.

Lead products are in firm market as a result of the higher prices on pig lead in the primary markets. Lead pipe and lead waste pipe were lines on which higher prices were recorded during the week. Ingot lead was also higher in some quarters.

Ingot tin is a very scarce commodity in Canada at the present time, and record prices are prevailing. However, a shipment of tin is expected to reach Montreal in the near future. Spelter is firmer. Price on pig iron will in all likelihood hold unchanged in Canada, as it has been decided to maintain the price in the United States after a conference between the Government authorities and steel and iron interests. The price for ingot copper has been advanced to 26c per pound to producers in United States, which will have firming effect on all copper products.

Horseshoes is one of the important lines to be advanced in price. Brushes have also been advanced by one of the large makers to the extent of 10 per cent., and it is probable other manufacturers will also follow. Wrenches, steel squares, molasses gates, galvanized fence wire, roofing paint, roofing slate, pipe unions, hand and breast drills, sheathing, seine twine, paper bags, vises, are some of the other lines to show advances. Trade has been somewhat quiet during the week, as the holiday naturally interfered with the volume of business.

MONTREAL MARKETS

MONTREAL, July 4.—There are numerous advances this week for various lines and these have followed, as pointed out in **HARDWARE AND METAL** they would in all probability follow, the recent changes made in regulations, freight rates, etc. The lines requiring various types of steel in their manufacture show the greatest increases and the end is not yet. It is very probable, now that the advance in copper recorded in this week's report is arranged, that there will be new prices for many articles of which copper is a component part. The tin situation still is firm. Copper sheets have advanced. Horse nails and horse shoes are higher, while solder is reduced. Pipe unions, drills of hand and breast varieties, sheathing, squares and seine twines, paper bags, horse and sheep shearing machines and vises all are marked up. The trade conditions are somewhat

easier but there is ample business to keep staffs employed steadily.

Very High Prices Obtain For Vises

Montreal.
VICES.—Advances of considerable amounts are made for vises of Samson design. These are in addition to those announced last week. The design known as "F" is now selling at \$12.95 net as against \$7.93 before; the "G" at \$15.85 as against a previous price of \$9.73, and the "H" at \$20.50 as against \$12.60. For those who care to buy in lots of three the prices are each, 65c, 85c and \$1 less respectively.

Cylinder Head Gaskets, Spark Plug Wrenches Up

Montreal.
AUTO ACCESSORIES.—Advances are

recorded for cylinder head gaskets of copper and asbestos manufacture. The approximate increase for this line is about 5 per cent., although the change is not fully uniform, a few sizes showing a small decline. Combination spark plug wrenches are advanced also. The prices compare as follows: on the No. 21 style, old trade price, 32c each, new price 40c; lots of 12, 30c and 38c, and lots of 48, 27½c and 35c each.

Sheet Celluloid Up; Also Reamers and Drills

Montreal.
AUTO ACCESSORIES.—Sheet celluloid used on automobile hoods is marked up to \$1.07 from \$1 for the 20 in. by 50 in. size, and to 77c from 67c for the 20 in. by 36 in. size. Samson hand drills are selling at \$3.24 and were before \$3.10, or in lots of 6 the price is now \$3.08 each, an advance of 14c each. Reamers of the aligning type are quoted at \$19.58 each for the three-in-one style.

Gear Pumps, Motor Oils, Adjustable Wrenches Up

Montreal.
AUTO GREASES, PUMPS, WRENCHES.—Among the advances this week in the accessory lines is one for greases and oils of the Veedol type. This applies to the various sized cans. The approximate increase for these lines is around 10 per cent. Bronze gear pumps too are higher, the advance being a very stiff one. For instance, Type A, No. 2, is quoted at \$8.17 and was before \$4.87; No. 3 of the same type is now \$9 from \$5.40, No. 4 \$11.15 from \$6.83, and so on through the list with like advances. Scholler adjustable wrenches are advanced as well, the relative prices being for the 4 in., old 86c., new \$1.13; 6 in. old 86c., new \$1.13; 8 in. old \$1.06, new \$1.04, and 10 in. old \$1.33, new \$1.74.

Horse Nails Higher; New Shoe Prices, Too

Montreal.
HORSE NAILS AND SHOES.—Advances are made this week in the price of Capewell horse nails. The new prices represent an increase over previous prices of about 37½c per 25 pound box, and are as follows: No. 5, \$22 per 100 pounds; No. 6, \$21; No. 7, \$20; No. 8, \$19, and No. 9 and larger \$18. Horse shoes of both iron and steel make are higher too, the advance being 50c per 100 pound keg.

Unions and Drills Pipe Wrenches Go Up

Montreal.

PIPE UNIONS, DRILLS, WRENCHES.—New prices are out for Dart unions, and these represent an increase over old prices of about 10 per cent. Some lines made by Goodell-Pratt are higher also and these include hand and breast drills, etc. The advance is about 10 per cent. on the lines affected. Trimo pipe wrenches also take on new prices, the former discount of 47½ per cent. being reduced to 42½ per cent. All parts for these wrenches are placed on a like basis.

Sheathing, Steel Squares, Seine Twine All Higher

Montreal.

SHEATHING, SQUARES, TWINE.—New prices have been quoted for Eddy's impervious sheathing which now is selling for \$5.25 per 100 pounds, and representing an advance of 25c. Steel squares are also higher and various advances have been made up to 10 per cent. The number of lines made is being reduced now by the American makers to about six distinct patterns. Seine twines are very much advanced, the average increase being 11c per pound over previous prices, No. 6 now selling at 76c per pound; No. 9 at 72½c; No. 12 at 69½c; Nos. 15 to 36 at 69c, and Nos. 42 to 120 at 68½c per pound.

Steel Wheelbarrows Likely to be Higher

Montreal.

WHEELBARROWS AND SCRAPERS.—The tendencies point to very much higher prices for steel tray wheelbarrows and for scrapers of the various types. There is still quite a demand for these and the supplies are running shorter all the time. Some lots have been gathered in from parts of the country where the demand has recently declined, but to bring them in from the States at present would mean that very high prices would have to be asked. Labor is as much as 60 per cent. higher and duty and freight advances would make the landed price of these goods to-day much higher than they have been.

Sheet Copper Up Nearly 3c Within Week

Montreal.

SHEET COPPER.—Within the past week advances approximating 2¾c have been made. There is not a great deal of trading in this but what supplies are wanted are brought forward under license and are usually tinned here after coming forward. This makes the price considerably better as the tinned sheets are subject to a very high duty. The very high price of tin also is a factor in making costs advance for all tinned sheets.

Wire Nails Firm and Undertone is Strong

Montreal.

WIRE AND NAILS.—Steady demand is reported from the usual sources for wire nails. Particularly does this apply from country points where there is more building activity than within the cities and towns of the province, with very few exceptions. Standard wire nails are selling on the held base price of \$5.35; cut nails at \$5.60 and smooth steel wire \$6.25 per 100 pounds. The undertone is firm with revision to higher levels not improbable.

Steadiness Feature For Iron and Steel

Montreal.

IRON AND STEEL.—With the exception of the usual amount of trade that comes to hand from regular customers there is little movement. At the same time there is some activity in standard sizes and as yet orders can be filled with

Playing Cards Taxed 8c Per Pack

Since many hardware dealers handle playing cards it might be well for them to note the fact that all stocks require to have a stamp affixed showing that the 8c tax per pack has been paid. In speaking with a hardware jobber early this week in Montreal it was pointed out to HARDWARE AND METAL as essential on the part of all who stocked the cards, whether jobber or retailer. The advance thus made necessary should be complied with as failure to comply with the law carries with it a heavy penalty.

reasonable promptness, a little delay being occasioned once in a while when special sizes are asked for. Prices are steady and firm with revisions probable of an upward nature.

Common bar iron, per 100 lbs.	\$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Solder Prices Down; Lead Products Hold

Montreal.

LEAD PRODUCTS.—There was a revision this week in the prices for solder which make the prices considerably lower and thus more inviting for those who wish to buy. This is the result of adjustments made in the matter of ingot tin, the outlook for supplies having improved somewhat and licenses for supplies having been procured. The under-

tone for manufactured lead products is firm and steady but there are no changes.

Lead pipe, lb.	0 14
Lead waste pipe, lb.	0 15
Lead traps and bends	Net list
Lead wool lb.	0 14
Lead sheets, 2½ lb. sq. ft., lb.	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 13¾
Lead sheets, 4 to 8 lbs. sq. ft., lb.	0 13
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.	
Solder (guaranteed)	0 56¾ 0 65
Solder, strictly, lb.	0 52¾ 0 60
Solder, commercial, lb.	0 48 0 55
Solder, wiping, lb.	0 51½ 0 55
Solder, wire (8 gauge)—	
40-60	0 62¾
45-55	0 68½
Zinc sheets, casks	
Do., broken lots	

Trade in Sheets Fair; Stocks Running Lower

Montreal.

SHEETS AND PLATES.—In view of the fact that when supplies in the jobbers' hands are exhausted no more can be secured from the States to replace these excepting under license and which will only be issued to cover those wanted for approved war purposes, it is impossible but that stocks here must gradually grow less. Trading is fair and at the present rate of absorption there will perhaps be enough supply to last for some months, of some gauges at least.

		100 lbs.
BLACK SHEETS—		
10 gauge	\$9 50	\$9 00
12 gauge	9 25	9 65
14 gauge	7 25	9 00
16 gauge	7 45	9 15
18-20 gauge	7 50	9 25
22-24 gauge	8 00	9 60
26 gauge	9 70	9 75
28 gauge		9 90
10¾ oz. (28 English)	10 80	10 75
GALVANIZED SHEETS—		
10¾ oz.	\$10 00	
28 ga.	9 65	
26 ga.	9 25	
22 and 24 ga.	9 05	
20 ga.	8 85	
18 ga.	8 85	
16 ga.	8 70	

Old Scrap Copper is Likely to go Higher

Montreal.

OLD MATERIALS.—In view of the advanced price basis for ingot copper there will very probably be a better price paid for the scrap metal in the immediate future. This will be from one to two cents per pound better than the existing quotations if the suggestion of those engaged in trading is carried out. No further changes are made in the list this week but all lead and spelter products are firm.

Tea lead	0 07¼	0 07¾
Heavy lead pipe	0 07½	0 07¾
Yellow brass	0 12½	0 13½
Red brass	0 22½	....
Light brass	0 08	....
Scrap zinc	0 05½	0 06
Heavy copper	0 22	0 23
Wrought iron, No. 1, per gr. ton	27 00	....
No. 1 machinery cast	36 00	37 00
Heavy melting steel	20 00	21 00
Pipe scrap	18 00	20 00
Stove plate, per ton	22 00	23 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	0 08¾	0 08½
Over shoes, lumbermen's rubbers		
boots	0 07	....
Bicycle tires	0 04½	0 05
Automobile tires	0 05	0 05½

Paper Bags, Paint Brushes and Horse Clippers High

Montreal.

HORSE CLIPPERS, BAGS, BRUSHES

—This week advances were made in the price of paper bags, the new discount being 25 per cent. from the list. Reduced discounts apply for paint brushes, these being now 70% and 10% from the list. Horse clippers of the hand and power patterns are up as also are sheep shearing machines. The advance will be about 12 per cent. and will also apply to the parts as well. Representative prices are: For the No. 1 hand, \$9.75; "Chicago" No. 2, \$14.25 each, and the sheep shearing No. 9, \$14.25.

Immense Imports of Gasoline Already Made

Montreal.

COAL OIL AND GASOLINE.—The markets as affecting refined oils are steady and without change. Coal oil is selling as follows: Royalite, 19c per gal. and Palacine and Electroline at 22c. There has been an increased importation of gasoline this year and the demand will make for a still larger showing as the season advances. Weather conditions have been somewhat against the use of pleasure cars to the extent that they would have been utilized, but even allowing for this there is a big output. Prices are steady and unchanged with motor grade selling still at 34c per Imperial gallon.

Ordinary Rope Trade Steady; Prices Hold

Montreal.

ROPE CORDAGE.—While there is not an excessive amount of trade for rope, speaking from the standpoint of regular demand, there is some movement, and this is usually of the sorting nature required to keep stocks complete. For needs more directly related to the needs of the boats and the wants of munition makers there is perhaps more request. Prices hold without any change here and pure manila base price is 39c per pound; British manila 33c, and sisal 27½c.

Stoves Have Sold Well and Outlook Promises

Montreal.

STOVES AND WARES.—There has been a much better movement of stoves than is usually anticipated at this season. The trade realizes very probably the difficulties that the manufacturer may have to face with material outlook none too rosy and is therefore protecting himself by buying well in advance. The general tone is a firm one, and while prospects of advances in the near future are not suggested there is little likelihood of any decline. The usual anticipated trade for shelf goods and staple wares continues to be quite satisfactory without change of price being effected.

New Copper Price Has Caused Some Stir

Montreal.

INGOT METALS.—The feature of the week is that of the new price basis an-

nounced from Washington for ingot copper. This is higher than was suggested even by the producers themselves. In a general way there have been no further changes and trading is on the quiet side.

COPPER.—The fixing of price on ingot copper by the War Trade Board of the United States at 26c is somewhat of a surprise. It was not expected that this would reach this figure, making a straight advance of 2½c. This applies at once and will be effective until August 15. In sympathy with this local prices have firmed to 30-31c per pound.

TIN.—Spot prices are still high, as much as \$1.50 per pound being asked for any Straits tin that is available. Some Lamb and Flag is selling at high as \$1.25 per pound, while trading is reported to have been done at \$1.10 per pound. Lower prices are obtainable on tin to arrive.

SPELTER.—The chief feature here is that of more offerings of the Canadian produced article. American market continues to advance but as the rise was rapid it is anticipated that there may be a reaction shortly. Price from 10½c to 11c per pound.

LEAD.—The same is firm and offerings light. Producers not anxious to sell forward and customers are required to cover their needs from hand to mouth. Price here 10½c per pound.

ANTIMONY.—Not a great deal of trading here but in New York the activity is marked, heavy buying making a firm market here as well as there. Prices are unchanged at 15-16c per pound.

ALUMINUM.—There is no change and any trading effected is done at around 50c per pound.

TORONTO MARKETS

TORONTO, July 4.—While the number of price changes have not been quite as numerous as last week there have been some revisions of importance. Horseshoes is one of the important lines to advance in price. Certain makes of wrenches are also higher, following the lead recently taken by some of the manufacturers. Steel squares of one brand have undergone an upward revision. Molasses gates also show an increase in price. Business has been fairly good during the week, although it is not expected to be heavy at this season of the year.

Horseshoes Go Higher by 50c Keg

Toronto.

HORSESHOES.—An advance of 50c per keg has been made effective in the price of horseshoes and a revised price list has been issued which shows some new sizes. Light and medium pattern Bell horseshoes are quoted at \$6.75 for No. 2 and larger, and \$7 per keg for No. 1 and smaller. Long heeled light iron, No. 2 and larger, \$6.75, and No. 1 and smaller, \$7; snow pattern, No. 2 and larger, \$7; No. 1 and smaller, \$7.25. L. S. steel shoes, light pattern, sizes 1 to 6, fore and hind, No. 2 and larger, \$7.20, and No. 1 and smaller, \$7.45 keg. L. S. steel shoes, featherweight pattern, all sizes 0 to 4, No. 1 and smaller, \$8.60; special countersunk steel shoes, all sizes 0 to 4, \$9.10; toeweight steel shoes, all sizes 1 to 4, \$9.60 keg. Packing up to 3 sizes in one keg, 10c per 100 pounds extra; more than 3 sizes, 25c per 100 pounds extra. Prices are f.o.b. Belleville.

Other Makes of Wrenches Go Up

Toronto.

WRENCHES.—Following the advance announced last week in the price of Stillson and Trimo pipe wrenches an advance has been recorded in Coe

wrenches during the present week. On 6-inch size the increase amounts to \$1.60 per dozen and on the 21-inch \$6.10 per dozen. Following are the new net prices: 6-inch, \$14.60 dozen; 8-inch, \$17.50 dozen; 10-inch, \$20.40 dozen; 12-inch, \$26.20 dozen; 15-inch, \$35 dozen; 18-inch, \$46.60 dozen; 21-inch, \$56.80 dozen.

Brushes Have Advanced 10 Per Cent.

Toronto.

BRUSHES, BROOMS.—One of the large Canadian manufacturers of brushes advanced the price on their complete line 10 per cent. during the past week and there were indications that other manufacturers would follow. Advances in lumber, bristles and other commodities that enter into their manufacture is given as the reason for the increase. The advance applies to all paint brushes, kalsomine brushes, artists' brushes, in fact the complete line. Advances are to the effect that glass washboards are likely soon to be off the market owing to the difficulty connected with getting glass for their manufacture. Brooms held steady.

List on Steel Squares Revised

Toronto.

SQUARES.—A revised list price on Eagle steel squares has been made effective during the week, which in some instances provides for higher prices. List prices on the various numbers are as follows: No. 100, \$21 dozen; No. 1, \$20 dozen; No. 3, \$19 dozen; No. 14, \$17 dozen; No. 18, \$17 dozen; No. 12, \$14.50 dozen; No. 100 rafter, \$53 dozen. Net price on No. 3 is \$20.50 and on No. 14, \$17 dozen.

Molasses Gates Show Upward Trend

Toronto.

MOLASSES GATES.—Higher prices

have been announced during the week on molasses gates owing to the increased cost in connection with manufacture of same. Net prices are quoted as follows: No. 1, \$5 dozen; No. 2, \$5.75 dozen; No. 3, \$6.50 dozen; No. 4, \$7.20 dozen; No. 5, \$8.60 dozen.

Difficult to Get Oil Tank Cars

Toronto.

GASOLINE, COAL OIL.—Intimations have been made in some quarters that there will in all likelihood be a shortage of gasoline before the summer is over owing to the difficulty which refiners are experiencing in getting the use of oil tank cars. Many of these cars are being diverted to the use of the United States Government and on behalf of the Allies. Prices of oil products held steady during the week but in a firm position. Gasoline is quoted at 33c per gallon. Price of coal oil is unchanged at 18c and 21c per gallon, according to grade.

Binder Twine Is Moving Freely

Toronto.

ROPE, TWINE.—Manufacturers of binder twine report a good movement at present in anticipation of the harvest which will soon be here. This stock is of course some that has been on order for some time. Price of the sisal fibre in the primary market at New York is down in conformity with the recent sale of 500,000 bales made on behalf of the manufacturers in the United States. Lower prices for binder twine are anticipated for next year. Rope is not moving very freely as yet, although it is anticipated that the summer months should see greater activity in this line on account of the shipbuilding activity. Prices on Manila rope hold unchanged at 39c basis, with British Manila and New Zealand hemp at 33c. Sisal rope is quoted at 27½c pound base.

Advance of 10c to 15c in Fence Wire

Toronto.

WIRE, NAILS.—Following the firm position that has prevailed in the wire market for some time past and which has been referred to in these columns from time to time, an advance in some quarters has been recorded in the price of plain galvanized fence wire, the increase ranging from 10c to 15c per hundred pounds. Barb wire holds unchanged, but following is the upper range on plain galvanized which represents an increase during the week: No. 9 plain galvanized, \$6; No. 12, plain galvanized, \$6.15; No. 13, \$6.25; No. 9 coil spring, \$6; No. 12, coil spring, \$6.25. Smooth steel wire remains unchanged at \$6.25 base. Wire nails are also unchanged at the recent advance, base price being \$5.30 per hundred pounds.

Bar Iron in Heavy Sizes Hard to Obtain

Toronto.

IRON AND STEEL.—Although a report from the United States was to the effect that certain mills are able to sell bar iron for commercial purposes for delivery within 90 days owing to the fact that the Government's requirements has not been urgent, local dealers express the opinion that this might be true in sizes below two inches in diameter but that large sizes are still difficult to secure. An inquiry from a Montreal dealer among Toronto dealers during the week for bar iron over five inches in diameter would seem to indicate this as correct. Prices of iron and steel com-

To Get Coal Hod and Stovepipe Material

That Canada will be given such quantities of raw material as may be required for making up supplies of coal hods and stove pipes for the coming season's demand seems assured. Such was the opinion expressed by a large Montreal manufacturer in speaking with **HARDWARE AND METAL** this week.

"We are quite sure of receiving material for making up these goods, for the manufacturer has been able to persuade the United States War Board that they are essential articles. But the outlook for importing material used in making stove boards is not quite as promising. We are making an effort to have them admitted and hope that the merits of the case will also present themselves to those who have the decision in hand. Stove boards really may be looked upon as a real necessity, too."

This sums up a matter of much importance to the hardware trade and will be reassuring to the readers of **HARDWARE AND METAL** coming from one in definite touch with the situation.

modities held unchanged during the week with a fair movement into consumptive channels.

TORONTO—		Per 100 lbs.	
Common bar iron	.....	\$ 5 25	
Common bar steel	.....	5 50	
Refined iron	.....	5 65	
Angle base	.....	5 75	
Horseshoe iron	.....	5 50	
Tire steel	.....	5 70	
Mild steel	.....	5 50	
Norway iron	.....	11 00	13 00
Toe caulk steel	.....	6 25	
Sleigh shoe steel	.....	5 50	
Band steel, No. 10	.....	5 75	
Do., No. 12	.....	6 00	
Spring steel	.....	9 50	11 50
Mining drill steel	.....	19 00	30 00
Sheet cast steel	.....	0 42	0 45
Tool steel	.....	0 20	0 42

Oil Stove Trade Not Brisk as Yet

Toronto.

STOVES, ENAMELWARE.—Manufacturers of oil stoves report that the movement has not been heavy so far this year as the cool weather has inter-

fered with the sale to a considerable extent up to the present time. Prices on the oil stoves of various kinds hold unchanged. Conditions in the regular stove and range trade remain as outlined last week, namely, a fairly good movement or rather inquiry for this season of the year. Enamelware is also in good sale with prices holding steady.

Roofing Materials in Very Strong Market

Toronto.

ROOFING MATERIALS, CORRUGATED IRON.—Following the advance recorded last week in the price of metal shingles and metal roofing, there are indications that the ready roofing materials are in very firm market and that an advance would not be improbable in these lines in the near future. There is a scarcity of asphalt reported due to the lack of ships to move this commodity from the Island of Trinidad. Slate roofings have advanced 40c per square during the week for both American and Canadian makes, making the price for 14 x 10 American \$8.25 and for Canadian \$7.20 per square. Other sizes are in proportion. Corrugated iron held steady at the recent advance, prices being as follows:

TORONTO—	Per 100 Sq. Feet	
	Gal'zed	Painted
Corrugated Sheets—		
No. 28 gauge	\$ 9 00	\$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Sheets Have Been in Active Market

Toronto.

SHEETS, PLATES.—An active demand is reported for black sheets, particularly for No. 10 and 12 gauge, although other sizes are moving out in good quantities also. Prices hold unchanged during the week. Supplies of some gauges are fairly good.

BLACK SHEETS—		Per 100 lbs.	
10 gauge	.....	10 00	\$12 00
12 gauge	.....	10 10	10 00
14 gauge	.....	7 45	7 90
16 gauge	.....	7 50	8 00
18-20 gauge	.....	7 80	7 55
22-24 gauge	.....	7 85	7 60
26 gauge	.....	7 90	7 65
28 gauge	.....	8 00	7 75
3/16-inch plate	.....	10 10	10 25
¼-inch boiler plate	.....	.....	10 00

GALVANIZED SHEETS—		Per 100 lbs.	
10½ oz.	.....	9 50	9 75
U.S. 28	.....	9 20	9 45
U.S. 26	.....	8 90	9 15
22 and 24	.....	8 75	9 00
18 and 20	.....	8 60	8 85
16	.....	8 45	8 70
14	.....	8 35	8 60

Iron Pipe Situation Is Not Improved

Toronto.

WROUGHT PIPE, BOILER TUBES.—Conditions in the manufacture of wrought iron pipe have shown improvement during the week, manufacturers still continuing to have difficulty in getting their raw materials. Prices were unchanged. Boiler tubes are moving

slowly under the restrictions imposed by the Government.

Boiler Tubes—	Cold Drawn	Lapweld
1 inch	\$36 00	\$
1½ inch	40 00	.....
1½ inch	43 00	36 00
1½ inch	43 00	36 00
2 inch	50 00	36 04
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch .....	.....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Lead Pipe and Waste Pipe Up 1c

Toronto.

LEAD AND ZINC PRODUCTS.—The price of lead pipe and lead waste pipe have been advanced 1c per pound during the week, which makes the price of the former 15c per pound and the latter 16c. Firmness in the market for pig lead at the primary points has been responsible for the advance. Some of the heavier lead sheets are also in firmer market, 4 to 8 pounds square foot selling at 12½c to 13c pound. Other products held unchanged.

Lead pipe, lb.	0 15	....
Lead waste pipe, lb.	0 16	....
Lead traps and bends	Net list	
Lead wool, lb.	0 15½	0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 13¼	0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.	0 12½	0 13
Cut sheets, ¾c lb. extra, and cut sheets to size.		
Solder, guaranteed, lb.	0 66	0 70
Solder, strictly, lb.	0 60	0 66½
Solder, commercial, lb.	0 55	0 62
Solder, wiring, lb.	0 54½	0 56
Solder, wire, lb.	0 65	0 70
Zinc sheets, per lb.	0 26	

Old Materials in Fair Demand

Toronto.

OLD MATERIALS.—There is a fair amount of old materials being offered to the large dealers and mills have been taking reasonably good quantities. Prices held steady and unchanged at those given last week, as follows:

Tea lead	\$0 05¼	....
Heavy lead pipe	0 07½	0 07¾
Yellow brass	0 12	0 13
Red brass .....	.....	0 21
Light brass .....	.....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 21½	0 22
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics .....	.....	0 06½
Auto tires	0 04½	.....
Bicycle tires	0 03½	.....
Per gross ton.		
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues .....	.....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling .....	.....	12 00
Country mixed scrap .....	.....	16 00

Lead Market Strong; Spelter Also Firm

Toronto.

INGOT METALS.—Lead was in a strong market during the week. Spelter was also firmer. Spot stocks of tin are light and prices continue high. There is a good demand for nearly all ingot metals.

COPPER.—Price was unchanged at 29c to 30c per pound, but the market is one of firmness in view of the great demand that exists for this commodity.

TIN.—There was an upward tendency in the ingot tin market during the week, prices ranging from \$1.15 to \$1.25 per

pound with spot stocks very light. Supplies are reported on the way from England and are expected to reach Montreal within a few days.

SPELTER.—There was a better demand for spelter during the week and prices showed a steadily firm tendency, quotations being ½c higher in some quarters at 10½c to 11c per pound. Primary market also shows strength.

LEAD.—There is a good demand for lead and under the stimulus of firmness in the primary market local prices showed an upward tendency at 10½c to 11c per pound.

ALUMINUM.—Demand for aluminum still remains somewhat quiet with prices unchanged at 50c per pound.

ANTIMONY.—Prices were higher by 2c per pound in some quarters during the week, making the range locally from 16c to 18c pound. Demand is fairly good.

PIG IRON.—It is now apparent that there will be no advance in the price of pig iron in the United States although

the price of Lake Superior iron ore was advanced 40c per ton. The advance in the ore is due to increased freight rates and it is intimated that the producer of ore will have to stand the loss. In view of the maintenance of the price in the United States Canadian prices will also hold unchanged.

Sporting Accessories to Advance August 1

Toronto.

CLEANING RODS, AXES, KNIVES.—Intimation has been made that the complete line of Marble sporting goods specialties will advance approximately 10 per cent. on August 1. The line includes such articles as cleaning rods, safety axes, matchboxes, auxiliary cartridge chambers, screwdrivers, gun sights, hunting knives, compasses, and other lines. List prices will advance to the extent indicated, but discounts will remain unchanged. Increased cost of manufacture is given as the reason for the proposed advance.

LONDON MARKETS

LONDON, July 4.—There has been considerable activity in haying and harvest supplies during the past week, there being a good sale for these lines now that the haying and harvesting season is here. The business in general lines has been seasonably good, with summer lines all in good demand. Advances in price have been recorded on such lines as night latches, padlocks, auger bits, axle grease, cup grease, horse and sheep shearing machines, bung borers, food choppers, lard pressers, tub stands, canvas belting, plaster Paris, and hacksaw blades. It will therefore be seen that the number of changes has been considerable. Higher prices in other lines are also in prospect.

Harvest Supplies in Active Demand

London.

ROPE, TRACK HANGERS, TOOLS.—There is a good sale for hay fork rope at the present time due to haying season. Rope prices are holding steady at previous quotations, pure manila 39c base, British manila and New Zealand hemp 33c base, sisal 27½c base. There is also a fair sale for hay fork track rafters and rafter brackets. Track hangers ½ in. by 10 in. are quoted at 75c dozen and ½ in. by 12 in. are quoted at 85c dozen. Rafter brackets are quoted at \$1.08 dozen. Harvest tools are having a good sale with prices unchanged at a discount of 17½ per cent. off list.

Night Latches and Padlocks Advance

London.

NIGHT LATCHES, PADLOCKS.—An advance has been recorded in the price of Yale night latches and padlocks. New

net prices on some of the lines of night latches are as follows: No. 26, \$6.05 dozen; No. 34, \$22 dozen; No. 34X, \$22 dozen; No. 37, \$24.70 dozen; No. 42, \$30.20 dozen; No. 343, \$31.50 dozen. Prices on some of the various types of padlocks are as follows: No. 215, \$6.55 dozen; No. 225, \$6.95 dozen; No. 326, \$9.85 dozen; No. 453X, \$2.10 dozen; No. 455X, \$3.15 dozen; No. 563, \$10.75 dozen; No. 565, \$12.60 dozen; No. 645J, \$3.95 dozen; No. 805F, \$14.50 dozen; No. 9465, \$4.50 dozen.

Auger Bits go to Higher Levels

London.

AUGER BITS.—Higher prices were announced for auger bits during the week through a changing of the discount on Gilmour brand. Common or Gilmour special are now being sold at a discount of 57½ per cent. off list, while regular Gilmour auger bits are quoted at 47½ per cent. off list.

Axle Grease and Cup Grease Higher

London.

GREASE.—Higher prices have been made effective on "Mica" axle grease and "Arctic" cup grease. New prices for the former are as follows: 1-lb. tins, 4 dozen to case, \$18.30 gross; 3-lb. tins, 1 dozen to case, \$3.90 dozen; 3-lb. tins, 2 dozen to case, \$3.85 dozen. Arctic cup grease is now quoted at the following prices: 1-lb. tins, 24 to case, \$4.85 case; less than case lots, 21c lb.; 36 to case, \$7.35 case; 5-lb. tins, 6 to case, \$5.85 case; less than case lots, 20c pound; 10-lb. tins, 6 to case, \$10.05 case; less than case lots, 19c lb.

Horse and Sheep Shearers Advance

London.

SHEARERS.—Stewart horse and sheep shearing machines were advanced during the week following the announcement of an advance by the manufacturers. New list prices have been provided for but previous discounts hold unchanged. Following are the list prices now prevailing: No. 1 horse clipper, \$13 each; No. 9 sheep shearing machine, \$19 each; No. 8 sheep shearing machine, \$16.25 each; sheep shearing attachment for No. 1 clipper, \$12 each; top plates No. 360 and No. 90, \$1.35 each; bottom plates, Nos. 361 and 91, \$2 each; heads complete, \$4.70 each. Above prices are all subject to a discount of 25 per cent.

Bung Borers, Food Choppers, Lard Presses Up

London.

BORERS, FOOD CHOPPERS, PRESSES.—New prices on bung borers, food choppers and lard presses provide for higher prices on these various lines. Bung borers No. 1 are quoted at \$1.85 each and No. 2 at \$2.75 each. "Enterprise" food choppers No. 22 are quoted at \$6.75 each and No. 32 at \$8.75 each. "Enterprise" lard presses are also higher in price, new quotations for No. 25 being \$10.50 each and No. 35 \$12.50 each.

Silver Flatware Shows Higher Range

London.

FLATWARE.—New prices on Nevada silver goods provide for a substantial increase in these lines of flatware. Teaspoons No. 9 are quoted at \$7.35 gross; No. 10, \$8.50 gross; No. 11, \$9.80 gross; dessert spoons No. 12, \$1.50 dozen; table spoons No. 13, \$1.70 dozen; dessert forks No. 14, \$1.50 dozen; medium forks No. 15, \$1.70 dozen.

Tub Stands Higher; Fair Sale Lawn Hose

London.

LAWN HOSE, TUB STANDS.—Following the advance made in the price of washing machines and wringers announced last week another washing accessory has been increased in price. Tub stands or wash benches are now quoted at \$27.35 per dozen. Lawn hose and fittings are having a fair sale at following prices: Hose, 3-ply, No. 33, ½ in., 9c ft.; ⅝ in., 10¾c ft.; ¾ in., 12½c ft.; 4-ply No. 44, ½ in., 11c ft.; ⅝ in., 12¾c ft.; ¾ in., 14½c ft.; 5-ply No. 55, ½ in., 13c ft.; ⅝ in., 15c ft.; ¾ in., 17c ft. Multplied corrugated, ½ in. 15¾c ft.; ⅝ in., 18¾c ft.; ¾ in. 21½c ft.; 1 in. 31½c ft. Less 5 per cent. in full reels.

Screen Demand Good; Paris Green Moving

London.

SCREEN WIRE, PARIS GREEN.—The demand for screen wire continues

good and stocks in this district are reported low. Painted black in 100 ft. rolls is quoted at \$3.50 per 100 sq. ft., and in 50 ft. rolls at \$3.55 per 100 sq. ft. Bronze screen wire is selling at 14c sq. ft. Poultry netting holds unchanged at 15 per cent. off list. Spades and shovels are also unchanged at 50 per cent. off list. There is a fairly good movement of Paris green at present at following prices: ½-lb. packages, 66½c lb.; 1-lb. packages, 64½c lb.; 25-lb. drums, 62½c lb.; 50-lb. drums, 61½c lb.; 100-lb. drums, 61½c lb.

Belting, Plaster Paris, Hacksaw Blades All Up

London.

BELTING, PLASTER PARIS, HACKSAW BLADES.—Higher prices have been made effective during the week on Maple Leaf canvas belting which provides for an advance of approximately 12½ per cent. New price on this line is now 15 per cent. off list. Plaster Paris is also in advancing market, new price announced during week on Hammer brand is \$2.90 per barrel. Hacksaw blades are up 10 per cent., new prices on Victor brand are: 8-inch, 85c dozen; 9-inch, 95c dozen; 10-inch, \$1.05 dozen; 12-inch, \$1.25 dozen.

Lindseed Oil Firm; Turpentine Strong

London.

LINSEED OIL, TURPENTINE.—

Market for linseed oil continues to give evidence of considerable strength in view of the big advance in price of flaxseed during the week. Prices locally, however, hold unchanged as follows: 1 to 2 barrels, raw \$1.90 gal., boiled \$1.93 gal.; 3 to 5 barrels, raw \$1.89 gal., boiled \$1.92 gal.; 6 to 9 barrels, raw \$1.87 gal., boiled \$1.90 gal. Less than barrel lots, add 10c gallon to single barrel price. Turpentine is still in a very firm market. The local supply, although showing some improvement, is still limited. Prices are unchanged at the advance announced last week: 1 barrel lots \$1 per gallon; 2 to 4 barrel lots 99c gallon; 5-gallon lots \$1.10 gallon.

White Lead and Putty Hold Firm

London.

WHITE LEAD IN OIL, PUTTY.—Prices of white lead in oil held firm at the advance announced last week. There is a slight sale of this commodity at present. Pure in ton lots is quoted at \$17.25 per 100 lbs., and in less than ton lots, \$17.60 per 100 lbs. Putty is firm at the new price, standard in 25-lb., 50-lb. and 100-lb. drums being quoted at \$5.55 per 100 lbs., and pure putty at \$7.55 per 100 lbs.

Good Sale of Nails

There is a good sale of nails at present but prices hold firm and unchanged at the recent advance. Wire nails are quoted at \$5.30 per 100 pounds base and cut nails at \$5.60 base.

WINNIPEG MARKETS

WINNIPEG, July 4.—Price changes for the past week show a great many changes, while advances in some lines appear particularly heavy. Many of the advances are due to manufacturers buying raw material at open prices in order to be sure of their supply for the coming year and revising costs to conform with these purchases. Among the lines affected this week appear: tin plate, Paris green, expansive bits, fibreware, churns, batteries, standard valves, coil and log chains, cow ties, tracc chains, breast chains, halter chains, and saddlery hardware. Business for the past week is reported as normal, although reports indicate that dealers in some districts are holding off ordering, as rain is badly needed in some localities.

Paris Green Up 5c; Oil and Turpentine Hold

Winnipeg.

PARIS GREEN, LINSEED OIL, TURPENTINE.—New prices on Paris green have just been issued and show a straight advance of 5c lb., making today's price in 1-lb. packages 71¼c lb. and ½-lb. packages, 73¼c lb.

Linseed oil prices continue firm, with the usual demand at this season. To-

day's prices are as follows: Raw, \$2 gal.; boiled, \$2.03 gal.

Turpentine prices, which have been soaring for the past two weeks, seem to be steadier during the week, prices remaining firm as follows:—Barrels, \$1.10 gal.; ½-barrels, \$1.13 gal.; 5-gal. lots, \$1.15 gal.; 1 gal. lots, \$1.15 gal., plus the usual extras for containers.

Expansive Bits Revised Upward

Winnipeg.

BITS.—Due to increased costs and the difficulty of procuring high-grade steel, expansion bits again show a heavy increase in price, the latest advance being approximately 25 per cent., making today's prices as follows:

Expansion Bits—No. 72, \$15.30 doz.; No. 71, \$22 doz.

Extra Cutters—No. 1, \$5 doz.; No. 2, \$5.10 doz.; No. 3, \$5.25 doz.; No. 4, \$6 doz.

Fibreware Prices Go Higher Still

Winnipeg.

FIBREWARE.—Fibreware prices continue upward, practically every two weeks showing further advances. Prices just announced by the manufacturers are given below:

Fibre Tubs—No. 0, \$23.80 doz.; No. 1, \$20.45 doz.; No. 2, \$16.95 doz.; No. 3, \$14.45 doz.

Star fibre pails, \$5.20 doz.

Glass and Metal

Churns Advance

Winnipeg.

CHURNS.—Prices on Dazey glass and metal churns have been revised after holding firm for the past year, the new prices showing an increase of approximately 10 per cent. over former quotations. To-day's market prices are given herewith:

Glass Churns—No. 20, \$1.45; No. 30, \$1.85; No. 40, \$2.35 each.

Metal Churns—No. 300, \$4.70; No. 400, \$5.95; No. 600, \$7.15; No. 1000, \$11.85 each.

Extra Glass Jars—No. 30, 60c each; No. 40, 80c each.

Batteries Have

Advanced Slightly

Winnipeg.

BATTERIES.—Owing to increased freight rates a slight revision in prices of Columbia batteries has been necessary, making to-day's ruling prices as follows:

Columbia Batteries—No. 6, less than 12, \$43.80 per 100; less than 50, \$39.80 per 100; less than 125, \$38.80 per 100; barrels, \$36.30 per 100.

No. 8—Less than 12, \$110.00 per 100; less than 25, \$97.50 per 100; less than 50, \$94.50 per 100; barrels, \$91 per 100.

Valves and Steam

Cocks Go Higher

Winnipeg.

VALVES.—Higher prices of raw materials, advanced freight rates and higher costs of production all figure in the recent advance in standard valves and steam cocks, which are quoted to-day as follows: Standard valves, 20 per cent. off last; standard gate valves, 10 per cent. off last; steam cocks, 25 per cent. Net prices are given below:

Standard Valves, Globe and Angle— $\frac{1}{4}$ in., 58c each; $\frac{3}{8}$ in., 62c; $\frac{1}{2}$ in., 80c; $\frac{3}{4}$ in., \$1.01; 1 in., \$1.44; $1\frac{1}{4}$ in., \$2.02; $1\frac{1}{2}$ in., \$2.80; 2 in., \$4.25; $2\frac{1}{2}$ in., \$8; 3 in., \$11.20.

Standard Gate Valves— $\frac{1}{2}$ in., \$1.50 each; $\frac{3}{4}$ in., \$1.85; 1 in., \$2.52; $1\frac{1}{4}$ in., \$3.35; $1\frac{1}{2}$ in., \$4.50.

Standard Check Valves— $\frac{1}{4}$ in., 52c each; $\frac{3}{8}$ in., 56c; $\frac{1}{2}$ in., 72c; $\frac{3}{4}$ in., 92c; 1 in., \$1.28; $1\frac{1}{4}$ in., \$1.80; $1\frac{1}{2}$ in., \$2.52; 2 in., \$3.80.

Standard Steam Cocks— $\frac{3}{8}$ in., 75c each; $\frac{1}{2}$ in., 95c; $\frac{3}{4}$ in., \$1.30; 1 in., \$1.75; $1\frac{1}{4}$ in., \$2.80; $1\frac{1}{2}$ in., \$3.65; 2 in., \$5.50.

Chain Again Goes

to Higher Levels

Winnipeg.

CHAIN.—Manufacturers have again issued new price lists covering coil chain, log chain, trace chains, cow ties, etc., and new prices show substantial increases over former quotations. Coil and log chain advances about \$1.50 per 100 lbs, trace chains 20 per cent., and cow ties 25 per cent. These advances are largely due to the fact that manufacturers are replenishing their stocks, and are forced to buy in the open market at prices in excess of last year's contracts, while increased freight rates, both in the United States and Canada, also add materially to the cost of production. New prices now in effect are given below:

Coil Chain— $\frac{1}{8}$ in., \$23 per 100 lbs.; 3-16 in., \$18.40; $\frac{1}{4}$ in., \$16; 5-16 in., \$13.60; $\frac{3}{8}$ in., \$12.40; 7-16 in., \$12.20; $\frac{1}{2}$ in., \$12; 9-16 in., \$12; $\frac{5}{8}$ in., \$11.75; $\frac{3}{4}$ in., \$11.50; $\frac{7}{8}$ in., \$11.35; 1 in., \$11.25.

Log Chains— $\frac{1}{4}$ in., \$17.80 per 100 lbs.; 5-16 in., \$15.40; $\frac{3}{8}$ in., \$14.20; 7-16 in., \$14; $\frac{1}{2}$ in., \$13.80.

Trace Chains—6/0 x 6 ft., \$10.50 doz. pair; 6/0 x 7 ft., \$11.50 doz. pair.

Breast Chains, Polished—No. 220 x 28 in., \$8.70 doz.; 30 in., \$9.35; No. 20, \$4.50.

Heel Chains—85 x $1\frac{1}{2}$ in., \$2.75 doz.; $1\frac{3}{4}$ in., \$2.75; 2 in., \$2.75.

Military Halter Chains—\$6.80 doz.

Cow Ties, Open Ring—1/0, \$2.90 doz.; 2/0, \$3.20; 3/0, \$3.50; 4/0, \$4.40. Special—1/0, \$2.20; 2/0, \$2.40; 3/0, \$2.80. Three Chain—1/0, \$2.90; 2/0, \$3.20; 3/0, \$3.50.

Halter Chains—5% off list.

Saddlery Hardware

Again Goes Higher

Winnipeg.

SADDLERY HARDWARE.—Prices on saddlery hardware again show an increase in prices after remaining steady for the past year. New prices show only a moderate advance, while many lines remain at former prices. The following are the lines affected by the clause, together with to-day's market prices:

Harness Rings, Japanned— $\frac{5}{8}$ in., 86c gross; $\frac{3}{4}$ in., 93c; $\frac{7}{8}$ in., \$1.10; 1 in., \$1.40; $1\frac{1}{4}$ in., \$1.80; $1\frac{1}{2}$ in., \$2.45; $1\frac{3}{4}$ in., \$2.75; 2 in., \$3.

XC— $\frac{7}{8}$ in., \$1.40; 1 in., \$1.70; $1\frac{1}{4}$ in., \$2.05; $1\frac{1}{2}$ in., \$3.05; $1\frac{3}{4}$ in., \$3.40; 2 in., \$4.10.

Screw Cockeyes—465 x $1\frac{1}{4}$, 80c doz.; $1\frac{1}{2}$, 90c; $1\frac{3}{4}$, \$1.15; 2, \$1.40.

Cleveland Bit Snaps—421 x $\frac{5}{8}$, \$5.50 gross.

Roller Breast Snaps—439 x $1\frac{1}{2}$ in., \$3 doz.; $1\frac{3}{4}$ in., \$3.25; 2 in., \$3.50.

Harness Buckles, Japanned, No 50 x $\frac{5}{8}$ in., \$1.40 gross; $\frac{3}{4}$ in., \$1.65; $\frac{7}{8}$ in., \$2; 1 in., \$2.30; $1\frac{1}{4}$ in., \$3.20; $1\frac{1}{2}$ in., \$3.80; $1\frac{3}{4}$ in., \$4.80; 2 in., \$5.80.

XC— $\frac{5}{8}$ in., \$1.65 gross; $\frac{3}{4}$ in., \$2; $\frac{7}{8}$ in., \$2.30; 1 in., \$2.60; $1\frac{1}{4}$ in., \$3.80; $1\frac{1}{2}$ in., \$4.80; $1\frac{3}{4}$ in., \$5.80; 2 in., \$6.80.

Trace Buckles—No. 175, $1\frac{1}{2}$ in., \$1.10 doz.; $1\frac{3}{4}$ in., \$1.25 doz. No. 181, $1\frac{1}{2}$ in., \$2 doz.; $1\frac{3}{4}$ in., \$2.30; 2 in., \$2.85.

Bar Rein Buckles—No. 150, $\frac{1}{2}$ in., \$2; $\frac{3}{4}$ in., \$3.10; $\frac{7}{8}$ in., \$3.60; 1 in., \$4.50; $1\frac{1}{8}$ in., \$5.40; $1\frac{1}{4}$ in., \$6.50; $1\frac{1}{2}$ in., \$8.20.

Bridle Bits—No. 47, stiff, \$1.95 doz.; No. 47, jointed, \$2.15 doz.

Tinplate is in Advancing Market

Winnipeg.

TINPLATE.—New prices are just announced covering tinplate, which has held firm for the past year. The following prices are now effective f.o.b. Winnipeg:

Tin Plate—I.C., 20 x 28, \$32; 20 x 33, \$37.85, full boxes; 20 x 39, \$22.50, half boxes.

I.X.—20 x 28, \$35, full boxes; 20 x 33, \$21.50; 20 x 39, \$24.65, half boxes.

PITTSBURGH MARKETS

PITTSBURGH, July 4.—Steel makers have all shown themselves well satisfied with the continuance of steel prices for another quarter, as announced by the War Industries Board a week ago. The Lake Superior iron ore producers are also well satisfied with the adjustment in iron ore, which effects an advance of 45 cents a ton in prices at Lake Erie dock, making Mesabi non-Bessemer \$5.50 per ton. This advance was in substance passing on to the blast furnace the advance in iron ore freights of June 25, which advance in general was ordered to be 30 cents per net ton. The difference between 30 and 45 cents is practically made up by the difference between the long and short ton and by the fact that ores run more commonly below the base guarantee than above in making actual sales based upon the regular prices which are for ore with the base iron content.

In the circumstances many of the merchant blast furnaces are not satisfied with conditions. This feeling does not arise largely or chiefly from the advance in Lake Superior iron ore, for it is found more among blast furnaces in Tennessee and Virginia, where local and not Lake Superior ores are used. The difficulty is chiefly high labor costs, usually attributed chiefly to inefficiency. Last Friday the American Pig Iron Association held in Pittsburgh the best attended meeting in its history, the chief discussion being of prices and costs and means to harmonize them. It is explained that while the proceedings were confidential the spirit of the meeting was not that of some furnaces complaining because their position as to profits was much poorer than that of some other furnaces, but of all furnaces being desirous of conditions being improved for the general good.

Just what will be done, or can be done, is not known, but another meeting is to be held late this week in Cleveland. That a general advance in pig iron prices will be sought is quite doubtful as it does not look as though that would prove a suitable solution. Unanimously, it is reported, the meeting decided to send a telegram to Bernard M. Baruch, chairman of the War Industries Board expressing its confidence in the board and its appreciation of the fair manner in which the price matter had been handled at the last adjustment, setting prices for the third quarter of the year.

Production

Production in the main is at about the same rate as formerly. There has been some cooler weather in the past fortnight which has helped some as compared with conditions in May, both as to blast furnace operations and to steel production.

Taking pig iron capacity at 34,000,000 tons per annum and steel ingot capacity at 47,000,000 tons, pig iron is being produced at 41,000,000 tons or a trifle more and steel ingots at about 43,000,000 tons, or, generally speaking, production is at between 90 and 95 per cent of capacity, production of pig iron showing a higher percentage than production of steel. The production of pig iron is restricted somewhat by coke shortage, but only a trifle, and by nothing like the amount that obtained in the first two or three months of the year. Inasmuch as the consumption of pig iron by iron foundries is below normal there ought to be enough pig iron for full steel production, while instead steel production is not as good as pig iron production. The restriction in steel production is due to three causes,

Continued on page 64.

WEEKLY PAINT DEPARTMENT

Sold 40 Gallons of Paint in One Sale

Woman Came to Hardware Merchant Intending to Buy Materials and Have Paint Mixed—Advantages of Ready-Mixed Paints Presented, With Result That She Bought Latter Instead—Painters Also Using Large Quantities

"PAINTERS who used to buy white lead and oil and mix their own supply of paint for a given job are now being won over to the use of the ready-mixed line because, time and material considered, it costs them no more and in some cases less than by following the old process. And often the durability of the ready-mixed paint is longer too."

In this way, R. Letourneau, manager of the paint department of the James Walker Hardware Co., Ltd., St. James street, Montreal, summed up to a representative of **HARDWARE AND METAL** recently one phase of his experience with the large trade coming to this store. It is a significant point and one which shows the trend of purchasing these days. It is also very probable that the experience of the Walker Company is one that finds duplication repeatedly in other stores everywhere.

It is interesting to note concrete instances where merchants have found an ever-changing demand for commodities, and particularly so where this applies to

a staple line of merchandise. There can be no denying the fact that the average merchant prefers to handle a package line of goods—other things being equal—and in many instances the net results and the profits accruing can be more clearly defined.

Supplying Paint to Tenants

In a large city such as Montreal there must, of necessity, be a considerable amount of painting by the owners of apartments. An interesting point was made in this connection by Mr. Letourneau when he remarked "Landlords will supply paint to their tenants."

This is a point of considerable interest to those who might be in a position to cater to a demand of this nature. Even in the smaller towns there are those who might be approached and urged to buy paint for the protection of their property occupied by others. Many a tenant would be willing to co-operate and to assist in the application of the much-needed paint.

Toward this end the paint dealer, as suggested in this interview, could ad-

vertise such a scheme. Coming in this way to the attention of owners of properties and tenants alike, it would tend to bring the two closer together in the discussion of such a matter. Eventually it would result in a probable sale and this might be made the more likely by the cultivation, personally of both parties by the merchant himself. Generally speaking, a few facts about the actual cost of painting a given building will enlist the interest of the prospect. Real prejudice is largely dissipated when the real facts are unfolded, regarding costs and values compared with the protection afforded.

False Estimates Lead to a Sale

"I had tried for some weeks to sell one of my best customers the required paint for his house. There was not a week for some time during which I failed to approach him on this proposition," said a hardwareman recently. "One day he came in, was communicative enough to say that he was about to place his

Continued on page 64.



View Showing an Attractive Window Display of Paints Recently Shown by Lariviere, Inc., Montreal. Note the Display of Brushes on Panels at Both Ends and at the Rear. Color Cards Were Also Part of the Display.



**"Yes, I always find
Readier Sales for
Boeckh Made Brushes!"**

"Boeckh Brushes" are used extensively in every line of trade.

There's a high-grade Boeckh brush especially suitable for every requirement.

Taken as a whole, the Boeckh line is one big aggregation of best sellers.



THE BOECKH COMPANY, LTD., Toronto, Canada



Unequaled in Appearance and Unbeatable in Wear

Looked at from any point of view the superiority of

 **MOORE'S HOUSE COLORS**

is strikingly evident.

Painters who use "Moore's" once use it afterwards in preference to any other. They appreciate the fine "job" that Moore's Paints make possible.

This superiority of "Moore's" is due to the care taken in its manufacture, to the quality pigments, to the pure linseed oil, the best driers, etc. Though Moore's Paints dry hard they retain sufficient elasticity to prevent cracking or peeling. Thus they combine tip-top appearance with unbeatable wear.

The Moore Agency proposition will interest you. Write for particulars.



Benjamin Moore & Company, Limited
WEST TORONTO

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, July 4.—Whether it is because of the somewhat cooler weather or from other causes, the condition of business has been very satisfactory throughout the spring months to date. Specialties have sold well with many, and yet the big call has been for the staple lines, the consumer realizing that in war times such as these the essential painting has first claim. Insecticide sales have been heavier than usual, one firm stating that they had done several times the business this year that they usually handle. White lead in oil holds firm, with even a further firming tendency. Turpentine is as scarce as ever, but a little improvement is looked for by some, while others think it will be just as scarce weeks from now. Linseed oil is a trifle easier and putty prices are firm, with the outlook for revision upward.

No Turpentine Yet; May be Some Relief

Montreal.

TURPENTINE.—There is really no improvement in the situation. Production is not meeting the requirements and the amounts in the hands of paint men are reported to be small. Sale of substitutes has developed, but many do not care to sell this extensively. From the best information available some supplies are on the way, but when these will arrive is not at all certain, and they will be but a small factor as related to the needs of the trade. No quotations are made.

Turpentine—	Per Imp. Gallon
1 to 4 barrels
5 barrels and over
Small quantities 10c advance over 1 bbl. prices.	

Linseed Oil Holds Steady and Firm

Montreal.

LINSEED OIL.—While the position of flaxseed as attained during the present week records a price of around \$3.84 per bushel, there is a better tone to the oil market. This is perhaps due to a moderate demand upon stocks that might be stated as in better shape than for some time. Cheap oil is not looked for, however, and it is very probable that little change from the present price basis will be arrived at just now. Reports from the producing sections of the West—both Canadian and United States—are not too reassuring as to the out-

look for a big flaxseed yield. Range of prices here is as follows:

Linseed Oil—	Raw Imp. gal.	Boiled Imp. gal.
1 to 4 barrels	\$1 76-\$1 86	\$1 78½-\$1 89
5 to 9 barrels	1 75	1 77½
10 to 25 barrels	1 74	1 76½

Putty Prices Hold With Firmness Feature

Montreal.

PUTTY.—The firmness of the market continues to hold. Several large jobbers expect that there will be an advance ere long. There is evidently no probability of a change being made other than upward, raw materials being scarce in some instances, and all of them on a high price basis. The trade requirements are not large, but the outgo is seasonable.

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	\$4.00	\$4.15	\$4.35
Do., ½ barrels	4.15	4.30	4.50
Do., 100 lb.	4.85	5.00	5.20
Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.70

Pure linseed oil putty, \$2.00 per 100 lb. advance on above prices.

Glaziers' putty—\$1.60 per 100 lb. advance on above prices.

Terms: 2%, 15 days, net 60.

Every Indication For High White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—The active demand for pig lead has continued, and this has had much to do with the firming of prices. There now seems to be some promise that the high water mark has been attained, and trading is being effected at the high prices recently decided on in the States. But even with the advance of \$1 per 100 pounds here for white lead in oil the market is strong. Some even suggest that higher prices are probable in the not distant future. Five-ton lots are selling on the basis of \$16.50 per 100 pounds; ton lots at \$17, and smaller quantities at \$17.35.

Paint Market Firm And Will Probably Hold

Montreal.

MIXED PAINT.—There is much firmness to mixed paint. This will very probably be characteristic of it for some time to come, and the suggestion has been made that higher prices would be named very probably in the not distant future. The consensus of opinion indicates, however, that present prices will probably prevail during the summer.

There is no guarantee of this, due to the disturbing factors that are constantly confronting the paint maker. It is generally conceded that a well-selected stock of paint is worth its cost at the present time. Sales are very well maintained.

TORONTO

TORONTO, July 4.—Conditions in the paint trade continue good, manufacturers reporting a good demand for ready-mixed paints. Turpentine is in strong market, with supplies firmly held at primary points. Demand for turpentine, however, has hardly been as active as during the previous week. There has been a good movement of arsenate of lead and Paris green during the week now that the potato bugs have started to put in an appearance. Glass, putty, and white lead in oil hold steady.

Linseed Oil Has Firm Under-tone

Toronto.

LINSEED OIL.—There is a firmer undertone in the market for linseed oil as a result of the big advance which took place in the price of flaxseed in the Western markets during the past week. Under the influence of reports of extreme dryness in certain parts of the United States, which is expected to adversely affect the crop, prices of flaxseed advanced as much as 20c per bushel in three days during the week. It remains to be seen whether these seed prices will be maintained. Owing to the higher cost of the seed some of the crushers advanced the price of oil 5c per gallon in large quantities. Jobbers have not increased their price at time of writing, but the trend of the market is undoubtedly one of firmness, as the facts indicate.

	Raw Imp. gal.	Boiled Imp. gal.
1 to 2 bbls.	\$1.83-\$1.90	\$1.85½-\$1.93
3 to 5 bbls. ....	.....	.....
6 to 9 bbls. ....	.....	.....
Less than barrel lots 10c per gallon higher than single barrel price.		

Turpentine Market Still Very Strong

Toronto.

TURPENTINE.—The market for turpentine maintained its strength during the week under the stress of slightly higher prices at primary points. There

Shingle Stain Sales Are Growing

The house illustrated below is typical of the houses that are being erected to-day throughout Canada. Most Canadian houses have shingle roofs, but shingles are also used in large quantities for the sides of houses as well. Shingle Stain is therefore in growing demand, and has become a staple product.

B-H Anchor Shingle Stain

like Brandram's Genuine B.B. White Lead, B-H "English" Paint and other B-H products, is backed by the B-H reputation for quality—it has no superior on the market to-day.

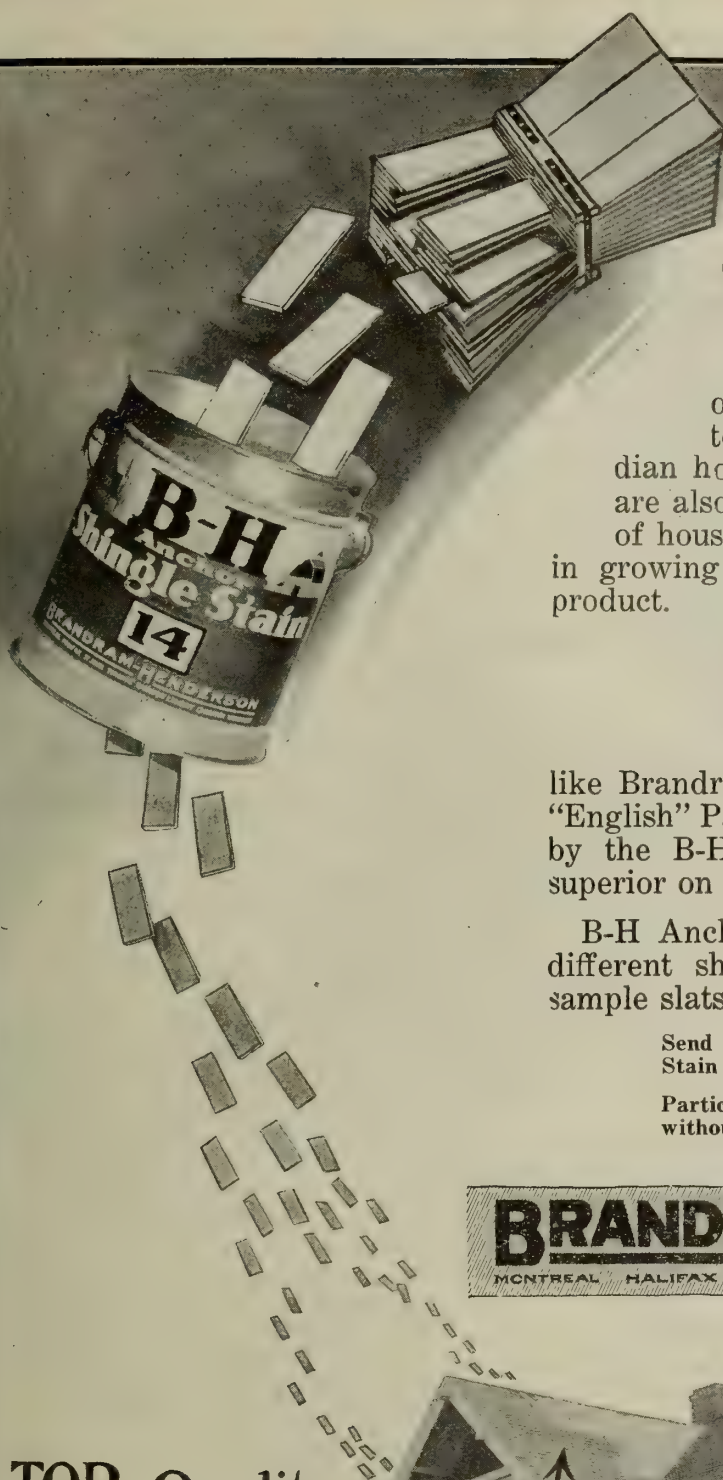
B-H Anchor Shingle Stain may be had in 14 different shades. Price list, colour cards and sample slats on request.

Send in your order for B-H Anchor Shingle Stain now.

Particulars of our attractive agency proposition without obligation.

BRANDRAM-HENDERSON LIMITED
MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG EDMONTON CALGARY

TOP Quality
for the
House TOP



is every indication that we have seen within recent weeks some of the lowest prices that we are likely to have for some time to come. With available stocks carried over from last season, in strong hands in the South, and with the prospect of greatly decreased production, signs seem to indicate a firm market, and perhaps even an advancing one for the immediate future. Locally the demand was not as heavy as reported last week. Range of quotations hold unchanged.

1 barrel	Imp. Gal.
2 to 4 barrels	\$0 88-\$1 00
5 gallon lots	1 10

Roofing Paints Advance 10c Gallon

Toronto.

MIXED PAINTS.—Manufacturers report a continued good demand for paints of various kinds. Repeat business is coming along in steady volume. One of the lines to register an increase during the week was that of Everjet roofing paint, the increase amounting to 10c per gallon, which makes the following prices current: In barrels, 60c gallon; half-barrels, 65c gallon; 5 and 10-gallon lots, 75c gallon; 1 gallon cans, \$9.25 dozen.

White Lead in Oil Maintained at Advance

Toronto.

WHITE LEAD IN OIL, INSECTICIDES.—The price of white lead in oil was maintained at the advance recorded last week. Movement of this commodity is reported somewhat light on the whole, although one large dealer stated the movement has been fairly good. Price on ton basis is \$17.25 per 100 pounds.

Paris green and arsenate of lead have been in active demand during the week, due to the appearance of the potato bugs. Prices on these lines hold unchanged.

Glass and Putty Are Moving Slowly

Toronto.

GLASS, PUTTY.—Movement of glass and putty are light at present, as this is not the season of the year when they are in very much demand. Some of the wholesalers are engaged in taking stock. Supplies of glass are reported fairly good as a result of recent arrivals to wholesale houses. Prices were unchanged. Putty is also unchanged on the basis of \$4.70 per 100 pounds bulk in barrels, with 25-lb. and 100-lb. tins at \$5.55.

SOLD 40 GALLONS OF PAINT IN ONE SALE

Continued from page 60.

order and wanted to know what was the best price per gallon that I could give him. I had carefully adhered to the regular price asked my other customers for the same point, as this was but fair to them."

"The price which I have quoted you is the best one we can name. It is well worth the money, considering the cost of material to-day and we are absolutely prepared to stand back of that paint. It has given satisfaction for many years to hundreds of users and you are taking no chance whatever on using it for your house."

Could Buy For Much Less

"For many years," continued this merchant, "I had always tried the plan of getting from my prospect the size of his buildings and then figuring out a bulk price for the material. In this way I have found that many who have been usually frightened into not painting because of their idea that it would cost them a small fortune to do it were agreeably surprised when my figures were produced."

"The Blank Lumber Co. will sell me my paint for \$3.75 a gallon." I had asked him \$4.25.

"Yes," I replied, "and how much paint will it take of theirs?"

"Well, they estimate that ten gallons will do the job and this is what I expect to buy from them."

"While I had not remembered the exact estimate made by myself I knew this to be excessive indeed. On consulting my figures again I found that six gallons had been suggested as an outside estimate. Thereupon I showed my Mr. Farmer where he could get his job done—and a good one at that with 100 per cent. pure paint—for ten dollars or more less than by using the paint sold by the lumber dealer. Of course I made the sale. And to better the situation my customer had more paint than he required and this was returned and credited to him."

Selling to Large Institutions

In the city of Montreal and adjoining there are many large schools, hospitals, asylums, etc. Many of these do their own painting and it is real worth-while business to land the contract for the material needed in painting the average institution of this sort.

"A woman came in recently," said Mr. Letourneux, "prepared to buy white lead and oil. I argued with her the splendid advantages to be derived from the use of ready-mixed paint. She went away, considered and discussed the merits of the latter with those responsible for the outlay and returned to us in a day or two with an order for 40 gallons of our best ready-mixed paint. She saw the advantages pointed out to her in our argument."

Factors in Increasing Sales

Among the factors attributing to success in the Walker store's paint department is that of a well-stocked line at all times. Representing a large manufacturer they carry the complete line. Thus, when a prospect enters desiring any specialty or a regular color it is ready to be wrapped and the carrying of a comprehensive line has thus been justified.

"Car owners are now realizing, too, that they can paint their own cars and

this means a very decided saving as the average car will cost to paint, if sent to the car painter, from \$60 to \$70," continued Mr. Letourneux. "This year we have had an increase in the sale of automobile enamels of 25 per cent."

Windows—More Sales at High Prices

"Even at the high price of paints this year we are showing an increase in our paint turnover from that of last year," continued Mr. Letourneux. "This applies as well to flat wall paints which are selling better all the time."

"We get direct results from our windows, too. These are changed frequently and always made attractive. They are suggestive and we are selling not only to the house-owners but in 10 and 15-gallon lots as well to the painter."

WEEKLY MARKET REPORTS

Continued from page 59.

to hot weather to a slight extent, to labor inefficiency to a somewhat greater extent, and to the greatest extent by the supply of scrap. This is commonly spoken of as a "shortage in scrap" but that is not altogether correct in point of tonnage. The steel mills are moderately well supplied with scrap, such as it is, the chief difficulty being that the material is of such poor character. There is very little heavy melting steel except what arises at the mills themselves, while the scrap that comes in from outside comprises large quantities of shell steel turnings and a lot of miscellaneous stuff, which weighs up in tonnage but does not make either for large heats or for the greatest number of heats per week. Open-hearth steel plants are producing, in actual tonnage several per cent. less than they would normally on the basis of the number of open-hearth furnaces they have in operation.

A general campaign is being started to increase the supply of scrap by hunting for material, and the services of everyone are sought, to locate scrap and get it into the channels. This is good in its way, but the difficulty is the scrap thus found will be of very miscellaneous character, not that calculated to produce the greatest tonnage of steel per open-hearth steel furnace operated. Production of both pig iron and steel will doubtless be on a somewhat reduced scale in July and August on account of weather conditions.

Distribution

Each week brings further testimony that, the "schedule of purposes entitled to preference treatment" promulgated by the War Industries Board June 6 is a very comprehensive list and covers nearly all the lines of commercial consumption now active. Many lines are omitted, but their demands at this time are much below normal, while furthermore the secret is out that such buyers in most cases have rather comfortable stocks. If they are concerned about supplies it is for the future rather than for the present.

ESTABLISHED 1849

BRADSTREET'SOffices Throughout the Civilized World
OFFICES IN CANADA:Calgary, Alta.
Edmonton, Alta.
Halifax, N.S.
London, Ont.
Ottawa, Ont.
St. John, N.B.
Victoria, B.C.Vancouver, B.C.
Hamilton, Ont.
Montreal, Que.
Quebec, Que.
Toronto, Ont.
Winnipeg, Man.
Sydney, N.S.Reputation gained by long years of
vigorous, conscientious and successful
work.**Thomas C. Irving**, General Manager
Western Canada
TORONTO**NOVA SCOTIA STEEL
& COAL CO., Limited**
NEW GLASGOW, N.S.

Manufacturers of

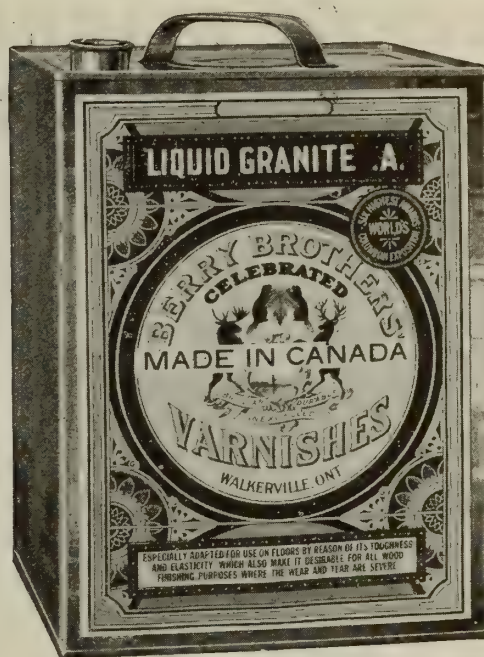
**FERRONA
PIG IRON**

and SIEMENS-MARTIN

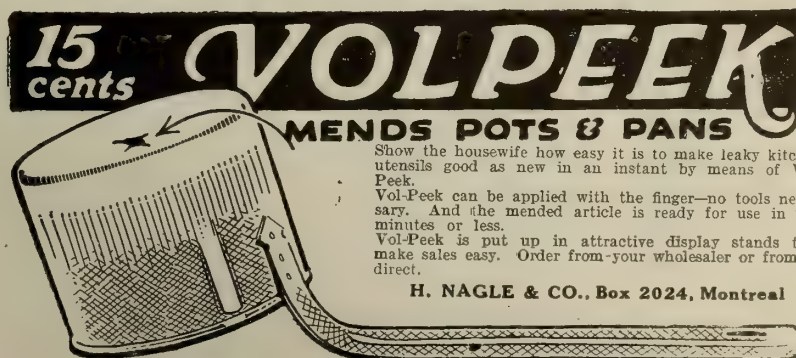
OPEN HEARTH STEEL**THE "WANT" AD.**The "want ad." has grown from a
little used force in business life into
one of the great necessities of the
present day.Business men nowadays turn to the
"want ad." as a matter of course for
a hundred small services.The "want ad." gets work for work-
ers and workers for work.It gets clerks for employers and finds
employers for clerks. It brings to-
gether buyer and seller, and enables
them to do business though they may
be thousands of miles apart.The "want ad." is the great force in
the small affairs and incidents of daily
life.**Help Wanted**An ad for help in the
Classified Advertising
Section will bring the
right kind of replies.*Try It Out.***Hardware and Metal**

Classified Advertising Section

143-153 University Ave., Toronto

**THE BERRY LABEL**Discriminating buyers have long since learned that all
Varnishes, Enamels and Stains bearing the Berry label
can be safely trusted for quality and uniformity."Berry" brands have behind them a record of sixty years
for absolute dependability. They are safe to recom-
mend and easy to sell, because the Berry label is so
widely recognized among all classes of varnish buyers
as a guarantee that all products sold under it are always
reliable and true to description.The "Berry" line is a safe basis for a large and cumu-
lative varnish business.**BERRY BROTHERS**
(INCORPORATED)
World's Largest Varnish MakersEstablished 1858
Walkerville, Ont.

677

Show the housewife how easy it is to make leaky kitchen
utensils good as new in an instant by means of Vol-
Peek.
Vol-Peek can be applied with the finger—no tools neces-
sary. And the mended article is ready for use in two
minutes or less.
Vol-Peek is put up in attractive display stands that
make sales easy. Order from your wholesaler or from us
direct.**H. NAGLE & CO., Box 2024, Montreal**

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps.
25% B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells
"Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.
F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

Subject to 10% advance on list.

B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, 5¢; 22 long, 6¢; 22 long rifle, 7¢; 22 short smokeless, \$5.35; 22 long smokeless, \$7.50; 22 long rifle, smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire
Smokeless 303 Winchester, \$72.25 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$76; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½.
\$4.60; Nos. 1 and 2 (100 in box), \$3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and 5, and 5½, 100, in box, \$3.80; Berdan Nos. 1, 1½, 2 (250 in box), \$3.80; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80; new No. 4, \$5.50; U.M.C., 33, \$5.50.

Shot, standard, 100 lbs., Toronto, \$17.35-\$19.75; Montreal, \$18; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80¢; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½¢ per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.
4/16.....\$ 6.00 18/16.....\$12.00
5/16..... 5.00 19/16..... 14.00
6/16..... 5.00 20/16..... 14.00
7/16..... 5.00 21/16..... 16.00
8/16..... 5.00 22/16..... 16.00
9/16..... 6.00 23/16..... 18.00
10/16..... 6.00 24/16..... 18.00
11/16..... 7.00 25/16..... 21.00
12/16..... 7.00 26/16..... 21.00
13/16..... 8.25 27/16..... 24.00
14/16..... 8.25 28/16..... 24.00
15/16..... 9.50 29/16..... 27.00
16/16..... 9.50 30/16..... 27.00
17/16..... 12.00 31/16..... 30.00
18/16..... 12.00 32/16..... 30.00

Discounts from Standard List prices:

Beaver, 57½%; London, 60%
Ford's Auger Bits, 35 to 27½%
Gilmour Auger Bits, 47½%
Gilmour Car Bits, 37½%
Gilmour Eye Augers, 35%
Gilmour Ship Augers, 12½%
Rockford Auger Bits, 50 and 10%
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10. 1905.
F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.....\$14 00 \$16 00
Double Bit 16 50 19 50
Boys' Axes 12 00 14 00
Hunters' Axes 11 00 12 00
Bench—No. 2, doz..... 12 50 13 20
No. 3, doz..... 13 50 14 20
No. 4, doz..... 14 50 15 25

Single Double
Bit Bit
Sager\$15 00 \$20 00
Dominion Pride..... 14 50 19 50
St. Clair handled..... 15 50
Sager Boys 12 50
Kitchener Boys 12 00
Sager Hunters 11 50
Kitchener Hunters..... 11 00
F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14¢ to \$1.15 a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%
Standard Quality, 40%
Side Lace Leather, lb. \$1.40-\$1.75
Cut Lace Leather, lb. 1.60-1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb..... \$4 00
No. 2 x 50 lb..... 5 00
No. 3 x 60 lb..... 7 50
No. 4 x 100 lb..... 10 00
F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.
Carriage Bolts (\$1 list), ¾ in. dia. and smaller, 10%
Carriage Bolts (\$1 list), 7-16 dia. and larger, net list.
Machine Bolts, ¾ in. dia. and smaller, 10%
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%
Skein Bolts, 20%
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts (\$3 list), net list.
Step Bolts, large head (\$3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list \$1.50.
Nuts, square, tapped, add to list \$1.75.
Nuts, hexagon, blank, add to list \$1.75.
Nuts, hexagon, tapped, add to list \$2.
Stove bolts, 55%
Tire bolts, 35%
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb.....14-14½
F.O.B. Montreal, London, Toronto.

BRASS

Per lb.
Spring sheets, 24 gauge and heavier, base\$0 43
Rods, base ½ to 1 in. round, 38-40
Tubing, seamless base, 45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in., 45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in., 47½-53
F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy\$14.50-\$17
30-gal. Standard 14 00
F.O.B. Montreal and Toronto.

BOARDS (Wash) Zinc

Doz.
Pony\$2 25
Improved Globe 4 90
Neptune 4 90
Standard Globe 4 90
Original Globe 5 40
Jubilee 5 50
Newmarket King 5 50
Diamond King (glass) 6 00
Western King (enamel) 7 00
Beaver (brass) 7 00
F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840 5%
No. 800 2½%
No. 338 5%
No. 308 5%
No. 804 15%
Nos. 802, 842, 844 5%
Nos. 810 and 814 net list
No. 830 2½%
F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%
Chicago Mortise Floor (5000), 33 1-3%
Chicago Relax Floor (6000), 25-10-10-7½%
Chicago Premier (4000), 16 2-3%
Chicago Ajax (3000), 16 2-3%
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%
Chicago Screen Door (2000), 40-7½%
Chicago Screen Door (3000), 16 2-3 and 5%
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

	B.B.	B.B.B.
CHAIN	Fire Welded	Fire Welded
	Proof Coil	Mont'l Tor'to
3-16 in.	\$22.75	\$19.85
¼ in.	16.75	15.25
5-16 in.	14.15	13.65
¾ in.	13.00	12.75
7-16 in.	12.75	12.45
½ in.	12.50	12.15
9-16 in.	12.50	12.15
⅝ in.	12.35	12.00
¾ in.	12.35	11.85
1 in.	12.05	11.65
1 in.	11.90	11.50

	B.B.	B.B.B.
3-16 in.	\$16.95	\$17.40
¼ in.	13.15	13.30
5-16 in.	11.85	11.75
¾ in.	11.65	10.50
7-16 in.	10.45	10.50
½ in.	10.20	10.50
⅝ in.	10.10	10.50
¾ in.	9.95	10.50

Montreal and Toronto.

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	\$16.75	.....
5-16 in.	12.00	\$12.75
¾ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	.....

Electric Welded B.B.B.—Chain, ¼ in., \$13.75; 5-16 in., \$12 F.O.B. Toronto.

Cow ties, 12½-15%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., \$2.70 in carlots; \$3.25 bbl. in small lots.
Paris plaster, five-barrel lots, \$3.25; single barrel, \$3.25.
F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.
List prices power churns:—No. 0, \$11; No. 1, \$11; No. 2, \$12; No. 3, \$13; No. 4, \$17; No. 5, \$20.
Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.
Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 20%.

CHOPPERS, FOOD/Universal (doz.)

No. 0 \$17.75
No. 1 21.50

No. 2 27.00
No. 3 35.00
F.O.B. Montreal, Toronto.

Russwin—

No. 0 \$17 70
No. 1 21 70
No. 2 24 95
No. 3 34 60

CLOTHES LINE (Galvanized)

No. Per 1000 ft.
17—7-strand, 100 ft. lengths...\$6 80
17—7-strand, 50 ft. lengths... 7 00
18—6-strand, 100 ft. lengths... 5 40
18—6-strand, 50 ft. lengths... 5 45
19—6-strand, 100 ft. lengths... 4 75
19—6-strand, 50 ft. lengths... 5 00
F.O.B. Montreal, Toronto, London

COPPER

Casting ingot, see weekly report.
Bars, ½ to 2 in....\$43 50 \$43 00
Plain sheets, base lb

oz. and heavier... 47 00 44 00
Copper sheet, tinned, 14x60 in., 14 oz... 49 00
Copper sheet, planished, base 16 oz. and heavier... 58 00 45 00

Braziers' in. sheets, 6x4 base 46 00 44 00
Above prices are full sheets and bars. Cut sheets and bars are 5¢ per lb. higher.

COMBS

Curry combs: No. 111, \$1.55; No. 121, \$1.70; No. 122, \$2.25; No. 127, \$2.25; No. 100, \$2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb. 72
No. 7, lb. 71
Nos. 8, 9, 10, 12 70
F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto
Ordinary, 52 sheets...\$11 75 \$ 8 50
Galvanized

	Apollo	Crown	Gorbals
18x24x52
60

CHARCOAL, TIN PLATES

M.L.S. and Famous— Per box
IC, 20x28 base \$28 00
IX, 20x28 base (nominal)... \$2 00
IXX, 20x28 base (nominal)... 36 00
IXXX, 20x28 base (nominal) 40 00
F.O.B. Toronto

Raven and Murex Grades—
IC, 20x28 base, 112 sheets...\$40 00
IX, 20x28 base, 112 sheets... 39 00
IXX, 20x28 base, 56 sheets... 20 00
IXXX, 20x28 base, 56 sheets 21 00
(Nominal) f.o.b. Montreal.

TERNE PLATES

I, C, 20 x 28, 112 sheets...
F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheet 30 00
F.O.B. Montreal.

"DOMINION CROWN BEST"—

DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base .....\$20 00	
IX, 14x20 base 18 75	
IXX, 14x20 base 19 50	

F.O.B. Montreal.

CLOCKS

Big Ben\$2 92
Good Morning, each 1 15
Lookout 1 45-1 50
Sleemeter 1 65
F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, \$8.50-\$9.50 per 100 lbs.

DRILLS
Bit Stock Drills, 30 to 37½%
Rd. Shk., 30 to 37½%
Wood Drills, 37½%.

DOORS, SCREEN

Kasement No. 1, \$24.84 to \$27.24
doz.; No. 2 and 3, \$28.20 to \$30.60
doz. F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares



He Hates Harris Heavy Pressure

Because he loses his drag in bearings lined with this superior Babbitt. His aim to hold back, waste power and wear out is defeated by the good qualities of

HARRIS HEAVY PRESSURE, "The Babbitt Without a Fault"

All good Hardware stores sell Harris Heavy Pressure with confidence; they know our guarantee is back of every pound.

OUR SPECIAL LINES

BABBITT SOLDER LEAD PIPE SHEET LEAD

We are the largest exclusive Metal dealers in the Dominion.
Our prices are right. Our service excellent.

THE CANADA METAL CO., LIMITED

Hamilton

Montreal

TORONTO

Winnipeg

Vancouver.



Time Saved

in knowing, not experimenting,
is Money Earned.

Our "Warranted Pure"

Linseed Oil

is the last word in Reliability.

The Canada Linseed Oil Mills, Limited
MONTREAL and TORONTO

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.	%
Great Western, Amer.....	50
Kearney & Foot, Arcade.....	50
J. Barton Smith, Eagle.....	50
P.H. and Imperial.....	50
Diston Brand.....	40
Globe.....	50
Nicholson.....	30-32½
Black Diamond.....	32½
Delta Files.....	37½
F.O.B. Toronto, Montreal, London, and Hamilton.	

FITTINGS

Cast iron fittings, 10% off list. Malleable bushings, 20-25%; cast bushings, 20-25%; unions, 35%; plugs, 17½-20% off list. Net prices: Class B, black, 24-26c lb.; Class C, black, 16-17c lb.; galvanized, Class B, 34-36c lb.; Class C, 24-26c lb. For fittings by the pound add 12%. F.O.B. Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round.....	\$6 00
Three heat, round.....	7 15
F.O.B. Toronto.	

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick.....	\$2 50
Under 40 lbs.....	2 60
Bi-Treadle, each.....	6 25
F.O.B. Toronto.	

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1", \$11.25-\$12.75	
Russet rope shank, 1½ in.....	13 85
Black rope shank, 1 in.....	13 75
Black rope shank, 1½ in.....	12.50-13.85
Hand sewn, no shank, 1 in.....	17 40
Hand sewn, no shank, 1½ in.....	20 20

Halters (Sisal).

7-16 in. gross, \$24; 9-16 in., \$36.	
F.O.B. Toronto, London—7-16 in., \$2.10 doz.; ½ in., \$2.65 doz.	

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.....	\$17 50
Masons, 5 lbs. and over, per cwt.....	20 00
Masons, 5 lbs. and under.....	22 50
Napping, up to 2 lbs.....	25 00
F.O.B. Montreal, Toronto, Hamilton, London.	

HANDLES (WOOD)

All hickory handles, 10%. All neckyokes, whiffletrees and double-trees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 20%.

F.O.B. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0.....	12 50
Atlas, No. 1.....	12 95
Atlas, No. 2.....	15 90
Stearns, 4 in.....	7 40-7 65
Stearns, 5 in.....	10 25-10 65
Perfect, No. 1.....	10 45
Perfect, No. 1½.....	13 20-13 80
Storm King and safety hangers, doz.....	10 25-10 65
Steel track, 1½ in.....	9.00-12.00

F.O.B. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner.....	7 50
Majestic, 2 Burner.....	11 25
F.O.B. Toronto.	

HINGES, TEE AND STRAP

Heavy, Net Prices.	Strap	Tee
4-inch, dozen pairs.....	\$2 34	\$1 99
5-inch.....	2 89	2 50
6-inch.....	3 12	2 81
8-inch.....	4 22	3 21
10-inch.....	7 49	5 70
12-inch.....	9 28	9 05
14-inch.....	10 61	9 20
Light, List Prices.		
3-in., doz. pairs.....	\$1 00	\$1 00
4-in., doz. pairs.....	1 20	1 10
5-in., doz. pairs.....	1 40	1 30
6-in., doz. pairs.....	1 70	1 50
8-in., doz. pairs.....	2 50	1 80
10-in., doz. pairs.....	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge--

Under 12 in., per 100 lbs.....	8 00
Over 12 in., per 100 lbs.....	7 50
Extra hooks for above ¾ in., per lb.....	8
Extra hooks for above, ¾ in., per lb.....	7½

F.O.B. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point.....	\$14 00
Lightning.....	12 50
Heath's.....	12 50

HOES, Grub.....\$7.25

HOOKS, GRASS.

	English	Canadian	Fox
No. 2, per doz.....	\$3 40	\$5 00	\$5 50
No. 3, per doz.....	3 50	5 50	6-40
No. 4, per doz.....	3 50	6 00	7 40
Little Giant.....	5 25		
Berden.....	5 25		

F.O.B. Montreal, Toronto.

HORSESHOES

		No. 2 and larger Less 20c	No. 1 and smaller 20c
Patterns	Sizes made		
Light iron ...	0-7	\$6 75	\$7 00
Long heel light iron	3-7	6 75	....
Medium iron... 1-8		6 75	7 00
Heavy iron ... 6-8		6 75	....
Snow	1-6	7 00	7 25
New-light "XL" steel	1-6	7 20	7 45
Fetherweight "XL" steel ... 0-4		8 60	....
Special counter- sunk	0-4	9 10	....
Toe-weight (front only)	1-4	9 60	....
*All sizes.			

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.O.B. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, \$2.25 to \$2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.....	\$15 75
Corrugated, ¾ in., 100 ft.....	18 75
Corrugated, 1 in., 100 ft.....	21 50
Corrugated, 1 in., 100 ft.....	31 50
Less 5% for full reels, 500 ft..	
F.O.B. Toronto and London.	

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.O.B. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable. 72x30 up to 24 gauge, case lots.....
72x30, 26 gauge, case lots.....
Less than case, 50c per 100 lbs. extra. F.O.B. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set.....	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set.....	2.30-2.40
Mrs. Potts, handles, japaned, doz.....	1.30-1.50
Sad irons, common, plain, 3, 4 and 5 lbs.....	9 20
Sad irons, plain, 6 lbs. up.....	7 00
Sad irons, common, plated.....	5 50
Princess Electric, each.....	3 35
Canadian Beauty Electric Irons—Style A.....	\$3 75
Style B.....	4 12
Hotpoint Domestic Electric Iron, each.....	4 75
Gasoline Sad Irons, each.....	4 25

F.O.B. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

	Per ft.
Crescent Step Ladders.....	19c ft.
Household.....	19c ft.
Standard, 4-12 ft.....	21c ft.
Electrician.....	30c ft.
Heavy duty.....	47c ft.
Extension.....	35c ft.

Common and Roped Extension.

	Per ft.
Perfect, 6 to 10 ft. only.....	\$0 3.
Hercules, 4 to 10 ft.....	33
Hercules, 12 to 14 ft.....	35
Faultless, 4 to 10 ft. only.....	29
Ontario, 4 to 10 ft. only.....	26
Shelf Lock, 4 to 8 ft. only.....	21

Up to 32 ft..... 23
34 to 40 ft..... 26
London—Up to 32 ft., 20c; 34-44 ft., no stock.
Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.....	20c ft.
18 ft. to 22 ft.....	23c ft.
Chair ladders, each.....	2 00

F.O.B. Toronto, Hamilton, London, Montreal.

LANTERNS

	Per doz.
Short Globe, doz.....	\$12 50
Jap'd Dash, doz.....	15 00
Search Dash, doz. X-ray.....	15.75-16.10
Little Bobs.....	\$2.10-\$4.20
Copper, well jap'd, doz.....	18.25
F.O.B. Toronto, Hamilton, London, Montreal.	

LANTERN GLOBES

	Dozen
Cold blast, short.....	95c-\$1.10
Cold blast.....	95c-\$1.10
3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.	
Cold blast, short ruby.....	4.00-4.20
Cold blast, common ruby.....	4.00-4.20
Less 5c a doz. in 6 doz. lots.	
F.O.B. Toronto, London, Hamilton and Montreal.	

LATCHES

Steel Thumb, No. 2, per doz.....	1 90
Steel Thumb, No. 3, per doz.....	2 50
Steel Thumb, No. 4, per doz.....	4 70
Barn Door, No. 5, per doz.....	2 55
Barn Door, No. 9, doz.....	4 70
F.O.B. Montreal, Toronto, London.	

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian.....	9 00
Dowswell.....	9 00
Noiseless.....	15 50
Hamilton.....	11 00
Snowball.....	15 00
Momentum.....	16 50
New Century, styl- A.....	16 50
New Century, style B.....	18 00
Playtime, engine drive.....	19 50
Ideal Power.....	28 00
Seafoam, electric.....	102 00
Seafoam, engine drive.....	44 00
New Idea, electric.....	134 00
Sunshine.....	8 50
Popular, No. 1.....	9 50
Economic.....	11 50
Champion.....	17 00
New Excell-All.....	18 00
Blue Bell, without stand.....	16 50
Puritan Water Motor Washer, complete.....	28 00
Hydro, One Tub, engine drive.....	45 50
Low pressure water motor washer, each.....	30 00
Connor ball-bearing, with rack.....	18 50
I X L.....	18 50

Gem.....	16 50
Winner, plain.....	13 50
Connor Improved.....	9 00
Jubilee.....	15 00
Canada First.....	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLET

	Per doz.
Tinsmiths, 2½ x 5½ in.....	\$1.00-\$1.75
Carpenters', No. 3.....	5.80
F.O.B. Montreal, Toronto, Hamilton.	

MATTOCKS

Cutter, doz.....	\$12 00	\$12 50
Pick doz.....	12 00	12 50
F.O.B. Montreal, Toronto, London, Hamilton.		

MIXERS, BREAD

Universal—No. 4, doz.....	\$34 65
No. 8, doz.....	39 60

MOPS

Mops, O-Cedar, doz. net....	\$12 00
Spruxtex, No. 2, doz....	\$8 00 8 40
S.W. Mops, complete, doz. 4	25-4 85
Mop Sticks, doz., No. 8....	1 55-1 85
Cast Head Mop, doz....	1 90-2 00
Crescent, doz.	3 10
Crank wringing, doz.	6 25
F.o.b. Montreal, Toronto. Hamilton.	
London.	

MOWERS, LAWN

Adanac.....	50%
Woodyatt.....	40%
Empress.....	40%
Mayflower.....	40%
Star, Ontario, Daisy.....	40%
F.O.B. Toronto, Guelph, London, Hamilton	

NAILS

List adopted July 10, 1912. Advances over base on common wire nails in kegs.

1 inch.....	\$1	2½ inch.....	15c
1½ inch.....	1	3 inch.....	10c
1¾ inch.....	65c	3½ inch.....	10c
1½ inch.....	40c	4 inch.....	5c
1¾ inch.....	40c	4½ inch.....	5c
2 inch.....	30c	5 inch base.	
2¼ inch.....	30c	5½ inch base.	
2½ inch.....	15c	6 inch base.	
6½ to 12 inch-2 Ga. and heavier.			
25c over base.			

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton.

\$5.30 base.

Freight equalized on above points.

F.O.B. Montreal, Gananoque, Collingwood and Owen Sound, \$5.35 base.

Freight equalized on above points

Windsor, Walkerville, Sandwich. f.o.b. factory points, carload freight allowed, \$5.42½.

Sault Ste. Marie, Port Arthur.

Fort William, \$5.05-\$5.35 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slatting, Box.

Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list. f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, \$5.70 base; Toronto, \$5.65 base; London, \$5.60; Hamilton, \$5.65. No equalization of freights.

Roofing Nails — American, large head, keg, \$9.00. London, \$10.00.

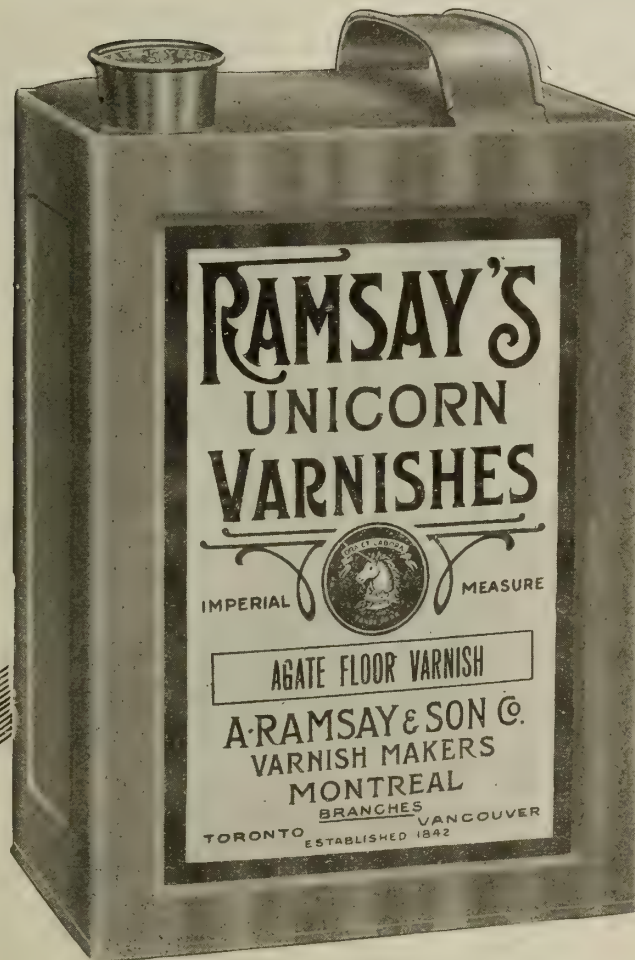
F.O.B. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

	C Brand
Size	Per 100 lbs.
Capewell—No. 8.....	\$22 00
No. 6.....	21 00
No. 7.....	20 00
No. 8.....	19 00
No. 9 and up.....	18 00

The Success of Research and Study Ramsay's Agate Floor Varnish

It
Is
Better



Than
The
Best

A Good Selling Line for Summer Trade—ORDER NOW

Manufactured Exclusively By

A. Ramsay and Son Company

Makers of Paints and Varnishes since 1842

TORONTO

MONTREAL

VANCOUVER

No. 9	4 12 1/2
No. 10	4 12 1/2
No. 11	4 12 1/2
No. 12	4 12 1/2

Discount from above is 10% in small quantities and 10 and 5% in full boxes.
F.o.b. Montreal, Toronto, Winnipeg, Vancouver, St. John.

"M.R.M." BRAND

No.	Net Price List	Per box
	Lengths	of 25 lbs.
3	1 1/2"	\$19 00
4	1 3/4"	9 00
5	1 15-16"	4 00
6	2 1/8"	3 75
7	2 5-16"	3 50
8	2 1/2"	3 50
9	2 11-16"	3 25
10	2 3/4"	3 25
11	3 1-16"	3 25
12	3 3/4"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.	
12 inch...\$1 80	48 inch...\$ 6 20
18 inch...2 65	60 inch...7 70
24 inch...3 40	72 inch...9 20
30 inch...4 00	84 inch...10 50
36 inch...4 75	96 inch...12 00
42 inch...5 50	

1 1/2 inch mesh and 19 ga. wire.	
12 inch...\$3 50	42 inch...\$10 50
18 inch...5 00	48 inch...12 00
24 inch...6 30	60 inch...15 00
30 inch...7 75	72 inch...18 00
36 inch...9 90	

1 inch mesh and 20 ga. wire.	
12 inch...\$4 00	42 inch...\$12 00
18 inch...5 50	48 inch...14 00
24 inch...7 00	60 inch...17 00
30 inch...8 50	72 inch...20 00
36 inch...10 50	84 inch...25 00
42 inch...12 75	

1/2 inch mesh and 22 ga. wire.	
24 inch...\$16 50	36 inch...\$24 00
30 inch...20 10	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

Invincible—1640	Per rod
1848	\$ 0 75
2050	0 85
	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	\$21 00
U.S. Navy (unspun)	21 00
Clipper (spun)	19 50
U.S. Navy, Eng., (unspun)	19 50
U.S. Navy, Eng., (spun)	19 50
Plumbers (spun)	\$8 00 \$10 50

F.o.b. Montreal, Toronto

OIL

Royalite	0 19	0 18
Palatine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15 1/2
Imperial Cylinder	0 66 1/2	
Capital cylinder	0 50 1/2	0 49 1/2
Machine oil, regular	25 1/2-42	26 1/2-36 1/2
Standard gas engine	38 1/2	0 42 1/2
oil	0 21	0 24
Paraffine	0 24 1/2	0 38 1/2
XXX machine	0 14 1/2	0 13 1/2
Fuel oil, bbls.	0 13	0 12

F.o.b. Montreal, Toronto

OLD MATERIALS

See weekly report.

PACKING

Fine jute	Per lb.
Coarse jute	\$0 15
Hemp	0 12
Square braided hemp	0 34
No. 1 Italian	0 38
No. 2 Italian	0 44
	0 36

F.o.b. Montreal and Toronto.

PAPER

Dry Fibre, No. 1 roll.	Per 400-ft. roll
Dry Fibre, No. 2 roll.	1 10
Anchor Brand	0 59
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll.	1 25
Tarred Fibre, No. 2, roll.	0 72
Surprise Fibre	0 66
Tarred felt, per cwt.	3.30-3.45

Cyclone (dry)	1 10
Cyclone (tarred)	1 25
Joliet (dry fibre)	0 59
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeting (per 100 lbs.)	0 12 0 14
Carpet Felt, 16 oz., per 10 lbs.	\$4 50 \$5 50
F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.	

PICKS—

Clay—	
6 to 6 lbs., doz.	\$10 75 \$11 80
6 to 7 lbs., doz.	11 50 12 60
7 to 8 lbs., doz.	12 25 13 50
Rock—	
7 to 8 lbs., doz.	12 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

5 gross, 4-in. (loose)	95c-\$1.10
4 gross (cartons), 4 1/2-in.	\$1.00
F.o.b. Montreal and Toronto.	

PIPE, STANDARD WROUGHT

Effective Feb. 26, 1918.

Black Galvanized

Per 100 feet

Standard Butt weld

1/4 in.	\$ 6 00	\$ 8 00
1/2 in.	5 16	7 29
3/4 in.	5 16	7 29
1 in.	6 55	8 12
1 1/4 in.	8 28	10 41
1 1/2 in.	12 24	15 39
1 3/4 in.	16 56	20 82
2 in.	19 80	24 89
2 1/2 in.	26 64	33 49
3 in.	42 72	53 53
3 1/2 in.	55 85	70 00
4 in.	70 84	87 36
	83 93	104 10

Standard Lap weld.

2 in.	29 60	36 08
2 1/2 in.	44 46	54 70
3 in.	58 14	71 53
3 1/2 in.	72 68	90 62
4 in.	86 11	107 37
4 1/2 in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 in.	202 50	253 75
8 L in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2 1/2 inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4 1/2" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4 1/2" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain List

2 in., in 10-ft. lengths, list \$8 00

3 in., in 10-ft. lengths, list 9 70

4 in., in 10-ft. lengths, list 12 80

5 in., in 10-ft. lengths, list 17 50

6 in., in 10-ft. lengths, list 21 30

Discount 10%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Montreal Toronto

Medium and extra heavy, 6" and under 35. 2 1/2 30

8" soil pipe 30 25

Medium and extra heavy fittings, 6" and under 40, 2 1/2 40

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl. 4 75

Navy pitch, per bbl. 6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz. \$ 3 00

12-oz. bottles, doz. 6 00

1-qt. can, doz.	15 00
1/2-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	\$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

Pumps, Well	
Cistern Pumps	
Set Lengths	
Brass Lined Cylinders	
Brass Body Cylinders	

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURS

Iron rivets, blacked and tinned, 25%; Iron Burs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, 1/2-lb. pkgs., 1c per lb.; 3/4-lb. pkgs., 2c per lb.

Copper Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

Samson, 1-ply, roll Per square

Samson, 2-ply, roll 1 30

Samson, 3-ply, roll 2 50

R. S. Special, 1-ply 3 10

R. S. Special, 2-ply 1 25

R. S. Special, 3-ply 1 75

Amazon, 1-ply 1 95

Amazon, 2-ply 2 25

Amazon, 3-ply 2 55

Everlastic, 1-ply 1 65

Everlastic, 2-ply 1 95

Everlastic, 3-ply 2 25

Good Luck, 1-ply 1 60

Good Luck, 2-ply 1 80

Good Luck, 3-ply 2 10

McCombe Sp., 1-ply 1 35

McCombe Sp., 2-ply 1 55

McCombe Sp., 3-ply 1 75

Black Cat, 1-ply 1 85

Black Cat, 2-ply 2 15

Black Cat, 3-ply 2 45

Black Diamond tarred felt... 3 30

Black Diamond Ready Roofing, 2 ply 1 12

Black Diamond Ready Roofing, 3 ply 1 58

Liquid roofing cement, per gal. in barrels 0 27

5 and 10 gal. lots, per gal. 0 38

Coal Tar, bbl. \$5.75-\$6.00

Roofing Pitch, \$1.05 to \$1.10 cwt.

F.o.b. Toronto, London, Montreal.

ROPE

Pure Manila basis 39

British Manila basis 33

New Zealand hemp basis 33

Sisal basis 27 1/2

Above quotations are basis prices 1/4 and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than 1/4 and down to 7/16 dia. —14c above basis: 3/4 dia., 1c above basis: 1/2 and 5/16 dia. 1 1/2c above basis: 3/16 dia., 2c above basis.

Single lath yarn basis 27 1/2

Double lath yarn 28

Yacht marine, tarred 57

Halyards 50

Hemp, deep sea line basis 50

Hemp, tarred ratline basis 43

Hemp, tarred bolt rope basis 45

Marline and Houseline 45

Italian rope basis. On application

Cotton, 1/4 in. 0 73 0 77

5-32 in. 0 72 0 75 1/4

3-16 in. 0 69 0 72 1/4

1/4 in. and up 0 68 0 71 1/4

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 10% to 15% on list

B. & A. emery cloth, 5% on list.

R. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Scale Stamping

Champion—

4 lb. \$ 5 50 \$0 20

10 lb. 7 50 0 30

240 lb. 12 50 0 50

600 lb. 28 00 1 00

1200 lb. 35 00 1 00

2000 lb. 50 00 1 00

2000 lb. Drop lever 57 00 1 00

10 lb. Household 5 00 0 10

25 lb. Household 6 00 0 30

Champion list prices subject to discount of 10%; Standard scales,

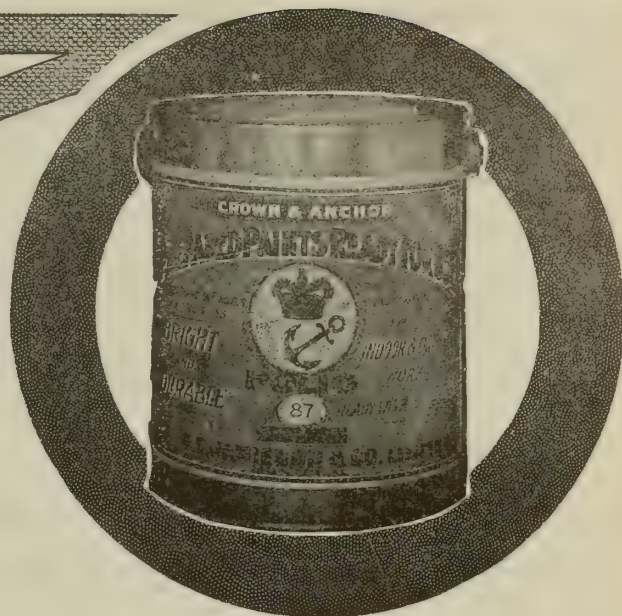
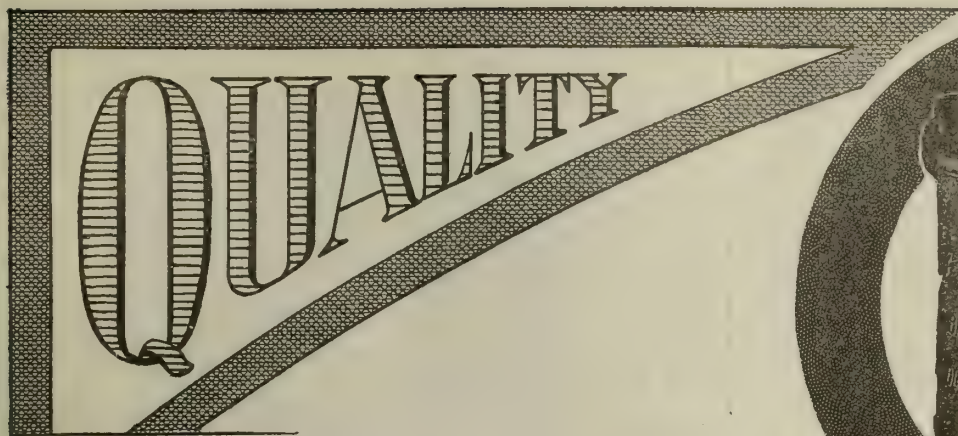
20% discount; Weigh Beams, 10% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

Cast Steel	Doz.
Golden Clipper	\$12 50
Little Giant	13 50
Little Giant, Genuine	14 50
F.o.b. Toronto, London	15 00

SNATHS

00 Patent	Doz.
1	\$12 50
2	12 00
3	11 50
	10 50



The *Practical* Value of Paint—

can be determined only by application.

Its serviceability depends upon the ingredients that go into it.

Therefore, what your customers get out of their paint is determined only by the quality inside the tin—or the reputation of the house that stands behind it.

Both dealer and consumer have long since been educated to the fact that it pays to pay a little more for good paint especially when such a paint *returns this slight extra first cost by giving better and longer service.*

Never in the world's history has money been needed but wasted than right now.

Why not sell paints that *save* it?

The Jamieson Proposition
is sure to interest you.
Write for it.

R.C. Jamieson & Co.
LIMITED

MONTREAL, CANADA

Est'd. 1858

Branches: CALGARY and VANCOUVER
Owning and operating P. D. Dods & Co., Ltd

FIRST

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels and Spades...	50%	50%	50%
Draining Tools	50%	50%	50%
Hollow Back Scoops	50%	50%	50%
Sand Shovels	50%	50%	50%
Hollow Back Shovels	50%	50%	50%
Hollow Back Coal Shovels	50%	50%	50%
Riveted Back Scoops	50%	50%	50%
Miners' Spring Point Shovels	50%	50%	50%

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	\$29.00	\$28.00	\$25.00
Draining Tools, No. 2, black	29.00	27.50	24.00
Hollow Back Scoops, No. 2, black	34.50	32.00	30.00
Coal Shovels, Hollow Back, No. 2, black	32.00	30.00	24.00
Sand Shovels, No. 2, black	27.50	24.00	24.00
Hollow Back Shovels, No. 2, black	27.50	24.00	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	34.00	30.00

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.
Full polished\$1.00 per dozen net.
Half polished 50c per dozen net.

F.o.b. London, Hamilton, Toronto, Gananogue, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

Bissell's

	Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	\$43 00
Boudoir, Nic., Cyco B.B.	40 00
Club, Jap. Cyco Bearing	96 00
Champion, Nickeled Fittings	35 00
Champion, Japanned Fittings	31 00
Elite, Nic., Cyco B.B.	46 00
Grand, Nic., Cyco B.B.	56 00
Grand, Jap., Cyco B.B.	52 00
Grand Rapids, Nic., Cyco B.B.	40 00
Grand Rapids, Jap., Cyco B.B.	36 00
Parlor Queen, Nic., Cyco B.B.	46 00
Princess, Nic., Cyco B.B.	41 00
Standard, Nickeled Fittings	37 00
Standard, Japanned Fittings	33 00
Universal, Nic., Cyco Bearing	38 00
Universal, Jap., Cyco Bearing	34 00

SWEEPERS, VACUUM

Bissell's

	Doz.
Grand Rapids, Nic.	\$84 00
Household, Jap.	72 00
Superba, Nic.	99 00
F.o.b. factory Niagara Falls, Ont., and other jobbing points in Eastern Canada.	

SWEEPERS (ELECTRIC)

Steel frame	33 75
Aluminum frame	41 25
Attachments, set	7 50

F.o.b. Toronto, Hamilton, London.

TACKS

Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Upright, with rack \$4 00

TOOLS, HARVEST

Waverly, Wellandvale, Rixford.
Maple Leaf, Bedford, 17½% discount.
Samson, 12½% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.	
Size in girth	Per 100 ft.
8 in.	\$ 6 90
10 in.	7 70
12 in.	9 10
14 in.	10 25
16 in.	11 50
18 in.	13 25
20 in.	15 00
22 in.	16 75
24 in.	18 50
26 in.	20 25
28 in.	22 00
30 in.	23 75
32 in.	25 50
34 in.	27 25
36 in.	29 00
38 in.	30 75
40 in.	32 50
42 in.	34 25
44 in.	36 00
46 in.	37 75
48 in.	39 50
50 in.	41 25
52 in.	43 00
54 in.	44 75
56 in.	46 50
58 in.	48 25
60 in.	50 00
62 in.	51 75
64 in.	53 50
66 in.	55 25
68 in.	57 00
70 in.	58 75
72 in.	60 50
74 in.	62 25
76 in.	64 00
78 in.	65 75
80 in.	67 50
82 in.	69 25
84 in.	71 00
86 in.	72 75
88 in.	74 50
90 in.	76 25
92 in.	78 00
94 in.	79 75
96 in.	81 50
98 in.	83 25
100 in.	85 00

F.o.b. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

Doz. with chain

Victor, No. 1	2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	4 70
F.o.b. Toronto, London, Hamilton, Montreal.	

TWINE (BINDER)

Per b.

500 ft.	\$0 23½
550 ft.	0 25¼
600 ft.	0 26½
650 ft.	0 28

In 5-ton lots ¼c discount from

above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	69-72
4-ply, wrapping, lb.	73-76

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	\$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES

	%
Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	net
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scott Grey Ware, 50, 5%.	
Colonial, 33 1-3%.	
Imperial Ware, 33 1-3%.	
Pearl, 33 1-3%.	
Premier, 10%.	
Canada Ware, 10%.	
Diamond, 10%.	
White Ware, 50%.	
Japanned Ware, list plus 20%.	
Japanned Ware, White, list, plus 30%.	
Plain and Jap Sprinklers, list plus 20%.	
Stamped Ware, plain, 50%.	
Stamped Ware, retinned, 45%.	
Copper Bottoms, list, plus 10%.	
Tinners' Trimmings, plain, 50%.	
Tinners' Trimmings, retinned, 45%.	
Tinners' Trimmings, general, list plus 10%.	
Factory Milk Cans, list plus 50%.	
Milk Can Trimmings, list, plus 60%.	
Cream Cans, list, plus 25%.	
Railroad Cans, list, plus 20%.	
Pieced Tinware, C.B., list, plus 50%.	
Sheet Iron Ware, list, plus 10%.	
Pieced Ware, ordinary, list, plus 30%.	
Fry Pans, 40 and 10%.	
Spiders, steel, 10%; cast iron, 17½%.	
Fire Shovels, Japanned, list, plus 10%.	
Steel Sinks, painted, list, plus 10%.	
Steel Sinks, galvanized, list plus 15%.	
Light Galv. Pails and Tubs, list plus 20%.	

Heavy Galv. Pails and Tubs, list, plus 10%.

Garbage Pails, list, plus 10%.	
Jap. Coal Hods, list, plus 25%.	
Galv. Coal Hods, list, plus 40%.	
Paper Lined Boards, 40 and 5%.	
Wood Lined Boards, 30 and 10%.	
Stove Pipe, patent, per 100, 6 in., \$20.36; 7 in., \$21.83.	
Common, made-up, per 100, 5 and 6 in., \$21.00; 7 in., \$23.00.	
Polished, made-up, per 100, 5 and 6 in., \$23.00; 7 in., \$25.00.	
Stove Pipe Thimbles, 50, 10%.	
Copper Boilers, list, plus 10%.	
Copper Tea Kettles, list, plus 10%.	
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.	
Copper Tea and Coffee Pots, list, plus 10%.	
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.	
F.o.b. Montreal, Toronto, London, Hamilton.	

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., \$21.80; 5-16 in., \$18.50; ¾ in., \$16.30; 7-16 in., \$13.55; 1½ in., \$13; 9-16 in., \$12.15; ¾ in., \$11.70; 11-16 in., \$11; 13-16 in., \$11.70; 15-16, \$11.70; 17-16 in., \$11.70; 50 lbs. of one size, \$2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

Tor'to Lond'n Mont'l

Sectional, 1 lb.	
per 100 lbs.	\$5 50 \$5 50 \$5 50
Section, ¼ in.	
per 100 lbs.	5 50 5 50 5 50
Solid, 3 to 30	
lbs., per cwt.	3 90 4 00 4 00

WHEELBARROWS

Navvy, steel wheel, doz.	37.50-51.50
Garden steel wheel, doz.	51.00-75.00
Light garden, doz.	37.00-54.00

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal.

Cut	Hay	Baling	Wire	Per 100 lbs.
No. 9	extra			\$6 60
No. 10				6 65
No. 11				6 70
No. 12				6 85
No. 13				6 95
No. 13½				6 95
No. 14				7 10
No. 15				7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base	6 25
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Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.	
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Extra net per 100 lbs.—Oiled wire 10c; spring wire, \$2.50; bright, soft drawn, 15c; charcoal (extra quality), \$1.25; packed in casks or cases 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, \$1.

Fine Steel Wire

List Price	on Fine Steel Wire
No. 17.....	\$5 00
No. 18.....	5 50
No. 19.....	6 00
No. 20.....	6 65
No. 21.....	7 00
No. 22.....	7 30
No. 23.....	7 65
No. 24.....	8 00
No. 25.....	9 00
No. 26.....	10 00
No. 27.....	11 00
No. 28.....	12 00
No. 29.....	13 00
No. 30.....	14 00
No. 31.....	15 00
No. 32.....	16 00
No. 33.....	17 00
No. 34.....	18 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net	
Tinned wire, Nos. 17-25	\$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	\$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	\$ 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire

Barb	\$6.25-\$6.50
No. 9 pl. galv.	5.35-6.00
No. 12 pl. galv.	5.50-6.15
No. 13 pl. galv.	6.00-6.25
No. 9 coil sp.	5.50-6.00
No. 12 coil sp.	5.80-6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	\$5 50
Fence staples, galvanized	\$6.25-\$6.50

In 25-lb. boxes add 25c extra

Poultry Netting Staples

Poultry netting staples, galvanized, list	\$12 00
Less discount of 12½%	

Bright poultry netting staples \$1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	\$3 50
In 50-ft. rolls	3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, *11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 80
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
	97 00



PLATE A21D

EMPIRE CLOSETS

Every Merchant Plumber is interested in seeing his customer get the best that the market affords.

It means better profits and satisfied customers.

Empire Vitreous China Closet Combinations are durable, neat in appearance and silent in operation.

Oak and Vitro Closet Outfits carried in stock.

We can make prompt shipment of all lines of plumbing and heating material.

Empire Mfg. Co., Limited

London

Toronto

WANTED, AT ONCE — CAPABLE HARD-
ware man to manage retail hardware
business in thriving Ontario town. State ex-
perience, salary expected, and give references.
Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of **HARDWARE AND METAL**. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading **HARDWARE AND METAL**.

USE THE WANT AD PAGE

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, \$8.60 for 100 lbs.; 5-lb. packages, \$8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

Small quantities \$0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE Montreal Toronto
Per lb. 18-14 14-16

BRONZING LIQUID

Bronzing liquid, No. 1. \$1.50-\$2.00
Banana oil, gal. 3.50-7.00
F.o.b. Montreal, Toronto.

BRUSHES

Acme, 15 lbs. each. \$2 25
Acme, 20 lbs., each. 2 75
Acme, 25 lbs. each. 3 25
F.o.b. Toronto.

COATING

Cement Coating \$3 00 \$3 75
F.o.b. Montreal, Toronto.

COLORS (DRY)

Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs. 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs. 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs. 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs. 0 15
Imp. green, 100 lb. kegs. 0 25
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k. 0 12
Indian red, 100-lb. kegs. 0 15
Indian red, No. 1, 100 lb. k. 0 06
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02½
Drop black, pure dry 0 15
Golden ochre, 100 lb. kegs. 0 06½
White ochre, 100 lb. kegs. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 0 03½
French ochre, barrels 0 06
Spruce ochre, 100-lb. kegs. 7-8c
Canadian red oxide, bbls. 2-2½
Super magnetic red. 2½-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—
Venetian red 0 16
Indian red 0 30
Chrome yellow, pure 0 53
Golden ochre, pure 30-32
French spruce ochre, pure. 0 18
Chrome green, pure 24-23
French permanent green, pure 28
Signwriters' black, pure 0 33
Lampblack 0 33
Marine black, 5 lb. irons. 0 20
F.o.b. Montreal, Toronto.

ENAMELS (White)

Duralite 6 50
Albagloss 6 05

GLUE

Brantford All Round Glue—
Case No. 7—50-lb. pkgs. \$23 00
Case No. 8—100 ½-lb. pkgs. 31 00
Case No. 9—200 ¼-lb. pkgs. 38 00

Discount.

French medal (prices withdrawn)
English common sheet. 32-34
English prima 35-38
White pigfoot 0 50
Cake bone, 112-lb. bags. 0 35
Hide, 112-lb. bags. 0 45
Gelatin, 112-lb. bags. 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags. 24

GLASS Single Double
Per 100 ft. Thick Thick
Under 25 \$16 80 \$22 90
26 to 34 17 60 24 85
35 to 40 18 35 26 40
41 to 50 23 50 30 00
51 to 60 24 60 30 80
61 to 70 26 50 32 70
71 to 80 29 70 35 40
81 to 85 45 45
86 to 90 48 85
91 to 94 49 80

95 to 100 58 55
101 to 105 65 35
106 to 110 73 10

Discount box glass, 25%.
Cut lights, 5%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each \$0 80
Plates from 1 to 2 feet, each 0 90
" 2 to 3 " 0 95
" 3 to 4 " 1 15
" 4 to 5 " 1 35
" 5 to 7 " 1 50
" 7 to 10 " 1 70
" 10 to 12 " 1 75
" 12 to 15 " 1 85
" 15 to 25 " 1 95
" 25 to 50 " 2 15
" 50 to 75 " 2 20
" 75 to 90 " 2 25
" 90 to 100 " 2 30
" 100 to 120 " 2 60
" 120 to 140 " 2 90

Plates 101 to 110 wide containing not over 100 ft. each. 3 00
Plates 111 to 120 wide containing not over 100 ft., each. 3 40
Plates 101 to 110 wide containing over 100 ft., each. 3 40
Plates 111 to 120 wide containing over 100 ft., each. 3 75
Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, \$1.56-\$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots.
Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 15c advance per 100 lbs. F.o.b. London and Windsor, 30c per 100 lbs. F.o.b. Toronto and Hamilton, 25c per 100 lbs. F.o.b. Fort William and Port Arthur, 40c per 100 lbs. Maritime differential 30c per 100 lbs. over Montreal.

Anchor, Pure \$17 00 \$17 25
Crown Diamond 17 00 17 25
Crown, pure 17 00 17 25
Green Seal 17 00 17 25
Ramsay's Pure 17 00 17 25
Moore's Pure 17 00 17 25
Tiger, Pure 17 00 17 25
O.P.W. Dec. Pure 17 00 17 25
Red Seal 17 00 17 25
Decorators' Pure 17 00 17 25
O.P.W. English 17 20 17 45
Elephant Genuine 17 50 17 75
R.R. Genuine Lead, less than tons, \$19.15 Toronto; \$18.90 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt. \$14 00 \$14 50
Genuine, 100-pound kegs, per cwt. 14 75 15 50
Less quantity 16 00 17 00
F.o.b. Montreal, Toronto.

LEAD, ARSENATE Dry, Paste.

Barrels, 600 lbs. 0 24½
Half bbls., 300 lbs. 0 24½
100s 0 45 0 25
50s 0 45½ 0 25½
25s 0 46 0 26
10s 0 47½
5s 0 49½ 0 29½
2s 0 31
1s 0 52 0 32½
F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., \$8.40; white, 5-lb. packages, \$7.80.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon
Elephant, white 3 70
Elephant, colors 3 45
B.H. English, white 3 80

B.H. English, colors 3 70
B.H. Floor 3 05
B.H. Porch Floor 3 70
Minerva, white 3 60
Minerva, colors 3 40
Crown Diamond, white 3 55
Crown Diamond, colors 3 45
Crown Diamond, floor 2 95
B.H. Fresconette, white 3 35
B.H. Fresconette, colors. 3 25
Moore's House Colors, white. 3 50
Moore's House Colors, colors. 3 40
Moore's Egyptian Paint, all colors 2 75
Moore's Floor Paint 2 90
Moore's Sani-Flat 3 00
Jamieson's Crown Anchor. 3 30
C.P.C. Pure, white 3 80
C.P.C. Pure, colors 3 70
O.P.W. Canada Brand, white 3 70
O.P.W. Canada Brand, colors 3 40
O.P.W. Canada Brand, floor. 2 95
O.P.W. Flat Wall, white. 3 20
O.P.W. Flat Wall, colors 3 00
Ramsay's Pure, white 3 65
Ramsay's Pure, colors 3 35
Martin-Senour, 100%, white. 3 80
Martin-Senour, 100%, colors. 3 70
Martin-Senour, Porch Paint. 3 70
Martin-Senour, Neutone, white 3 35
Martin-Senour, Neutone, colors 3 25
Senour's Floor Paint 3 15
Sherwin-Williams, white 3 80
Sherwin-Williams, colors. 3 70
Flat Tone, white 3 35
Flat Tone, colors 3 25
Lowe Bros. H.S., white. 3 80
Lowe Bros. H.S., colors. 3 70
Mellotone, white 3 50
Mellotone, colors 3 35
Sanitone, white 3 35
Maple Leaf, white. 3 80
Maple Leaf, colors 3 70
Maple Leaf, floor. 3 15
Maple Leaf, flat wall. 3 25
Percy's Prepared, colors 3 15
Percy's Prepared, white 3 50
F.o.b. Montreal, Toronto.

PARIS GREEN C.P. Berger's and Munro's
Per lb.

In barrels, about 600 lbs. 0 60¼ 0 61
In arsenic wegs, 250 lb. drums 0 61¼ 0 62
In 50 lb. and 100 lb. drums 0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case. 0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case 0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case 0 66¼ 0 67
Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

Standard Less than tons
Montreal Toronto

PUTTY
Bulk, in casks \$4 35 4 70
Bulk, 100-lb. drums 5 20 5 45-5 55
Bulk 25-lb. drums. 5 20 5 55
Bulk, 12½-lb. irons 5 20 5 80
Bladder, in bbls. 5 20 5 80
Ton lots standard are 20c per hundred pounds less.

Pure Putty, \$2 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal. \$4 40-\$4 90
Pure Orange, gal. 4 15-4 50
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 82-85c F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans. 3 00
B.H. Vanisher \$2 75
Cumoff 3 00
Takoff 3 25
O.P.W. Presto 3 00
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

Liquid Slating, B.B. Gal. \$2 20

VARNISHES

No. 1 Furniture, extra, barrels, \$1.10-\$1.21 gal.; gal. tins \$1.32-\$1.45

B.H. Stovepipe Varnish, ½ pints, per dozen 1 54

Depend-on, list 3 35
B.H. Maritime Spar, list. 7 90

Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 3 90

Graniline Floor Finish 2 90
Hydrox Spar 3 65

Sun Varnish 2 60
Sun Spar 4 68

Sun Waterproof Floor. 3 40
Jasperite Interior and Exterior 2 65

Jasperite Pale Hard Oil 1 90
Jasperite Indestructo Floor Finish 2 65

Jamieson's Copaline 3 05
M-S Marble-ite Floor 3 05

M-S Wood-Var 3 25
M-S Double Spar 4 97

M-S Finest Interior 3 80
Elastic Interior 2 64

Mar-not 3 53
Quick Action House 2 47

Rexspar 4 43
Sear-Not 3 34

Kyanize Spar 4 95
Kyanize Cabinet Rubbing 3 65

Kyanize Interior 3 85
Luxeberry light 3 60

Luxeberry granite 3 53
Luxeberry spar 4 95

Ramsay's Universal 2 64
F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls. 0 13½
Opalite, 100 lb. kegs. 0 14
1 gal. packages, per pkg. 0 75
½ gal. package, per pkg. 0 40
Coralite, 5-lb. pkgs., white 0 07
Coralite, 5-lb. pkgs., colors 0 07½
B.H. Frescota, 5 lbs. white, \$6.50; colors 7 00
F.o.b. Montreal, Toronto.

WASTE

Cream, Polishing \$0 21

WHITE

XXX 0 20
XX 0 18
X 0 17
XC 0 16
Japanese 0 15
XXX Extra 0 21
X Grand 0 19½
XCLR 0 18½
X Empire 0 17½
X Press 0 16

COLORED

No. 5 15
No. 1 14
No. 7 13
No. 1A 11½
No. 1B 10½
Fancy 16½
Lion 15
Standard 13½
Popular 12
Keen 10½

Above lines subject to trade discount for quantity.

WAX

C. & B. Floor Wax \$0 35
B.H. Wax 0 85
Ronuk Floor Wax, lb. 0 88
Berry Bros. 0 84
Imperial Floor Wax 0 40
Anchor 0 33
O.P.W. Lion Brand 0 85
Old English 0 53
Johnsons 0 57
Jamieson's liquid wax, gal. 2 75
Gold Medal 0 42
Edwards, lb. 0 40
Ramsay's 0 80
S. & W. 0 40
F.o.b. Montreal and Toronto.

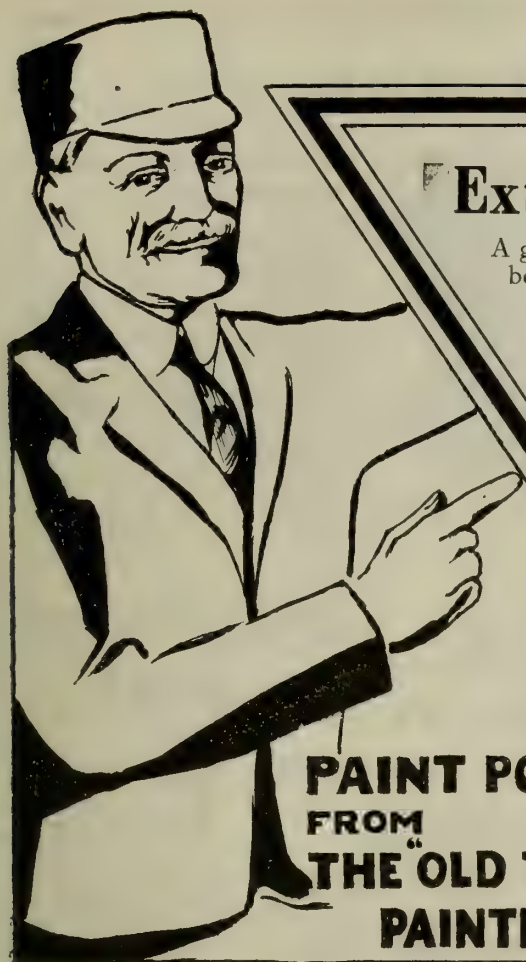
WHITING

Plain, in bbls. \$2 50
F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls. 3 00

WOOD ALCOHOL per gal.
In five gallons. \$1.80-\$1.90
In barrels 1 79

\$4 extra for barrels
F.o.b. Montreal, Toronto, London.



**PAINT POINTERS
FROM
"THE OLD TIME
PAINTER"**

Extend Your Paint Business

A growing appreciation of the protective value of paint has been fully shown this year by property owners who realized that it was no longer economy nor an advantage to put off painting. Thousands of homes and buildings are still in need of painting.

MAPLE LEAF PAINT

Is an excellent business extender where quality, lasting properties, and full measure protective value is sought.



**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$17.20; chilled, \$18.70; buckshot, \$18.00; ball, \$18.40.

Dominion Metallics—B.B. Caps, \$2.80; C.B. Caps, \$3.85; 22 Short Black or Lemmok, \$4; 22 Long Black or Lemmok, \$4.80; 22 Short Smokeless, \$4.30; 22 Long Smokeless, \$6; 22 Long Rifle Black, \$5.60; 22 Long Rifle Smokeless, \$7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, \$3.06; C.B. Caps, \$3.85; 22 Short Black, \$4.35; 22 Long Black, \$5.25; 22 Long Rifle Black, \$7.70; 22 Short Smokeless, \$4.69; 22 Long Smokeless, \$6.55; 22 Long Rifle Smokeless, \$7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., \$31; Sovereign Smokeless, 12 ga., \$38; Regal Smokeless, 12 ga., \$38; Nitro Club Smokeless, 12 ga., \$41; Canuck Smokeless, 12 ga., \$41 per M. net. Empty Paper Shot Shells, \$14 per M.; Empty Brass Shot Shells, \$6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.
Norris, 80 lbs. and over, 16c.

AXES

Single Bit\$14 50 \$20 00
Double Bit 16 50 21 50
Broad axes 32 00 35 00

AUGER BITS

Standard List Prices per Dozen
3/16.....\$6 00 18/16.....\$12 00
4..... 5 00 19..... 14 00
5..... 5 00 20..... 14 00
6..... 5 00 21..... 16 00
7..... 5 00 22..... 16 00
8..... 5 00 23..... 18 00
9..... 6 00 24..... 18 00
10..... 6 00 25..... 21 00
11..... 7 00 26..... 21 00
12..... 7 00 27..... 24 00
13..... 8 25 28..... 24 00
14..... 8 25 29..... 27 00
15..... 9 50 30..... 27 00
16..... 9 50 31..... 30 00
17..... 12 00 32..... 30 00
Discounts from standard list prices
Irwin10%
Gilmour 45%
BARS, CROW. \$10.25 per 100 lbs.

BAR IRON

Bar iron.—\$5.50 base; Swedish iron, \$5.25; sleigh shoe steel, \$5.80; spring steel, \$6.50; machinery steel, \$8.00; tool steel, octagon, 100 lbs., \$13.

BELTING

Rubber, 6 in. and under, 25-2 1/2%; over 6 in., 20%.
Agricultural or No. 1 leather belting, 47 1/2% off list.
Standard, 80, 10 and 5% off list.
The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, \$1.55 per lb.; cut, \$1.75 per lb.; rawhide, sides, \$1.50; cut, \$1.70.
Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, 3/4 and smaller, 5%; 7-16 and larger, 5% on list; machine, 3/4 and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to 3/4 and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, \$1.10 to \$1.60 per roll, according to quality; plain, 80c to \$1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2 1/2 x 2 1/2 in.	35
3 x 3 in.	37
3 1/2 x 3 1/2 in.	35
4 x 4 in.	47
4 1/2 x 4 1/2 in.	68
5 x 5 in.	80
Wrought Steel—	
No. 840 Net list	
No. 840 5% on list	
No. 838 Net list	
No. 804 5% off list	

CHAIN

Coil, 3-16 in., \$18.40; 1/4, \$16.00; 5-16 in., \$13.60; 3/8, \$12.40; 7-16, \$12.20; 1/2, \$12.00; 9-16, \$12.00; 5/8, \$11.75; 3/4, \$11.59; 1 in., \$11.25; Logging, 5-16 in., \$15.40; 3/4, \$14.20; 1/2, \$13.80; tie-out, 47 1/2%.

CHURNS

Barrel, No. 0, \$7.20; No. 1, \$7.20; No. 2, \$8; No. 3, \$8.80; No. 4, \$10.40 each.

CLEAVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	\$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks
8, 9, 10 72c lb.

DRILLS

Bit stock, 35%; Blacksmith, 1/2 in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., \$6.50; 10 in., \$7.20; 12 in., \$8.45. Conductor pipe, 2 in., per 100 ft., \$7.55; 3 in., \$9.15; 4 in., \$12.05.

ENAMELWARE

See Wares.

FILES

Globe Discount 45%
Nicholson Gen. Discount 30%

FITTINGS

	Malleable	Black	Galv.
Class B.....	\$ 27	\$ 38	
Class C.....	17 1/2	27	
Bushings	20%		
Unions	30%		
Nipples 4" and under	45%		

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, \$3.40 each; 5-lb. jugs, \$1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW Single Double

Up to 25 in.....	\$13 50	\$18 50
26 to 40	14 50	21 00
41 to 50	18 50	23 75
51 to 60	19 50	24 25
61 to 70	20 50	25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	\$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., \$2.75.
Mounted on steel frames, \$5.00 to \$6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.
Corrugated Strap Hinges—4, \$1.70; 5, \$2.10; 6, \$2.85; 8, \$4.60; 10, \$7; 12, \$10.75.
Corrugated Tee Hinges—4, \$1.90; 5, \$2.55; 6, \$3.25; 8, \$5.65; 10, \$8.75; 12, \$12.40.

HORSESHOES

Iron, No. 0 to 1, \$7.35; No. 2 and larger, \$7.10; snowshoes, No. 0 to No. 1, \$7.60; No. 2 and larger, \$7.35; steel, No. 0 to 1, \$7.80; No. 2 and larger, \$7.55; featherweight, \$8.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10 1/2 oz. or 28 Eng..	\$11 70 \$11 70
28 Am. or 26 Eng..	11 40 11 40
26 Am. or 26 special	11 10 11 10
24	10 95 10 95
22	10 95 10 95
18 and 20	10 80 10 80
16 Am.	10 65 10 65

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.
Mrs. Pott's No. 55, set.....\$2 10
Mrs. Pott's No. 50, set..... 2 25
Mrs. Pott's common sad iron handles, \$1.60 dozen. Mrs. Pott's improved, \$2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	\$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., \$7.80 per doz., \$1.05; B, per case 6 doz., \$6.50; per doz., \$1.15.

LANTERNS

No. 2, plain	\$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, \$14.40.

LEAD WASTE, \$15.40.

LATCHES—THUMB, STEEL

	Doz.
2	\$2 10
3	2 80
4	4 90
Barn Door	
5	2 80
8	3 00
9	5 20

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	\$ 5 00
New Century B	10 15
New Idea	11 35
Snowball	9 00

MATTOCKS

Pick, \$11; cutter, \$11.

MOWERS

	Doz.
O'Cedar Polish, No. 1	\$12 00
O'Cedar Polish, No. 3	12 00
Self-Wrinding	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	\$7 75	\$8 25
Empress	10 00	10 60
Daisy	6 15	
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, \$6.60 base; Winnipeg, \$6 base. Cut f.o.b. Winnipeg, \$6.55.

NETTING—POULTRY

	Net Prices Per Roll
1 in. mesh x 24 in.....	\$5 95
30 in.....	7 20
36 in.....	8 50
2 in. mesh x 24 in.....	2 90
30 in.....	3 40
36 in.....	4 05
48 in.....	5 25
60 in.....	6 55
72 in.....	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., \$4.15; 36 in., \$5.30; 48 in., \$6.25; 60 in., \$7.40; 72 in., \$8.40.

NUTS

Square, small lots, blank, 4 1/2c tapped, 4 3/4c advance on list; Hexagon, small lots, blank, 4 1/4c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 37 1/2c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 37c; Family safety coal oil, 24 1/2c; "Engoline" engine oil, 20 1/2c; Summer black oil, 22 1/2c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 20c; Standard gas engine oil, 48c; Prairie Harvester oil, 49 1/2c.

PAINTS

Stephens' Out White, \$3.95; Stephens' House, \$3.85; Stephens' Floor, \$3.30; Silkstone, \$3.15; Stephens' Barn Paint, \$1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, \$2.50; less than barrels, \$3.50; American vermilion, 20c; English vermilion, \$3 per lb.; Canadian metallic oxides, barrel lots, 3 1/2c; English purple oxide, in casks, 3 1/2c; less quantities, 4c per lb. Red lead kegs, \$19; less quantities, 20c.

PICK, Clay, 6-7, \$12.25 per doz.

POLISH—

	Doz.
O-Cedar—	
4 oz.	\$2 00
12 oz.	4 00
1 quart	10 00
1/2 gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	2 00
12 oz.	4 00
1 quart	8 40
1/2 gal.	14 40

(Continued on second page.)



Satisfaction, Again— —and again

In winning a new customer to Stephens' the dealer knows that future business is doubly sure because experience tells him that repeated satisfaction in any line always means repeat orders.

Stephens' paints are easily applied, cover much surface, and are remarkable in their wearing qualities.

That is why they so exactly meet the requirements of the Westerner.

So Mr. Western Dealer, try to make new converts to Stephens by steadily pushing this line. It will mean repeated satisfaction to your customer — and increased sales and profits to you.

Write for our proposition.



MANUFACTURED BY
G. F. STEPHENS & CO., Ltd.
 PAINT AND VARNISH MAKERS
 WINNIPEG, CAN.
 Branch at Calgary, Alta.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	\$ 6 08	\$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., \$4.50.

PLATES, CANADA

18x21 per box, half polish, \$10.25; full polished, \$11.75; 18x24, half polished, \$10.25; full polished, \$11.75; 20x28, half polished, \$10.25; full polished, \$11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., \$3 55 per dozen.

PUTTY

100-lb. irons \$5 70
25-lb. irons, per cwt. 6 30
1½-lb. tins 0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¾c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¾c base; African hemp, 33¾c base; cotton rope, ¼ and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	\$0 38	\$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell).

Net list.

SAWS, BUCK

Happy Medium, \$10.00; Watch Spring, \$10.40; Lance Tooth or Lightning Blades, \$10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—

Doz.

Bramble	\$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

Doz.

Grand Rapids, Nic.	\$ 87 00
Household, Jap.	75 00
Superba, Nic.	102 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	\$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 50
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., \$13.50 per doz.; D.H. Rd. Pt., \$13.50 per doz.; L.H. Sqr. Pt., \$13.50; L.H. Rd. Pt., \$13.50; Bulldog and Jones, D.H., Rd. Pt., \$15.50; D.H. Sqr. Pt., \$15.50; L.H., Rd. Pt., \$15.50; L.H., Rd. Pt., \$15.50; Black Cat and Crescent Scoops—No. 4, \$17.00 doz.; No. 6, \$17.50; No. 8, \$18.00; No. 10, \$18.50; Moose & Jones Scoops, No. 4, \$18.25; No. 6, \$18.75; No. 8, \$19.25; No. 10, \$19.75.

SOLDER. Per pound, 66 to 67.

SPIKES

Pressed, ¼ in., \$8.30; 5-16, \$7.95; ¾, \$7.75; ½, \$7.55.

STAPLES

Bright wire, per cwt., \$5.85 at Fort William, \$6.25 Winnipeg; galvanized staples, \$6.65 Fort William, \$7.05, Winnipeg.

STEEL

Sleighshoe, \$5.80 base per cwt.; plow, common, \$6.50; crucible plow, \$7.50; angle, \$5.35; harrow, \$5.50 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, \$7.50; machine, \$8.00 base; tire, \$5.60. Mid, 3-16, ¼, 5-16, \$8.00 base; other sizes \$5.75 base. Band Steel, \$5.75 base.

STEEL HOOPS

½ in., \$9.75; ¾ in., \$9.50; 1 in., \$8.75; 1¼ in., \$8.50; 1½ in., \$8.50; 1¾ in., \$8.50; 2 in., \$8.50.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	\$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.X.	40 00
Terne plates	24 00

TRAPS, GAME—

Doz.

Victor H.&N. Jump

No. 0	\$1 95	.....	.....
No. 1	2 30	\$3 60	\$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	.....

TUBS—

Wood Fibre

No. 0	\$21 35	\$23 80
No. 1	18 80	20 45
No. 2	16 40	16 95
No. 3	14 00	14 45

TURPENTINE

See weekly report.

TWINE (WRAPPING)

Lb.

Cotton, 4-ply	0 72
Cotton, 3-ply	0 68

Dozen

VARNISHES

Stephens Luminette, gal. \$2 20
Stephens Exalite, gal. 3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.
Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.
Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.
Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.
Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, \$17.15; less than ton lots, \$17.50.

WIRE, BARB

Lyman, 4-point, \$4.95 f.o.b. Fort William, \$5.25 Winnipeg; Glidden Cattle, 2-pt., \$4.80 Fort William, \$5.10 Winnipeg; Baker 2-pt., \$4.75 Ft. William, \$5.05 Winnipeg; plain twist, cwt., Ft. William, \$4.95; Winnipeg, \$5.25 spool; plain galvanized, Ft. William, No. 9, \$5.65; No. 12, \$5.85; Winnipeg, No. 9, \$6.05; No. 12, \$6.25; coil spring, Ft. William, No. 9, \$5.70; No. 12, \$5.95; Winnipeg, No. 9, \$6.10; No. 12, \$6.35.

Patented screen in 100-ft. rolls. \$3.50 per hundred sq. ft.; in 50-ft. rolls, \$3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, \$7.65 Winnipeg; \$7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, \$6.75; 10, \$6.80; 12, \$6.95; 14, \$7.15; 15, \$7.25; 16, \$7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—

Doz.

6 in.	\$ 6 50
8 in.	7 80
10 in.	9 10
12 in.	11 70
15 in.	15 60

Perfect Handle—

6 in.	13 50
8 in.	16 20
10 in.	18 90
12 in.	24 30
15 in.	32 40
18 in.	43 20

WRENCHES (PIPE)—

Stillson—

Each

6 in.	\$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75

Trimo—

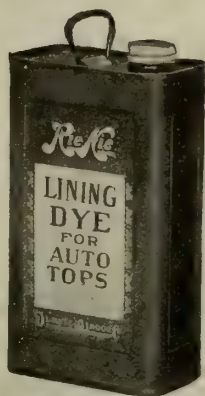
10 in.	\$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

Dozen

Always Ready—	Black	N.P.
No. 1	\$4 20	\$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, \$51.90 per doz.; Eze, \$56.10 per doz.; Bicycle, \$62 per doz.; Ajax, \$125.00 doz.



We Carry a Full Line of **RIE NIE PRODUCTS**

as manufactured by the Durkee Atwood Co.



Lining Top Dye
Painting Outfits
Air-Drying Enamel
Aluminium Enamel
Tyre Re-Nu
Cylinder Enamel

Tire Talc
Rust and Scale Remover
Radiator Cement
Radiator Compound
Carbon Remover
Vulcanizing Cement
Auto Patches

Rubber Filler
Patching Cement
Valve Grinding
Compound
Graphite
Leather Dressing

Each Product a Leader in its Class

GREAT WEST ELECTRIC CO., LIMITED

WINNIPEG

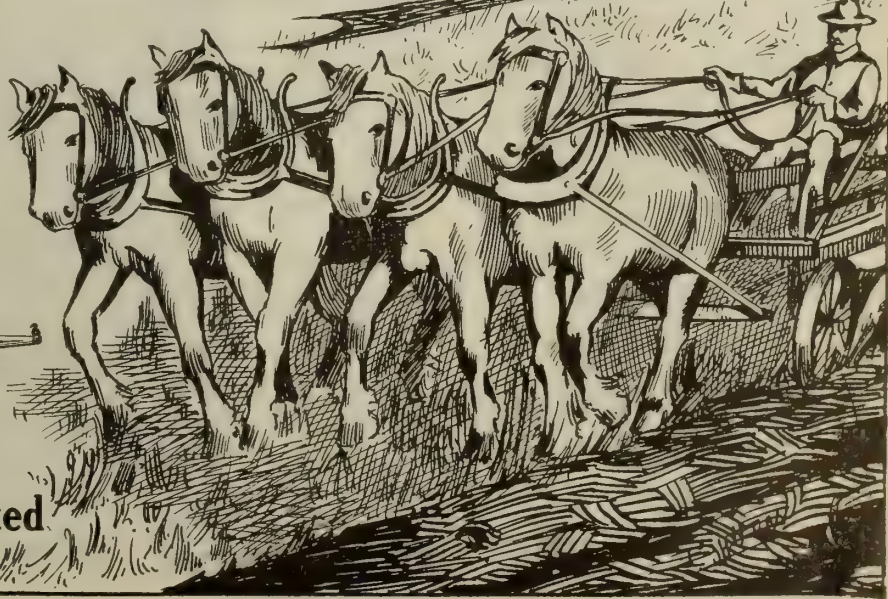
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Gregg Plow Eveners, like Gregg Wagon Sets, Neck-yokes and Hitches, are built for service. They are guaranteed against defective materials and workmanship.

Send for copy of catalogue describing our full line.

Any jobber in the Canadian West can supply you with Gregg Goods.



Gregg Mfg. Co., Limited

WINNIPEG

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Canada Dry Cells, Ltd., Winnipeg.
Cummings Bros., Flint, Mich.
Cushman Motor Works, Ltd., Winnipeg, Man.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Agricultural Supplies

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Geo. W. Griffiths & Son, Stratford, Ont.
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C. Kloepper, Limited, Toronto, Ont.
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Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
New Era Spring Specialty Co., Grand Rapids, Mich.
North American Hardware Co., Ltd., Montreal, Que.

Northern Electric Co., Ltd., Montreal.

Will B. Lane, Chicago, Ill.

Reader Weeks Mfg. Co., Hamilton, Ont.

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C. A. Shaler Co., Waupun, Wis.

Thermoid Rubber Co., Trenton, N.J.

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Kinzinger, Bruce & Co., Niagara Falls, Ont.

Uneceda Ford Demountable Wheel Co., Toronto.

Vernald Mfg. Co., North East, Pa.

Williams & Co., J. H., Brooklyn, N.Y.

Automobiles

Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Axes

Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal

Thos. Birkett & Son Co., Ltd., Ottawa.
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Barrel Liners

J. N. Warminton & Co., Montreal, Que.

Basins, China and Enamelled Iron

Empire Mfg. Co., London, Ont.

Batteries, Dry

Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper

Canada Metal Co., Toronto.

Empire Mfg. Co., London, Ont.

Bath Room Fixtures

Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.

Bends, Brass, Iron and Lead

Empire Mfg. Co., London, Ont.

Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression

Empire Mfg. Co., London, Ont.

Jas. Morrison Brass Mfg. Co., Toronto.

United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller

Empire Mfg. Co., London, Ont.

Jas. Morrison Brass Mfg. Co., Toronto.

United Brassfounders, Ltd., Manchester, Eng.

Brass Goods

Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods

Booth-Coulter Co., Toronto.

Canada Metal Co., Toronto.

Jas. Cartland & Son, Ltd., Birmingham, Eng.

Empire Mfg. Co., London, Ont.

Jas. Morrison Mfg. Co., Toronto.

Tallman Brass & Metal Co., Hamilton.

The Toronto Lock Mfg. Co., Toronto, Ont.

United Brass Founders, Ltd., Manchester, Eng.

Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods

Booth-Coulter Co., Toronto.

Canada Metal Co., Toronto.

Empire Mfg. Co., London, Ont.

A. C. Leslie & Co., Montreal.

Tallman Brass & Metal Co., Hamilton.

Bells

Stanley Rule & Level Co., New Britain, Conn.

Goodell-Pratt Co., Greenfield, Mass.

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Belting, Transmission, Elevator and Conveyer

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber

Can. Consolidated Rubber Co., Montreal, Que.

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton

Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies

D. Ackland & Son, Winnipeg.

Blankets, Saddle

Burlington Windsor Blanket Co., Ltd., Toronto.

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Bolts and Nuts

Baines & Peckover, Toronto.

Canadian Tube & Iron Co., Ltd., Montreal.

Caverhill, Learmont & Co., Montreal.

C. Kloepper, Limited, Toronto, Ont.

Lewis Bros., Ltd., Montreal.

London Bolt & Hinge Works, London, Ont.

The Stanley Works, New Britain, Conn.

Steel Co. of Canada, Ltd., Hamilton.

The Toronto Lock Mfg. Co., Toronto, Ont.

Northern Bolt & Screw Co., Owen Sound.

Wilkinson & Kompass, Hamilton.

Boiler Tubes

Baines & Peckover, Toronto.

Boilers, Heating and Range

Empire Mfg. Co., London, Ont.

Bolts, Eye

Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic

Wm. Newman & Sons, Birmingham, Eng.

Boxes, Wood

Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools

Steel Co. of Canada, Ltd., Hamilton.

Boring Bars

Pratt & Whitney Co., Ltd., Dundas.

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Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.

Bale Ties

Beauchamp, J. E., Montreal.

Laidlaw Bale Tie Co., Hamilton.

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The Stanley Works, New Britain, Conn.

Bale Tie Buckles

J. N. Warminton & Co., Montreal, Que.

Barbed Wire

Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets

Walter Woods & Co., Hamilton.

Barn Door Hangers

Allith Mfg. Co., Ltd., Hamilton, Ont.

Canada Steel Goods Co., Hamilton.

National Mfg. Co., Sterling, Ill.

Stanley Works, New Britain, Conn.

Taylor-Forbes Co., Guelph, Ont.

The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands

Wakye Mfg. Co., Winnipeg.

Balers, Steel

Climax Baler Co., Hamilton.

Spielmann Agencies, Montreal.

Bit, Braces

Caverhill, Learmont & Co., Montreal.

Russell, Jennings Mfg. Co., Chester, Conn.

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf

Canada Steel Goods Co., Hamilton.

The Stanley Works, New Britain, Conn.

The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping

J. E. Beauchamp & Co., Montreal.

The Stanley Works, New Britain, Conn.

J. N. Warminton & Co., Montreal, Que.

Blasting Supplies

Dupont Powder Co., Wilmington, Del.

Building Papers

McArthur & Co., Alex., Montreal, Que.

Butter Molds

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Walter Woods & Co., Hamilton, Can.

Butter Workers

Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges

Canada Foundries & Forgings, Brockville, Ont.

Canada Steel Goods Co., Hamilton.

Caverhill, Learmont & Co., Montreal.

Chicago Spring Butt Co., Chicago, Ill.

National Mfg. Co., Sterling, Ill.

The Stanley Works, New Britain, Conn.

The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs

The Stanley Works, New Britain, Conn.

Steel Co. of Canada, Ltd., Hamilton.

Parmenter & Bullock, Gananoque.

Bread and Cake Makers

Thos. Davidson Mfg. Co., Ltd., Montreal.

Landers, Frary & Clark, New Britain, Conn.

Breast Drills

Stanley Rule & Level Co., New Britain, Conn.

Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms

Boeckh Bros. Co., Ltd., Toronto.

Meakins & Sons, Ltd., Hamilton.

Megantic Broom Co., Lake Megantic, Que.

T. S. Simms & Co., Ltd., St. John.

Walter Woods & Co., Hamilton.

Bits, Auger

Caverhill, Learmont & Co., Montreal.

Russell, Jennings Mfg. Co., Chester, Conn.

North Bros. Mfg. Co., Philadelphia, Pa.

Wilkinson & Kompass, Hamilton.

Scythes, Ltd., Toronto.

Bits, Forstner

Progressive Mfg. Co., Torrington, Conn.

Bicycles

A. E. Bregent & Co., Montreal, Que.

Canada Cycle & Motor Co., Toronto.

Hyslop Bros., Ltd., Toronto.

Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Canada Cycle & Motor Co., Ltd., Weston, Ont.

Buckles, Bale Tie

J. E. Beauchamp & Co., Montreal, Que.

Builders' Hardware

Allith Mfg. Co., Ltd., Hamilton, Ont.

J. Brails & Co., Cleveland, Ohio.

Thos. Birkett & Son Co., Ltd., Ottawa.

Caverhill, Learmont & Co., Montreal.

Canada Steel Goods Co., Hamilton.

Jas. Cartland & Son, Ltd., Birmingham, Eng.

National Hardware Co., Orillia, Ont.

National Mfg. Co., Sterling, Ill.

The Stanley Works, New Britain, Conn.

Stratford Brass Co., Ltd., Stratford, Ont.

Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware

Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers

Caverhill, Learmont & Co., Montreal.

Goodell-Pratt Co., Greenfield, Mass.

L. S. Starrett Co., Athol, Mass.

Caliper Gauges

Williams & Co., J. H., Brooklyn, N.Y.

Cans

A. R. Whittall Can Co., Montreal, Que.

Cans, Gasoline, Oil

Cannon Oil Co., Keithsburg, Ill.

Canoes

Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware

Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges

Dominion Cartridge Co., Ltd., Montreal.

Remington Arms-Union Metallic Cartridge Co., Windsor.



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THE BUYERS' GUIDE

Cash Carriers

Gipe-Hazard Store Service Co., Toronto.

CastersFaultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

The Toronto Lock Mfg. Co., Toronto, Ont.

Carpet SweepersRussell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog.

Halter, Cow, Breast, Trace, Tire

McKinnon Chain Co., St. Catharines, Ont.

Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.

Cable Carriers

Gipe-Hazard Store Service Co., Toronto

Cement, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Roofing

Geo. W. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.**Checking Floor Hinges**Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.**Chemical Closets**

Wakye Mfg. Co., Winnipeg, Man.

Chemical Specialties

Vol-Peek Mfg. Co., Montreal.

Chucks, Tap

Wells Bros. of Canada, Galt.

Churns, Hand and PowerBeatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Downswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.**Clocks**

Western Clock Co., La Salle, Ill.

Clothes Racks

Walter Woods & Co., Hamilton.

Clamps

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Williams & Co., J. H., Brooklyn, N.Y.

Clippers

American Shearer Mfg. Co., Nashua, N.H.

Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers

Downswell, Lees Co., Ltd., Hamilton, Can.

Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and Urns

Canadian General Electric Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners

J. E. Beauchamp, Montreal.

Steel Co. of Canada, Ltd., Hamilton.

The Stanley Works, New Britain, Conn.

Collar Pads

American Pad & Textile Co., Chatham.

Cotton Gloves

American Pad & Textile Co., Chatham.

Coal Chutes

Toronto Lock Mfg. Co., Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods

Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Cookers, Steam

Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless

Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel

Baines & Peckover, Toronto.

Conductor Pipe, Hooks, etc.

Metallic Roofing Co., Toronto and Winnipeg.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Wheeler & Bain, Toronto.

Empire Mfg. Co., London, Ont.

Connecting Rods

Williams & Co., J. H., Brooklyn, N.Y.

Coping Saws

Thos. Birkett & Son Co., Ltd., Ottawa.

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage

Brantford Cordage Co., Brantford, Ont.

Consumers Cordage Co., Montreal.

Plymouth Cordage Co., Toronto.

Cooking Ware

Corning Glass Works, Corning, N.Y.

Crank Shafts

Williams & Co., J. H., Brooklyn, N.Y.

Crowbars

R. J. Coghlin & Co., Montreal.

Cultivators

J. E. Gilson Mfg. Co., Port Washington, Ill.

C. S. Norcross & Sons, Bushnell, Ill.

Cutlery

Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

Geo. Butler & Co., Ltd., Sheffield, Eng.

Thos. Birkett & Son Co., Ltd., Ottawa.

Caverhill, Learmont & Co., Montreal.

Goodell-Pratt Co., Greenfield, Mass.

James Hutton & Co., Montreal.

Canadian Wm. A. Rogers, Ltd., Toronto.

Jonathan Crookes & Son, Ltd., Sheffield, Eng.

Lewis Bros. Ltd., Montreal.

Landers, Frary & Clark, New Britain, Conn.

Wm. Rogers Mfg. Co., Niagara Falls, Ont.

J. Wm. & Sons.

Cutters

Butterfield & Co., Inc., Rock Island, Que.

Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors

Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails

Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe

Canada Foundries & Forgings, Brockville.

Dampers, Fire Place

Toronto Lock Mfg. Co., Toronto.

Desks, School

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.

Butterfield & Co., Inc., Rock Island, Que.

Canadian Fairbanks-Morse Co., Montreal.

Pratt & Whitney Co., Ltd., Dundas, Ont.

Wells Bros. Co. of Canada, Galt.

Dish Washers

Home Helps Sales Co., Montreal.

Display Racks and Stands

Cameron & Cameron, Toronto.

National Mfg. Co., Sterling, Ill.

Doors, Metal

Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen

Kasement Skrene Dore Co., Toronto.

Door Bolts

Canada Steel Goods Co., Hamilton, Can.

National Mfg. Co., Sterling, Ill.

The Stanley Works, New Britain, Conn.

Toronto Lock Mfg. Co., Toronto.

Door Checks

Canadian Yale & Towne, St. Catharines.

G. W. Mallory Co., Blenheim, Ont.

Wm. Newman & Sons, Birmingham, Eng.

Toronto Lock Mfg. Co., Toronto.

Door Hangers

Allith Mfg. Co., Ltd., Hamilton, Ont.

Canada Steel Goods Co., Hamilton, Ont.

Taylor-Forbes Co., Guelph, Ont.

National Mfg. Co., Sterling, Ill.

Toronto Lock Mfg. Co., Toronto.

Door Pulls

Stratford Brass Co., Ltd., Stratford, Ont.

Draining Tools

Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Brast

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

North Bros. Mfg. Co., Philadelphia, Pa.

Stanley Rule & Level Co., New Britain, Conn.

Wilkinson & Kompass, Hamilton, Ont.

Drill Chucks

Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'

Canada Foundries & Forgings, Brockville.

Drills

Canadian Fairbanks-Morse Co., Ltd., Montreal.

Butterfield & Co., Inc., Rock Island, Que.

Goodell-Pratt Co., Greenfield, Mass.

North Bros. Mfg. Co., Philadelphia, Pa.

Stanley Rule & Level Co., New Britain, Conn.

Wilkinson & Kompass, Hamilton, Ont.

Drop Forgings

Williams & Co., J. H., Brooklyn, N.Y.

Dry Colors

Brandram-Henderson, Montreal.

Canada Paint Co., Ltd., Montreal.

B. C. Jamieson & Co., Ltd., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

Ottawa Paint Works, Ottawa.

A. Ramsay & Son Co., Montreal.

G. F. Stephens & Co., Ltd., Winnipeg.

Martin-Senour Co., Ltd., Montreal.

McArthur Irwin, Montreal.

Dusters

Channell Chemical Co., Toronto.

Dynamite

Du Pont American Industries, Wilmington, Del.

Dry Cells

Canada Dry Cells, Ltd., Winnipeg.

Canadian National Carbon Co., Toronto.

Canadian H. W. Johns-Manville Co., Toronto.

Canadian General Electric Co., Ltd., Toronto.

Dominion Battery Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough

Metallic Roofing Co., Toronto and Winnipeg.

Pedlar People, Limited, Oshawa.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Toronto Lock Mfg. Co., Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters

Louis McLain Co., Ltd., Winnipeg, Man.

Collette Mfg. Co., Collingwood.

Egg Cases

Miller Bros. Co., Ltd., Montreal, Que.

Walter Woods & Co., Hamilton.

Egg Case Fillers

Miller Bros. Co., Ltd., Montreal, Que.

Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons

Jas. Morrison Brass Mfg. Co., Toronto.

Elbows

Thos. Davidson Mfg. Co., Ltd., Montreal.

Pedlar People, Ltd., Oshawa, Ont.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells

Canadian General Electric Co., Ltd., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans

Canadian General Electric Co., Ltd., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Northern Electric Co., Ltd., Montreal.

A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures

Canadian General Electric Co., Ltd., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Northern Electric Co., Ltd., Montreal.

Tallman Brass & Metal Co., Hamilton.

Electric Grates

Great West Electric Co., Ltd., Winnipeg, Man.

Toronto Lock Mfg. Co., Toronto.

Electric Materials

A. G. Martin, Ottawa, Ont.

Electric Plates

Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties

Benjamin Electric Co., Toronto.

Canadian General Electric Co., Ltd., Toronto.

Canadian National Carbon Co., Toronto.

Dominion Battery Co., Ltd., Toronto, Ont.

Factory Products Co., Toronto.

A. C. Gilbert Co., New Haven, Conn.

Great West Electric Co., Ltd., Winnipeg, Man.

Interstate Electric Novelty Co., Toronto.

Landers, Frary & Clark, New Britain, Conn.

National Electric Heating Co., Toronto.

North American Hardware Co., Ltd., Montreal, Que.

Northern Electric Co., Ltd., Montreal.

Spielmann Agencies, Ltd., Montreal, Que.

Superior Electric, Ltd., Pembroke, Ont.

Electrical Toys

A. C. Gilbert Co., New Haven, Conn.

Electro-plating

Toronto Lock Mfg. Co., Toronto.

Enamels

Boston Varnish Co., Everett Station, Boston, Mass.

Enamelled Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.

Sheet Metal Products Co. of Canada, Toronto.

E. T. Wright Co., Hamilton, Can.

Engines

Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers

John Oakley & Sons, London, Eng.

Eveners

Gregg Mfg. Co., Ltd., Winnipeg, Man.

D. Auckland & Son, Ltd., Winnipeg, Man.

Expansion Tanks

Pease Foundry Co., Ltd., Toronto.

Explosives

Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins

Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

Extinguishers, Fire

Booth-Coulter Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Northern Electric Co., Montreal.

Fanlight Openers

Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills

Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen

National Mfg. Co., Sterling, Ill.

Stratford Brass Co., Ltd., Stratford, Ont.

The Stanley Works, New Britain, Conn.

Farm Lighting Outfits

Canadian General Electric Co., Ltd., Toronto.

Northern Electric Co., Montreal.

Faucets, Petroleum

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes

Canada Foundries & Forgings, Brockville.

Toronto Lock Mfg. Co., Toronto.

Feed Cookers

Wheeler & Bain, Toronto.

James Bros. Co., Perth.

Felts (Tarred and Carpet)

McArthur & Co., Alex., Montreal, Que.

Fencing and Gates

Banwell-Hoxie Wire Fence Co., Hamilton.</

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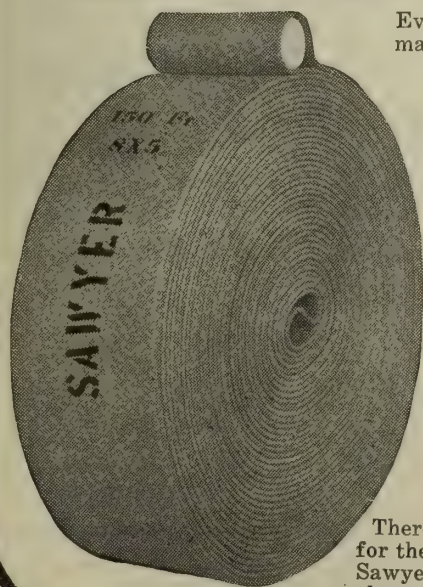
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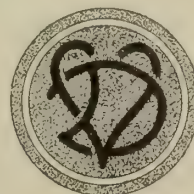
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THE BUYERS' GUIDE

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Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings

Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies

Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Furnaces

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Flashlights, Electric

Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware

Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters

Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers

F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Force Cups

Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels

Thos. Davidson Mfg. Co., Ltd., Montreal.

Fixtures, Store

Milbradt Mfg. Co., St. Louis, Mo.

Furnaces

Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespler, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Fruit Jars

Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish

Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire

Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands

Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double

Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths

John Oakley & Sons, London, Eng.

Galvanized Steel Sheets

Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.
Pedlar People Ltd., Oshawa, Ont.

Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Garden Cultivators and Weeders

J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Erie Iron Works, St. Thomas, Ont.
Eureka Planter Co., Woodstock.

Garage Hardware

Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans

Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Galvanizing

Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices

Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe

Canada Metal Co., Ltd., Toronto.

Generators

Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars

Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters

Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline

Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges

L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glassware

Leeks & Potts, Hamilton, Ont.

Glass, Window, Plate, Ornamental

Leeks & Potts, Hamilton, Can.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric

Superior Electric, Ltd., Pembroke, Ont.

Glue, Sheet and Ground

Canada Glue Co., Brandon, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters

Goodell-Pratt Co., Greenfield, Mass.

Glass Sanders

Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds

Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves

Hamilton-Carhartt Co., Toronto.

Granaries, Portable, Metallic

Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases

Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power

American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Grindstones

The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels

American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns

Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights

Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws

Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades

Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames

Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines

Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters

G. L. Griffith Son, Stratford, Ont.
Johnson Halter Co., Samia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammers

Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hammocks

Galt Robe Co., Galt, Ont.

Hand Drills

Goodell-Pratt Co., Greenfield, Mass.

Handles

J. H. Steel Mfg. Co., St. Thomas, Ont.

Hand Pulls

North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door

Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track

Reatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

National Machinery & Supply Co., Hamilton.
National Mfg. Co., Sterling Ill.

F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.

Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door

Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track

Allith Mfg. Co., Hamilton, Can.
Reatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen

National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps

Wells Bros. Co. of Canada, Galt.

Handscrews

National Machinery & Supply Co., Hamilton.

Harness

Samuel Trees & Co., Toronto.

Hardware Specialties

Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

"

Duluth Show Case Co., Duluth, Minn.

Hardware Shelving

Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings

Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets

Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto

Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal, Que.

Heaters

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric

Superior Electric, Ltd., Pembroke, Ont.

Heels and Soles, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hinges, Strap and Tee

Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball

Toronto Lock Mfg. Co., Toronto.

Hockey Sticks

J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes

Ward & Payne, Sheffield, Eng.

Holists

Manitoba Bridge & Iron Works, Ltd., Winnipeg

Hones

American Hone Co., Winnipeg, Man.

Horse Singers

Collins Mfg. Co., Toronto.

Hones, Razor

The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber

Canadian Consolidated Rubber Co., Montreal.

Horse Nails

C. Kloepper, Limited, Toronto, Ont.

Horse Shoes

D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Compass, Hamilton.

Horse Shoe Pads

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies

Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hooks and Sockets

Williams & Co., J. H., Brooklyn, N.Y.

Ice Scrapers

James Bros. Co., Perth, Ont.

Ice Cream Freezers

Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs

D. Ackland & Son, Ltd., Winnipeg.

Incubators

Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed

H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic

Jas. Morrison Brass Mfg. Co., Toronto

Instruments of Precision

L. S. Starrett Co., Athol, Mass.

Iron Enamels

Boston Varnish Co., Everett Station, Boston, Mass.

Iron Boards

J. E. Beauchamp & Co., Montreal.

Iron, Corrugated

Baines & Peckover, Toronto.

Canada Metal Co., Toronto.

Metallic Roofing Co., Toronto and Winnipeg

Iron Handles

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pronounced "RU" as in RUBY RU-BER-OID ROOFING COSTS MORE - WEARS LONGER.

Trade-Mark
Registered

SOLE CANADIAN MAKERS:

THE STANDARD PAINT CO. OF CANADA, LIMITED

MONTREAL

TORONTO

WINNIPEG

VANCOUVER

FREE—A Counter Display
that sells

MENDETS

A PATENT PATCH

Ask your jobber for a "Mendets" Counter Display. Put it where your customers will be constantly reminded that they need "Mendets" to repair leaky graniteware, hot water bags, cooking utensils and rubber goods of all kinds.

Sales follow as a matter of course.

Ask your jobber to supply you with a Mendet Display Container. It attracts favorable attention and brings profitable sales.

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Ltd., Calgary, Alta.; Louis McLain Co., Ltd., Winnipeg, Man.; Lewis Bros., Ltd., Montreal, Que.; Wood, Vallance & Leggat, Ltd., Vancouver, B.C.; Kennedy Hardware Co., Toronto; T. McAvity & Sons, Ltd., St. John, N.B.; H. S. Howland, Sons & Co., Toronto.

Collette Mfg. Company, Collingwood, Ont., Canada



YOU'LL MAKE MONEY ON THESE BECAUSE—

**BLACK DIAMOND Tarred Felt
JOLIETTE and CYCLONE Brands**

Sheathings, Roofings and all lines of Building Paper are of the best material and sure to secure repeat orders.

Saves money for your customers. They'll reciprocate—by giving you their business in other lines. We also sell you wrapping papers of all descriptions. All kinds of Sheathing made at our own mills.

Our reputation is behind all these Brands.



ALEX. McARTHUR & COMPANY, LIMITED

82 MCGILL STREET, MONTREAL

The Oribio Mfg. Co., Limited, Winnipeg, is our Sole Selling Agent for the Northwest Provinces

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

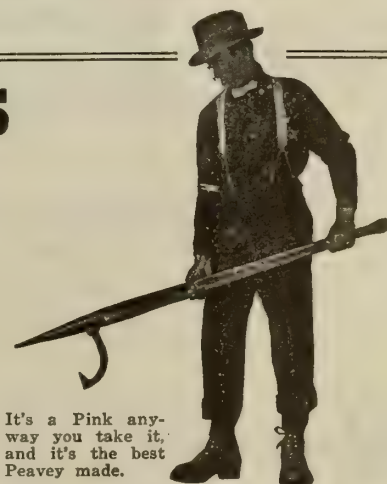
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it, and it's the best Peavey made.

THE BUYERS' GUIDE

Iron and Steel Bars

Baines & Peckover, Toronto.
 Thos. Birkett & Son Co., Ltd., Ottawa.
 Can. Rolling Mills Co., Ltd., Montreal, Que.
 Caverhill, Learmont & Co., Montreal.
 Dominion Iron & Steel Co., Sydney, N.S.
 A. C. Leslie & Co., Ltd., Montreal.
 Steel Co. of Canada, Ltd., Hamilton.
 Lewis Bros., Ltd., Montreal.
 London Rolling Mills, London, Ont.
 Manitoba Bridge & Iron Works, Winnipeg, Man.
 Nova Scotia Steel Co., New Glasgow, N.S.
 Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural

Baines & Peckover, Toronto.

Irons

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline

Merchants Hardware Specialties, Ltd., Calgary, Alta.
 National Stamping & Electric Works, Chicago.
 Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes

National Machinery & Supply Co., Hamilton.

Jack Screws

Canada Foundries & Forgings, Brockville, Ont.

Japans

Boston Varnish Co., Everett Station, Boston, Mass.

Kettles

Can. Foundries & Forgings, Ltd., Brockville, Ont.
 Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws

Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent

Corning Glass Works, Corning, N.Y.

Knife Sharpeners

J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table

Geo. Butler & Co., Ltd., Sheffield, Eng.
 Jonathan Crookes & Son, Ltd., Sheffield, Eng.
 James Hutton & Co., Montreal.
 Landers, Frary & Clark, New Britain, Conn.
 Merchants Hardware Specialties, Ltd., Calgary, Alta.

Knives, Sportsmen's

Mable Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty

Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extension, Store, etc.

Allith Mfg. Co., Ltd., Hamilton, Ont.
 Beatty Bros., Ltd., Fergus, Ont.
 John Calender Mfg. Co., St. Paul, Minn.
 Milbradt Mfg. Co., St. Louis, Mo.
 Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic

Baines & Peckover, Toronto.

Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten

Besters Jackson Co., Toronto.
 The Canadian Laco-Philips Co., Toronto.
 Great West Electric Co., Ltd., Winnipeg, Man.
 Churton & Taylor, Toronto.
 North American Hardware Co., Ltd., Montreal, Que.

Lamp Black

L. Martin Co., New York, N.Y.
 A. Ramsay & Son Co., Montreal.
 Wilkes-Martin-Wilkes Co., New York.

Lamp Chimneys

Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting

Great West Electric Co., Ltd., Winnipeg, Man.
 Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile

Dominion Battery Co., Ltd., Toronto, Ont.
 North American Hardware Co., Ltd., Montreal, Que.

Lamps, Lanterns, Electric, Hand

Canadian General Electric Co., Toronto.
 Canadian National Carbon Co., Toronto.
 Dominion Battery Co., Toronto.
 Interstate Electric Novelty Co., Toronto.
 Great West Electric Co., Ltd., Winnipeg, Man.
 Spielmann Agencies, Montreal.

Lamps, Tungsten

Canadian Laco-Philips Co., Toronto.
 Canadian Tungsten Lamp Co., Hamilton, Ont.
 North American Hardware Co., Ltd., Montreal, Que.

Lamps, Nitrogen

Canadian Laco-Philips Co., Toronto.
 Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
 North American Hardware Co., Ltd., Montreal, Q.
Lamps and Lanterns, Gasoline and Kerosene
 National Stamping & Electric Works, Chicago, Ill.
 North American Hardware Co., Ltd., Montreal, Que.
 Powerlight Co., Winnipeg, Man.

Lanterns, Oil

Thos. Davidson Mfg. Co., Montreal.
 Ontario Lantern & Lamp Co., Hamilton, Ont.
 Schultz Mfg. Co., Hamilton, Can.
 E. T. Wright Co., Hamilton, Ont.

Latches

Can. Foundries & Forgings, Ltd., Brockville, Ont.
 National Mfg. Co., Sterling, Ill.

Lathe Dogs, Drop-forged

Williams & Co., J. H., Brooklyn, N.Y.

Laundry Tubs, Iron, Plate, Cement

Empire Mfg. Co., London, Ont.

Lawn Swings

J. E. Beauchamp & Co., Montreal.

Lawn Mowers

Canada Foundries & Forgings, Ltd., Brockville.
 Clipper Lawn Mower Co., Dixon, Ill.
 Milbradt Mfg. Co., Sterling, Ill.
 Taylor-Forbes Co., Guelph, Ont.

S. P. Townsend & Co., Orange, N.J.

Lead, Black

John Oakley & Sons, London, Eng.

Leather Belting and Soles

Beardmore & Co., Toronto.

Lead, Sheets and Pipe

Canada Metal Co., Toronto.
 Empire Mfg. Co., London, Ont.
 Hoyt Metal Co., Toronto.

A. C. Leslie & Co., Montreal.**Lead Traps and Bends**

Canada Metal Co., Toronto.
 Empire Mfg. Co., London and Toronto.
 Hoyt Metal Co., Toronto.

Lace Leather

Wm. Taylor, Parry Sound, Ont.

Lead Washers

Canada Metal Co., Ltd., Toronto.

Lens

McKee Glass Co., Buffalo, N.Y.
 Stopgiare Co., Hamilton, Can.

Levels

H. Diston & Sons, Toronto.
 Goodell-Pratt Co., Greenfield, Mass.
 Stanley Rule & Level Co., New Britain, Conn.
 L. S. Starrett Co., Athol, Mass.

Level Glasses

Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes

Walter Woods & Co., Hamilton.
 Western Wire & Nail Co., London.

Linoleum Finishes

Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil

Brandram-Henderson, Montreal.
 Dominion Linseed Oil Co., Baden and Toronto.
 R. C. Jamieson & Co., Ltd., Montreal.
 Prairie City Oil Co., Winnipeg, Man.
 A. Ramsay & Son Co., Montreal.
 Sherwin-Williams Co., Ltd., Montreal.

Locomotive Tools

Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools

Canadian Warren Axe & Tool Co., St. Catharines, Ont.
 Thos. Pink & Co., Pembroke, Ont.

Mantles, Gas

Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work

Empire Mfg. Co., London, Ont.

Matches

E. B. Eddy Co., Hull, Que.

Mats, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers

Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers

Cameron & Campbell, Toronto.

Metals, Expanded

Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.

Atlas Metals & Alloys Co., Montreal.
 Baines & Peckover, Toronto.
 Canada Metal Co., Toronto.
 Hoyt Metal Co., Toronto.
 Tallman Brass & Metal Co., Hamilton, Can.
 A. C. Leslie & Co., Montreal.
 Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights.**Siding, Cornices, Ventilators, Valley Windows.****Doors, etc.**

Metallic Roofing Co., Toronto.
 Pedlar People, Oshawa, Ont.
 Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica

A. G. Martin, Ottawa, Ont.

Menders, Utensils

Collette Mfg. Co., Collingwood.
 H. Nagle Co., Montreal.

Meters

Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan

North American Hardware Co., Ltd., Montreal.
 Vol-Peak Mfg. Co., Montreal.

Micrometers

Goodell-Pratt Co., Greenfield, Mass.
 L. S. Starrett Co., Athol, Mass.
 Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters

Pratt & Whitney Co., Ltd., Dundas.

Milk Cans

Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors

Leeks & Potts, Ltd., Hamilton, Ont.
 Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes

Goodell-Pratt Co., Greenfield, Mass.
 Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws

H. Diston & Sons, Ltd., Toronto.

Molasses Gates

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motor Trucks

Canadian Pneumatic Tool Co., Ltd., Montreal, Que.
 Ford Motor Co., Ford Ont.

Motors

Canadian General Electric Co., Ltd., Toronto.

Motor Cycles

Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
 North American Hardware Co., Ltd., Montreal, Q.

Motor Trucks

Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Motor Generators

Canadian General Electric Co., Ltd., Toronto.
 Great West Electric Co., Ltd., Winnipeg, Man.
 Northern Electric Co., Montreal.

Nails, Wire

Canadian Tube & Iron Co., Ltd., Montreal.
 Caverhill, Learmont & Co., Montreal.
 Colonial Wire Mfg. Co., Ltd., Montreal.
 H. S. Howland, Sons & Co., Toronto.
 Laidlaw Bale-Tie Co., Ltd., Hamilton.
 Lewis Bros., Ltd., Montreal.
 Steel Co. of Canada, Ltd., Hamilton, Ont.
 Parmenter & Bulloch, Gananoque, Ont.
 Western Wire & Nail Co., London.

Nail Pullers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe

Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes

Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nuts, Thumb

Williams & Co., J. H., Brooklyn, N.Y.

Oil Cans

Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal

Dominion Linseed Oil Co., Toronto.

Oil, Coal

Imperial Oil Co., Toronto.

Oils, Cylinder

Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers

Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine

Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves

Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps

S. F. Bowser & Co., Inc., Toronto, Can.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers

Cannon Oiler Co., Keithsburg, Ill.
 Thos. Davidson Mfg. Co., Ltd., Montreal
 Sheet Metal Products Co. of Canada, Toronto.

Orange Derinders

J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings

Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc

Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence

Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates

McGregor, Banwell Fence Co., Ltd., Walkerville.

Packings

Consumers Cordage Co., Montreal.
 Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
 Jenkins Bros., Ltd., Montreal.
 Scythes, Ltd., Toronto.

Paint, Ready Mixed, Barn, Roof, Flat Wall.**Concrete, Floor, Cement, Aluminum, Marine**

Brandram-Henderson, Ltd., Montreal.
 Canada Paint Co., Montreal.
 R. C. Jamieson & Co., Montreal.
 Imperial Varnish & Color Co., Toronto.
 Lowe Bros, Ltd., Toronto.
 Martin-Senour Co., Montreal.
 McArthur-Irwin, Ltd.
 The Ottawa Paint Works, Ottawa.
 A. Ramsay & Son Co., Montreal.
 Sanderson, Percy Co., Ltd., Toronto.
 Standard Paint & Varnish Co., Ltd., Windsor, Ont.

Sherwin-Williams Co., Montreal.

G. F. Stephens Co., Winnipeg.

Benjamin Moore & Co., Toronto.

Paint Brushes

Boeckh Bros., Toronto.
 Meakins & Sons, Hamilton.
 T. S. Simms & Co., St. John, N.B.

Paint and Varnish Remover

Canada Paint Co., Ltd., Montreal.
 Dougall Varnish Co., Ltd., Montreal.
 R. C. Jamieson & Co., Ltd., Montreal.
 Martin-Senour Co., Ltd., Montreal.
 Sherwin-Williams Co., Montreal.
 A. Ramsay & Son Co., Montreal.

Paper Balers

Olmax Baler Co., Hamilton.
 Spielmann Agencies, Montreal.

Parcel Carriers

Gipe-Hazard Store Service Co., Montreal.

Paris Green

Canada Paint Co., Montreal.
 McArthur Irwin, Montreal.
 Sherwin-Williams Co., Montreal.

Paper Bags

Walter Woods & Co., Hamilton.

Paper, Wrapping

Walter Woods & Co., Hamilton.

Packing Rubber

Canadian Consolidated Rubber Co., Montreal.
 Dunlop Tire & Rubber Co., Toronto.
 Gutta Percha & Rubber Co., Ltd., Toronto.

Pads

D. Ackland & Sons, Winnipeg.

Pads for Horses

American Pad & Textile Co., Chatham.
 Burlington Windsor Blanket Co., Toronto.

Pails

Thos. Davidson Mfg. Co., Ltd., Montreal.
 Soren Bros., Toronto.

Pails, Wooden

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals

B. Greening Wire Co., Ltd., Hamilton.

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

HARNESS OIL NEATSFOOT OIL

Special Cylinder Oil (for steam engines).
A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machines Oil (for general use).
Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

E. Roy,
65 1/2 St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.
STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

HARDWARE BUSINESS WANTED — IN good Ontario town or city. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto.

This little advertisement inserted in **HARDWARE AND METAL** not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE

P X H

TRADE MARK

FILES

**HARD AS A DIAMOND
AND
STRAIGHT AS A STRING
TWO BRANDS
ONE QUALITY—THE BEST
They Cut Faster and Wear Longer**

**PORT HOPE FILE MFG. CO.,
LIMITED
PORT HOPE - ONTARIO**

"Ask your jobber"

IMPERIAL

TRADE MARK

THE BUYERS' GUIDE

Percolators, Coffee

Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles

J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines

Cushman Motor Works, Ltd., Winnipeg, Man.

Piston Rod Pocking

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Pistols

Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper

Canada Metal Co., Ltd., Toronto.

Phonographs

Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg.

Pig Iron

A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon

Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)

Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies

Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized

American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor

Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead

Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove

Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor

Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting

Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination

Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares

D. Ackland & Son, Winnipeg

Plugs, Rubber

Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools

Empire Mfg. Co., London, Ont.

Plumbers' Supplies, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Planes

Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequerered

Baines & Peckover, Toronto.

Polishes

Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.

Polishing Heads

Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife

Jno. Oakey & Sons, London, Eng.

Poles, Electric Light

Northern Electric Co., Montreal

Pole Line Material

Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets

Toronto Lock Mfg. Co., Toronto.

Poultry Netting

Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands

Rideau Specialty Co., Smith's Falls, Ont.

Pulls

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps

Beatty Bros. Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pump Oilers

Cannon Oil Co., Keithsburg, Ill.

Punches, Centre Drive, etc.

Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket

Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.

Putty

Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes

Gipe Hazard Store Service Co., Toronto

Pulleys

Canada Foundries & Forgings, Brockville

Quilts

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators

Empire Mfg. Co., London, Ont.

Radiator Valves

Jenkins Bros., Ltd., Montreal

Railings, Brass

Railroad Supplies, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Jas. Morrison Brass Mfg. Co., Toronto

The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes

Doust Specialty Co., Toronto.

Ward & Payne, Sheffield, Eng.

Razors

Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., She., Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers

Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills

Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills

Goodell-Pratt Co., Greenfield, Mass.

Refrigerators

Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware

Toronto Lock Mfg. Co., Toronto.

Registers

Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles

Harrington & Richardson Arms Co., Worcester, Mass.

Rivets

Parmenter Bulloch Co., Gananoque, Ont.

Roadlighters

C. A. Shaler Co.

Roofing, Ready

Bird & Son, Hamilton, Can.
Rishorprie Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal

Rules

Jas. Chesterman & Co., She., Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Saws, Hand and Circular

E. C. Atkins Co., Hamilton, Can.
Henry Dietson & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Scrapers

Canadian Shovel & Tool Co., Hamilton, Can.

Screws

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Screws, Thumb

Williams & Co., J. H., Brooklyn, N.Y.

Screw and Bolt Cases

Duluth Show Case Co., Duluth, Minn.

Screw Machines

Stratford Brass Co., Ltd., Stratford, Ont.

Shades, Electric

Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting

McArthur & Co., Alex., Montreal, Que.

Sheets, Galvanized and Black

American Rolling Mills, Middletown, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
R. & S. H. Thompson, Montreal, Que.

Shovels

J. E. Beauchamp & Co., Montreal, Que.
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

Show Cases

Duluth Show Case Co., Duluth, Minn.

Silo Lugs

Otterville Mfg. Co., Otterville, Ont.

Sinks

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.

Silver Plated Ware

Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder

Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Fort Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Read, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste

Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Solderall

Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes

Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades

Canadian Shovel & Tool Co., Hamilton, Ont.
Eric Iron Works, St. Thomas, Ont.

Spark Plugs

Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners

Williams & Co., J. H., Brooklyn, N.Y.

Spiders

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spoke Shaves

Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets

Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers

Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Spring Dies

B. J. Coghlin Co., Ltd., Montreal, Que.

Stable Fittings

Wells Bros. Co., of Canada, Galt
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains

Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcey & Co., Toronto.
Sherwin-Williams Co., Montreal
Standard Paint & Varnish Co., Windsor Ont.
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Staples

Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Store Fixtures

Cameron & Campbell, Toronto.
Milbradt Mfg. Co., Sterling, Ill.
Walker Bin & Store Fixture Co., Kitchener, Ont.

Stoves

Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Gurney Foundry Co., Toronto
Hoosier Stove Co., Marion, Ind.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook

Louis McLain Co., Ltd., Winnipeg, Man.

Stoves and Ranges, Electric

Superior Electric, Ltd., Pembroke, Ont.

Stoves, Gasoline

National Stamping & Electric Works, Chicago

Stove Lining

Geo. W. Read, Montreal.

Stove Pipe

Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products Co. of Canada, Toronto.

Stretchers, Wire

Ranwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Steel, Reinforcing

Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip

Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils and Ink

Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers

Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes

Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire

Baines & Peckover, Toronto, Ont.
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Burlington Windsor Blanket Co., Toronto.**Switches, Switchboards**Canadian General Electric Co., Ltd., Toronto
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Northern Electric Co., Montreal.**Supply Pipes, Iron and Brass, Bath and Basin**

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Winnipeg**Tanks, Cistern**

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized SteelEmpire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg**Taps**Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.**Tap Holders**Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.**Tapping Attachments**Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt**Tape, Rubber Friction**

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Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.**Tea Pots and Urns, Tea Ball**

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Thimbles, Smoke Pipe

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Barion Netting Co., Windsor

Tiling, RubberDunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.**Tinsmiths' Machinery**Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.**Tire Carriers, Automobile**Kinsinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.**Tires and Tubes, Automobile and Motor Truck**Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine, O.
North American Hardware Co., Ltd., Montreal.**Tires and Tubes, Bicycle**

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Tire Accessories

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Truck Supplies

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Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.**Tools, Garden**Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.**Tools, Harvest**Beatty Bros., Ltd., Fergus, Ont.
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A. C. Gilbert Co., New Haven, Conn.**Tools, Blacksmiths'**

D. Ackland & Son, Winnipeg.

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Goodell-Pratt Co., Greenfield, Mass.
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Beatty Bros., Fergus, Ont.

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Stanley Rule & Level Co., New Britain, Conn.**Truing Devices**

Cleveland Stone Co., Cleveland, Ohio

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Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.**Turning Tools**Buck Bros., Millbury, Mass.
Ward & Payne, Sheffield, Eng.**Tubs**

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Tumbler Holders

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Tubing, Steel

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TwinesConsumers Cordage Co., Montreal
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Walter Woods & Co., Hamilton**Valve Stamps**

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Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
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Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.**Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check**Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Bros. Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
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Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Percy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton**Vehicles, Business**

Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

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Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.**Vises, Pipe**

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VulcanizersAdamson Mfg. Co., Hamilton
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Woodstock Wagon Mfg. Co., Woodstock, Ont.

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Chicago Flexible Shaft Co., Chicago, Ill.

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The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
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Wilkinson & Kompass, Hamilton**Washers, Rubber**

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Great West Electric Co., Ltd., Winnipeg, Man.
Maytag Co., Winnipeg, Man.
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Northern Electric Co., Montreal**Waste, Cotton**Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton**Wash Boards**Canadian Woodenware Co., St. Thomas, Ont.
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Swan Mfg. Co., Winnipeg**Wedges**Can. Foundries & Forgings, Ltd., Brockville, Ont.
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Rice, Lewis & Sons, Ltd., Toronto
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Steel Co. of Canada, Ltd., Hamilton**Wire**Canadian Tube & Iron Co., Ltd., Montreal
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Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London**Wire Mats**

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Trimont Mfg. Co., Roxbury, Mass.
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J. H. Williams Co., Brooklyn, N.Y.**Wrench Sets**

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Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet

L. S. Starrett Co., Athol, Mass.

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Canadian Tube & Iron Co., Ltd., Montreal

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The July issue contains, besides, a cluster of other big features—readable, fearless and strong. Here are a few of the best:



Field-Marshal Sir Douglas Haig.

Imperial Topics

- “Pocketing Our Imperial Pride” By H. G. Wells
- “Canada’s New Place in the Empire” By Prof. P. M. Kennedy
- “Living Up to Our Reputation” By Agnes C. Laut

The War - - -

- “Your Old Uncle Sam is Coming Right Back of You” By Lieut.-Col. J. B. Maclean
- “Stemming the Teuton Tide” By Geo. Pearson

Fiction - - -

- “The Strange Adventure of the Open Door” By Arthur Stringer
- “The Three Sapphires” - By W. A. Fraser
- “The Torby Tragedy” - By A. C. Allenson
- “The Magic Makers” - By Alan Sullivan
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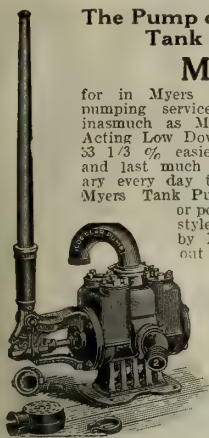
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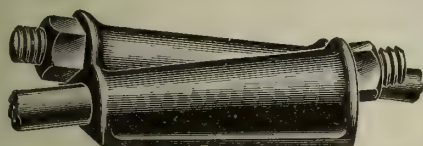
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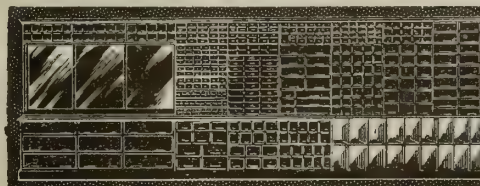
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Agents: A. RAMSAY & SON COMPANY, Montreal



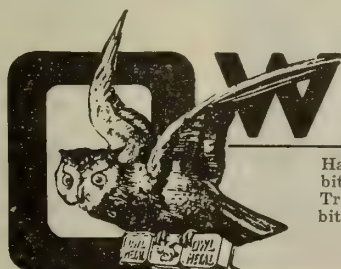
Glaziers' Diamonds



Wall Cases, Shelving, Display Counters,
Nail Bin Counters, Screw Cases—all kinds
of Store Fittings.

The quality of our goods is second to none. Prices right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada



OWL METALS

Hardware Dealers who at one time hesitated on the Bab-
bitt Metal question now find that Owl Metals pay the rent.
Try selling Owl Traction Babbitt for Tractors, Owl Bab-
bitt Metal for Thrashers.

OWL METAL CO., LIMITED, WINNIPEG

MANUFACTURERS

SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Our Grades

Colored---Nos. 1B, 1A, 7, 1, 5
White---Nos. Jap, XC, X, XX, XXX

*Write for and compare
our prices with others*

ACME WASTE MFG. CO. LIMITED

482 WELLINGTON ST. W., TORONTO
5 Queen Street, Montreal 1206 McArthur Bldg., Winnipeg

C. KLOEPFER, LIMITED

Edward Halloran, Manager

44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL HEAVY HARDWARE AUTOMOBILE ACCESSORIES



This is the trademark to look for in buying your Hardware, Woodenware, Sporting Goods, Automobile Supplies, Toys and Games.

Our complete catalogue will be mailed on request

J. E. BEAUCHAMP & CO. MONTREAL

Agents:
R. G. Bedlington & Co., Vancouver, B. C.
Lynch & Manly, Toronto, Ont.

PEERLESS ORNAMENTAL FENCING

A Big Trade Is Waiting for You.

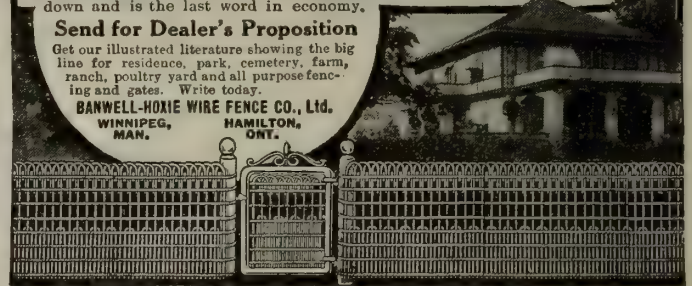
YOUR business will jump to the front the minute you display Peerless Fencing. In price, quality, designs and actual worth you can guarantee every foot of it. We stand back of you.

Open hearth steel wire, crimped springy horizontal wires combine to make the Peerless fence outlast ordinary kinds of fencing. Defies rust, holds unruly animals, can't sag, can't break down and is the last word in economy.

Send for Dealer's Proposition

Get our illustrated literature showing the big line for residence, park, cemetery, farm, ranch, poultry yard and all purpose fencing and gates. Write today.

BANWELL-HOXIE WIRE FENCE CO., Ltd.
WINNIPEG, MAN. HAMILTON, ONT.



WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL HEAVY HARDWARE

MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY



Order Guaranteed Goods, Mr. Dealer.

When dealers order Best's Linoleum or Oilcloth Bindings they know that they are ordering goods that carry the guarantee of a substantial Canadian firm.

Be sure and specify "Best's" and you'll get it.

BEST WEATHER STRIP CO., LIMITED
HAMILTON, CANADA



Look for the full name
Russell Jennings
 stamped on the round of our
Auger Bits

The original double twist auger bit, patented by
 Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
 CHESTER, CONN., U.S.A.



**GERMANTOWN
LAMPBLACK**

THE L. MARTIN CO.
 HEADQUARTERS FOR
LAMPBLACK
 IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and
 Pyramid Germantown Brands.
 Suppliers of Bulk Blacks to the highest class
 Grinding Trade.

THE L. MARTIN CO.
 Montreal, Toronto, Winnipeg, New York,
 Philadelphia, London, Eng.

JOSEPH RODGERS & SONS
 SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade

REGISTERED TRADE MARK

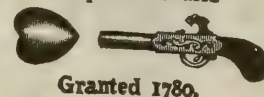
 GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
 MONTREAL

For sale by
 Leading
 Wholesale
 Houses.

Corporate Mark



Granted 1780.

Jonathan Crookes & Son
 Sheffield, England

SUPREME CUTLERY



BRANTFORD
 The
Superior All Round
GLUE

You'll find that Glue sold in packages meets with much favor
 with the consumer—that's "Brantford" Glue. Very economical.
 Put up in $\frac{1}{4}$, $\frac{1}{2}$ and 1 lb. packages.
 Buy from your jobber.

CANADA GLUE CO., Limited - - Brantford, Ontario.

ELEY BROTHERS, LTD.

specialize in the manufacture of the following articles at
 the lowest prices:

SHAVING STICK CASES

OVAL AND ROUND TOPS

for Powder Tins, Cruets, Dredgers, etc.

METAL BOXES

for Dentifrice, Soap Tablets, etc.

FERRULES

for Walking Sticks, Whips, Bamboo Fittings, etc.

PENCIL FITTINGS

in any of the following metals: Brass, Copper, or White-
 metal (nickel or silver plated), Aluminium and Jewellers'
 Metal (Tombac.)

Eley Bros., Ltd. (Dept. 21) Edmonton, London, N.

Consult Hardware and Metal Buyers' Guide

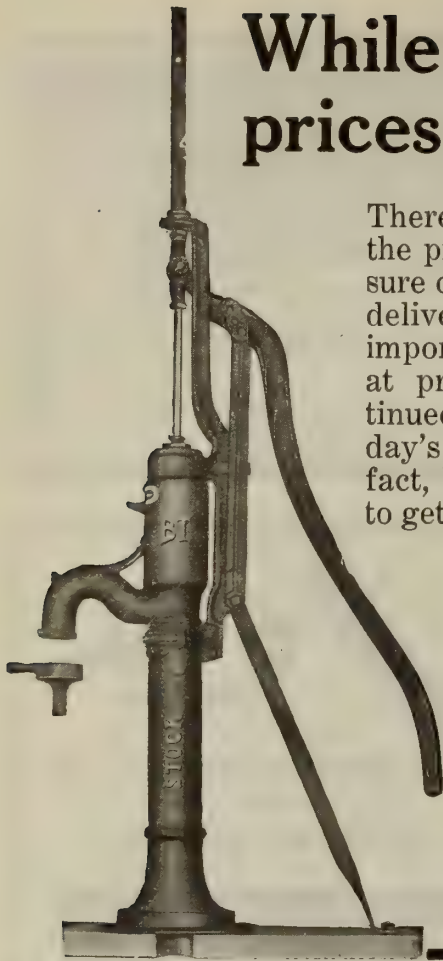
If what you want isn't advertised in this issue, consult our Buyers' Directory. If it isn't listed in our Directory, write us and we will give you the information.

While you hesitate prices soar

There is no virtue in a waiting policy with the pig iron situation as it is. Better make sure of your BT Pumps for Fall while deliveries can be assured. With the import of pig iron absolutely cut off at present, prospects for a continued supply of BT Pumps at today's prices are none too rosy. In fact, later on it may be impossible to get them at all.

What you want for Fall, as well as what you need now should be ordered immediately.

The longer you delay the more it will cost you.



BEATTY BROS., Limited, Fergus, Ont.

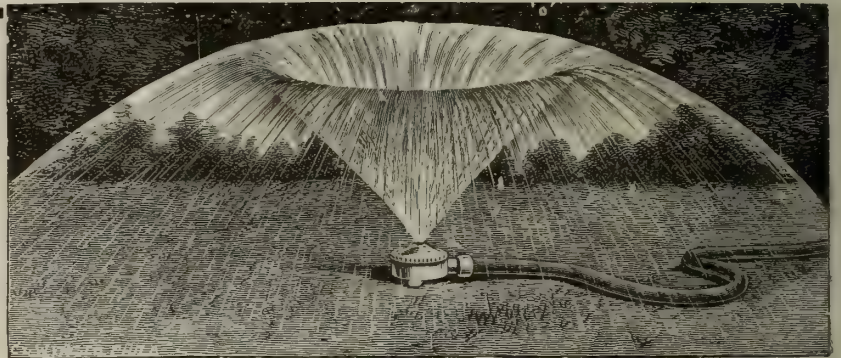
St. John, N.B.

Montreal

Winnipeg

Edmonton

Brass Goods and Lawn Supplies

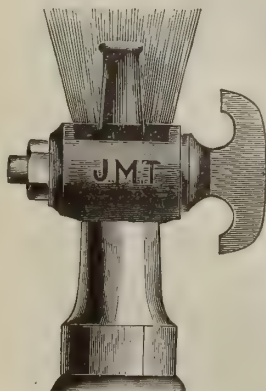


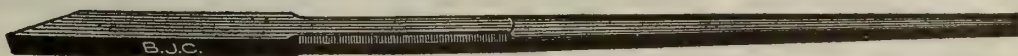
Are you ready to meet this season's demand for Lawn Supplies? The products of the James Morrison Brass Mfg. Co., Ltd., are famous for service and reliability wherever they are sold. When you make a definite claim for Morrison goods you more than make a sale—you have extended a service to your customer that will be appreciated in repeat orders later. Phone or write at once for prices and particulars of Morrison Lawn Supplies.

(Manufacturers of the famous Stack Gas Water Heater)

James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West - Toronto



CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

**SPECIFY
DOMINION BRAND**

J. H. McCOMB, LIMITED

Manufacturers of all kinds of
Building Paper, Pitch and Coal Tar

MONTREAL**FORSTNER BITS****THE PROGRESSIVE MANUFACTURING CO.**

Torrington, Conn., U.S.A.

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.



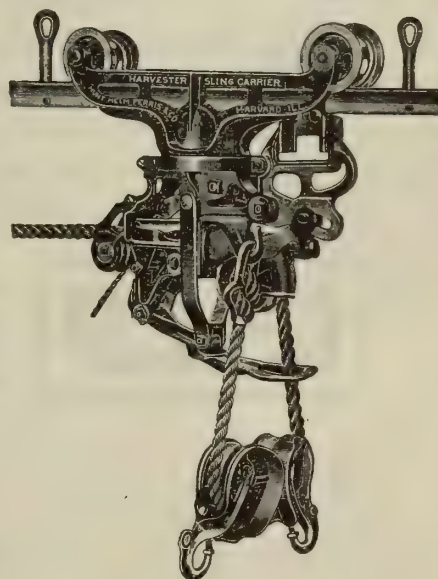
ANOTHER
MEHASCO
MESSAGE

7**Hay Carriers**

We carry a full stock of Hay Carriers, and in ordering from us all that is necessary is to tell us the length of the barn, and whether you wish to use it with slings or fork. The No. 500 and the Cross Draft are the Sling Carrier Cars, and the Nos. 493 and 502 are Fork Carrier. We have a full stock of Double Harpoon, Grapple and Jackson Pattern Forks.

Write us for a catalog.

MERCHANTS HARDWARE SPECIALTIES LTD., CALGARY

**The Peterboro Lock Mfg. Company, Limited**

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

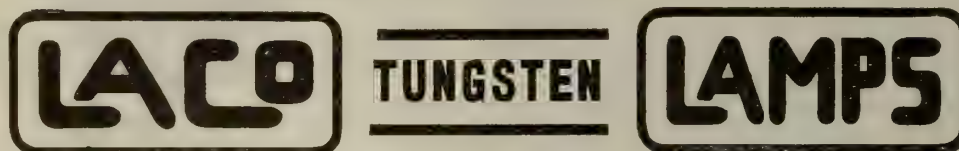
Kindly mention this paper when writing to the advertisers.

Electrical



Better Lamps mean Better Business

You can easily interest your customers in Laco Tungsten Lamps—even while you're wrapping up the articles they've just bought. For every householder is open for better light at less cost—and the Laco Lamp is your opportunity to meet these requirements. When you state that



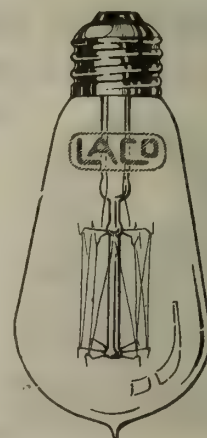
give a light that is 25% greater than the ordinary tungsten lamp and more than three times that of carbon lamps, a first sale is practically assured. When attention is attracted and conviction is added to your sales talk—as well as efficiency to your shop—by *your own use of Laco Lamps*—it is that much easier.

And once your customer has learned from his own actual use

the brilliantly white light that Laco gives—a light that causes no eye-strain or fatigue and allows the color tones of house interiors and fabrics to show in their true values—and has proved for himself that Laco Lamps mean *better, brighter, longer life*—repeat sales are certain, and you are building up a steady, profitable, prestige-earning business.

Our salesman will gladly show you the entire proposition. Write to-day.

Canadian Laco-Philips Company Limited
Montreal Toronto Winnipeg Vancouver



Benjamin

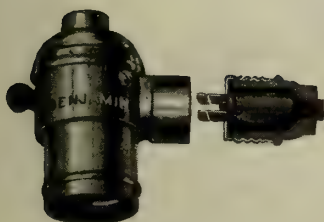
—the synonym of ideas electrical—ideas that make the use of electricity more practical, more economical and more convenient.



Electrical ideas produced by Benjamin have materially helped to popularize the use of Electricity in the home, the factory, the office—helped to make it “a better servant,” and the growing use of electricity has made Benjamin electrical devices popular.

These are some of the Benjamin products:

- Wireless Clusters
- Plug Clusters
- Attachment Plugs
- Stand Lamp Clusters
- Sockets
- Wiring Devices
- Reflectors
- Street Lighting Units
- Store and Office Fixtures
- Industrial Lighting Units
- Gas and Vapor Proof Fixtures
- Show Case Lighting Material
- Knife Switches
- Panel Boards
- Marine Fixtures



Benjamin Electric Mfg. Co. of Canada, Ltd.

MAKERS OF
Benjamin
PRODUCTS OF CANADA

Main Office and Factory

11-17 Charlotte Street

Toronto, Canada

Northern Electric HOUSEHOLD UTENSILS

It is a known fact that electricity has done more than anything else towards the establishment of efficiency plus economy in the home.

Here are a few of our Electric Household Heating Appliances which are always in demand. We urge Dealers to stock a moderate supply of these high-grade lines, because our Consumer Announcements in the Daily Papers from coast to coast will, in part, feature these Northern Electric Household Appliances.

ELECTRIC COFFEE PERCOLATORS



Coffee Percolator—Pot Style.

No. 11793, holds 7 cups or 2½ pints. Finished in nickel, comes with cord and attachment plug complete.



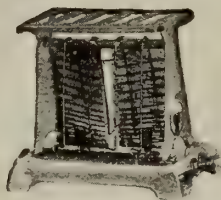
Urn Style.

No. 12793, graceful and ornamental, finished in nickel, holds 7 cups or 2½ pints, comes with cord and attachment and plug complete.



Pot Style.

No. 11493, holds 8 cups or 3 pints, finished in nickel, comes with cord and attachment plug complete.



N.E. B130 Toaster.

Upright open Toaster finished in nickel, comes with cord and attachment plug complete.

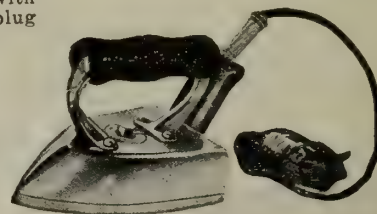
N.E. B142

Handsomely designed Chafing Dish. Holds three pints, finished in nickel, comes complete with cord and attachment plug.

ELECTRIC Toasters, Irons and Chafing Dishes



WE SHIP PROMPTLY



N.E. No. 2 Iron.

Nickel plated, weight, 6 pounds, complete with cord and attachment plug.

Write our house nearest you for further particulars, literature and prices.

Northern Electric Company

LIMITED

Montreal
Halifax
Ottawa

Toronto
London
Winnipeg

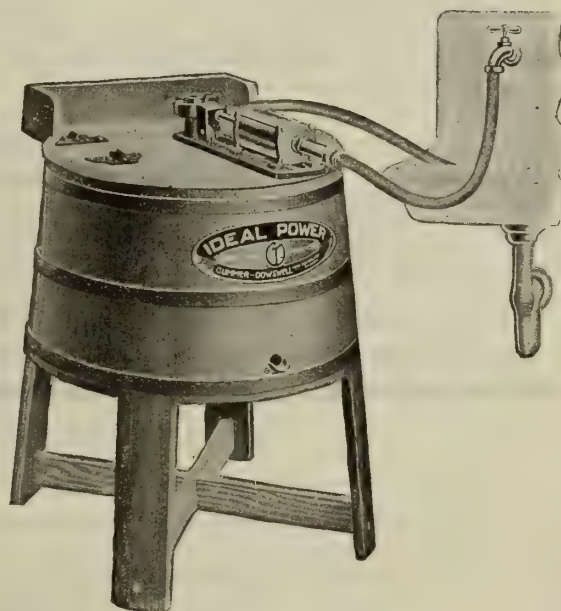
Regina
Calgary
Vancouver

Electrical

THE POWER COSTS NOTHING

One of the best selling washing Machines, where water pressure is available, is the "Ideal" Water Power Washer.

The fact that the power is supplied from the water tap and costs nothing, appeals very strongly to many thrifty buyers.



Everything about the "Ideal" is strong and well built. The parts are interchangeable, and those that come into contact with water are made of the best quality brass. It runs on low pressure from the regular half-inch house service pipes. There is good business to be done with the "Ideal."

Dowswell, Lees & Co., Ltd.

HAMILTON, CANADA

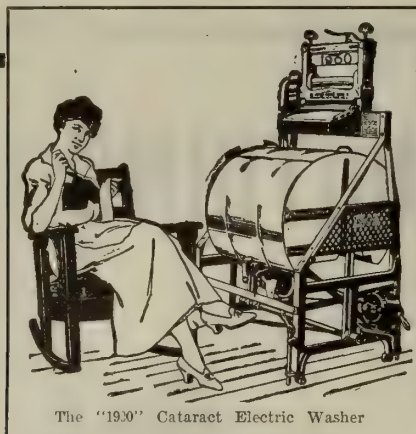
Eastern Representative:

JOHN R. ANDERSON, MONTREAL

Western Representative:

HARRY F. MOULDEN & SON, WINNIPEG

Electrical



The "1900" Cataract Electric Washer

With the addition of our two newest and greatest models, the "1900" line is complete.

The "1900" Cataract Electric Washer

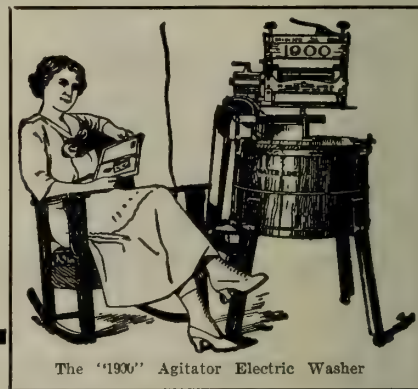
These most modern washers, as well as the other "1900" machines—the Gravity, Water Power and Gasoline Motor Washers—are sold everywhere through our extensive advertising, which is the largest publicity campaign conducted for washing machines in Canada. Inquiries in large numbers result from

The "1900" Agitator Electric Washer

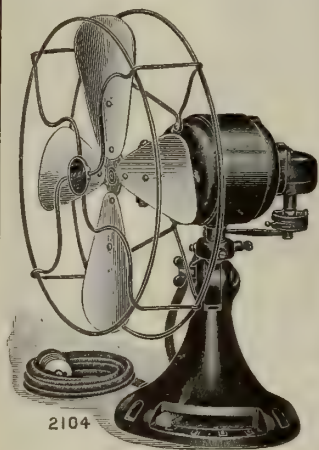
this advertising, and these inquiries are turned over to such "1900" dealers as have proven their worth in their different territories.

If there is no one selling "1900" Washers in your territory there is a chance for you. Make use of it by writing to-day to the Wholesale Department.

THE "1900" WASHER COMPANY
257 Yonge Street - - Toronto



The "1900" Agitator Electric Washer



No. 450
3 Speed, 10 Inch, Oscillating

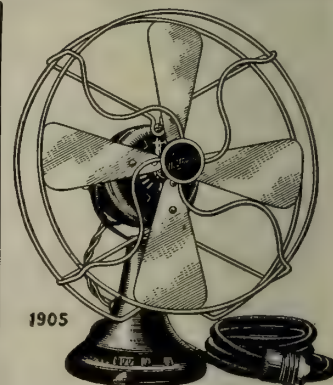
*These Two Fans are
Pulling Sales for
Your Competitor
Right Now—*

Prominently display a few of these two popular styles of Northwind Fans. Hot

weather is here and they'll sell quicker than you expect. Your competitor is doing it. Order from

FACTORY PRODUCTS LIMITED

220 King Street West, TORONTO



1905

No. 44
2 Speed, 8 Inch



If you didn't get a copy of the new

National Catalogue

ELECTRIC

write us and we will gladly mail you one

*Our complete line is shown and there is
a lot of interesting information in it.*

THE NATIONAL ELECTRIC HEATING CO., LIMITED
Toronto, Canada

Your Wants

are many here below.

Use **HARDWARE**
& **METAL** want ad.
page and get rid of a
few of them.

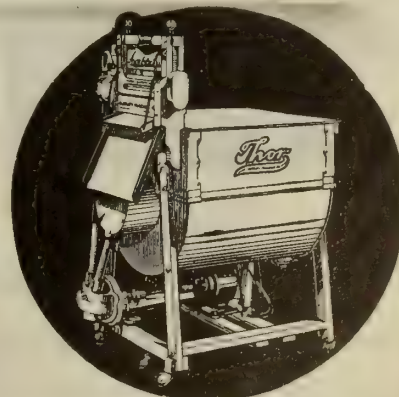
Thor

**ELECTRIC
WASHERS
IRONERS
CLEANERS**

—the prestige-building, profit-paying
line of home labor-saving devices. Sell
because they excel.

*NOW is the time
to get the business
they offer—write
for catalog and
our selling plan.*

**HURLEY
MACHINE
CO., LIMITED**
413 Yonge Street
TORONTO





TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

STEEL STAMPS

Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

CLIMAX BALER®

MANUFACTURERS OF Baling Presses
HAND-BELT OR ELECTRIC POWER
EMERALD & BURTON ST. HAMILTON ONT

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
175 WILLIAM ST. NEW YORK

ALLEN NOW ACID SODERING FLUX

Safest and strongest, Stick, Paste, Liquid or Salts. Samples free.

BISSETT & WEBB, LIMITED
126 Lombard St., Winnipeg, Can.

BATH ROOM FITTINGS

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES



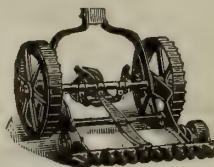
FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

THE CLIPPER

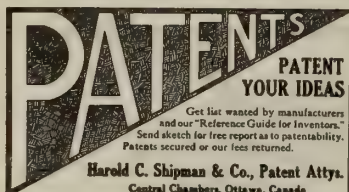
There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.

STOVE & ELECTRICAL MICA

Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.



The PARMENTER BULLOCH CO., Ltd

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N. Y.

Your Ad In This Paper

will get the attention of the busy men. They find here what they want, and they use it as a catalogue when they are in need. Will they see your ad?

KINDLY MENTION THIS
PAPER WHEN WRITING
ADVERTISERS

For Quick Sales

Recently a hardware dealer in Western Canada became overstocked with shotguns. He placed a want ad. in Hardware & Metal. We learned eventually that he not only disposed of his stock, but received several orders that he could not fill. If this man had kept this stock away, it would not only have deteriorated in value, but he would have had to pay taxes, insurance, etc. on it. If you have anything on hand which you wish to dispose of quickly advertise it in our want column. The quick results will make the first cost negligible.

Wanted

HELP WANTED

WANTED—A HARDWARE CLERK, ONE with seven or eight years' experience preferred. Apply stating experience and salary expected. Box 306, Hardware and Metal.

FOR SALE

HARDWARE STOCK AND BUSINESS FOR sale in live town of 800. First-class farmers' trade. Hydro just coming in. Apply Box 360. Hardware and Metal.

HARDWARE BUSINESS FOR SALE. STOCK about \$25,000; right on the main street; buildings 25 x 120, two-story; owner retiring. Apply P.O. Box 275, Sudbury, Ont.

AGENCIES WANTED

TO REPLACE FOREIGN AGENCIES WHICH we have to drop on account of the war we are open for proposition from Canadian manufacturers of machinery, hardware and saddlery specialties with the view of acting as selling agents in the Province of Quebec. Eight years' experience. Strictly first-class references can be furnished and cash guarantee if necessary. Correspondence invited. International Agency, 416 St. Nicholas Bldg., Montreal.

I COVER QUEBEC PROVINCE. TWENTY years' experience in hardware, paint and varnish, sixteen years on the road. Both languages. Bank references furnished. Box 509, Hardware and Metal, 128 Cleury St., Montreal.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Foxes Company, Ltd. Supplied by the trade throughout Canada (tf)

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto

DOUBLE YOUR FLOOR SPACE—BY IN-stalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

FIFTY DOLLARS TIED UP IN OLD FIX-tures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

THE SUREST WAY FOR THE MANUFAC-turers' agent to connect with good live firms is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

Twelve Cents Per Word!

Several weeks ago a firm in Vancouver, B.C., telegraphed a want ad to Hardware and Metal. They wanted a clerk in a hurry and wished to catch the earliest issue.

The cost of a telegram from Vancouver to Toronto is ten cents per word, added to this was our charge of two cents per word.

This firm had faith enough in Hardware and Metal's Want Ad column to pay *twelve cents per word*, for an announcement in this column. This little story speaks for itself. Mail or wire your want ads, we will accept them until Thursday noon for the current issue.

**Hardware and Metal
Want Ad Dept.**

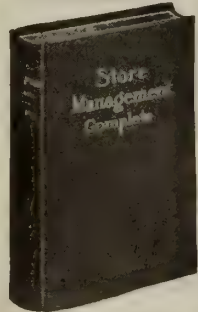
INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

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STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to Retail Advertising Complete

\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW

JUST PUBLISHED

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co. TORONTO

You Will Profit by These New Ideas

In our new catalogue you will find reproductions of designs of the different styles and patterns, including the very latest ideas in trimmings for Period Furniture as well as other kinds.

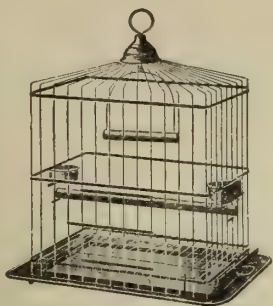
Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company, Limited

Stratford, Ontario

RESULTS

from small investments. Read Hardware & Metal's Want Ad. Page.



"HENDRYX"

Parrot Cages

The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter—profits.

The cups are of tinned iron, non-rusting and indestructible.

Order a stock for May and June—the parrot season.

THE ANDREW B. HENDRYX CO.

New Haven, Conn.



"Multiped"

The Garden Hose That Doesn't Kink

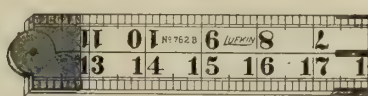
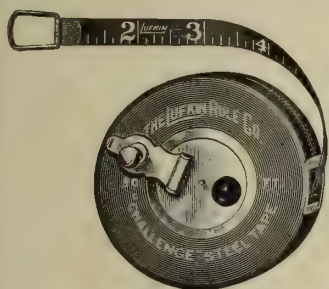


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

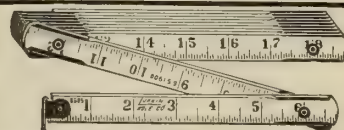
MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria



BOXWOOD RULES



SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

LUFKIN GOODS

can give you the very best of service and satisfaction.
ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR
ACCURACY AND FAULTLESS SERVICE
STOCKED BY JOBBERS. SEND FOR CATALOGUE.

TINKER TOM'S TALKS.

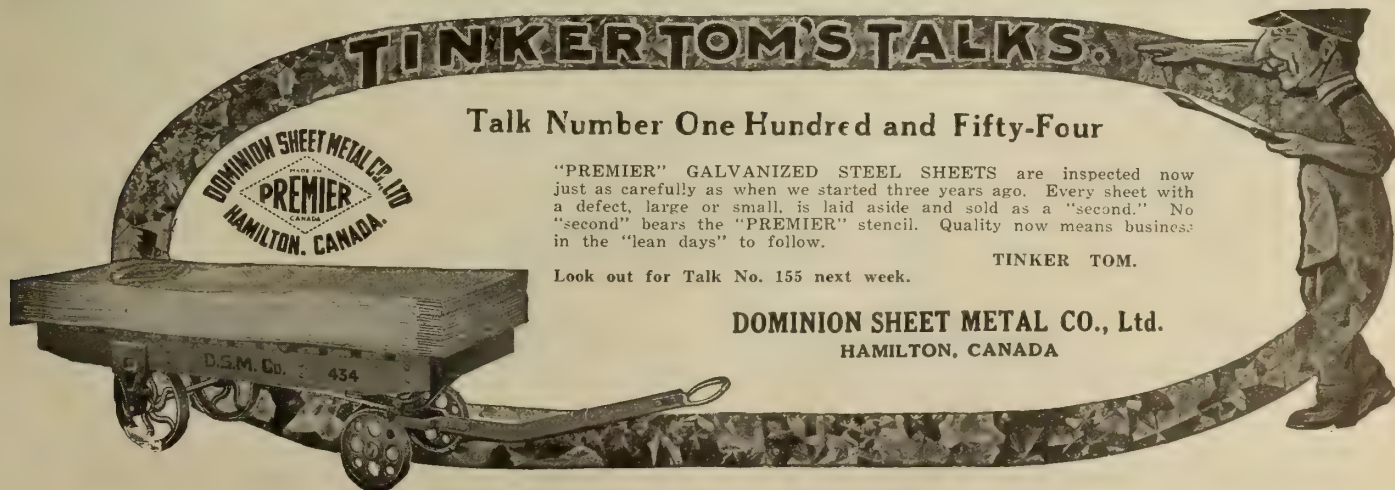
Talk Number One Hundred and Fifty-Four

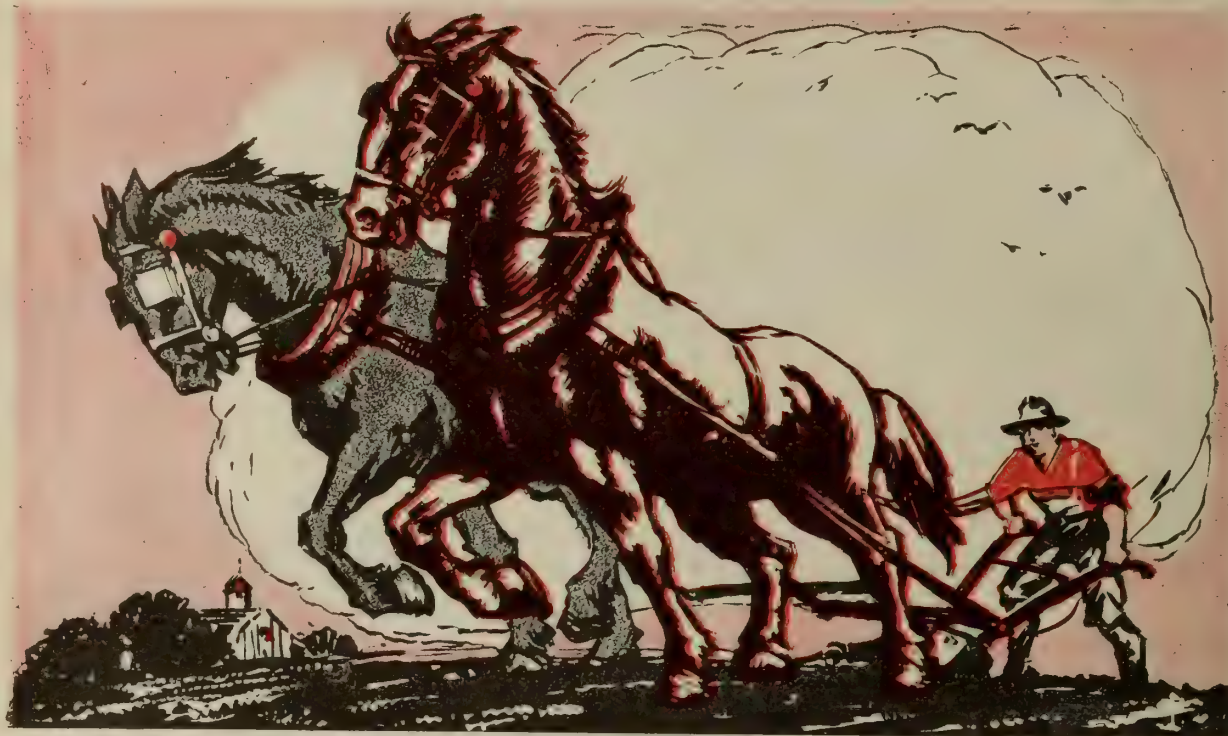
"PREMIER" GALVANIZED STEEL SHEETS are inspected now just as carefully as when we started three years ago. Every sheet with a defect, large or small, is laid aside and sold as a "second." No "second" bears the "PREMIER" stencil. Quality now means business in the "lean days" to follow.

TINKER TOM.

Look out for Talk No. 155 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA





DREADNAUGHT

Steel Hames

Doubletrees

Designed and built on scientific principles. The two pieces of selected steel forming the body of Dreadnaught Hames reinforce each other, as do the steel rod and wood of Dreadnaught Doubletrees. They form a perfect Truss—the strongest possible construction. They are mechanically correct. For the heavy pulls and terrific strains of rough spring work they have no equal.

HELP THE FARMERS PLOW DEEP

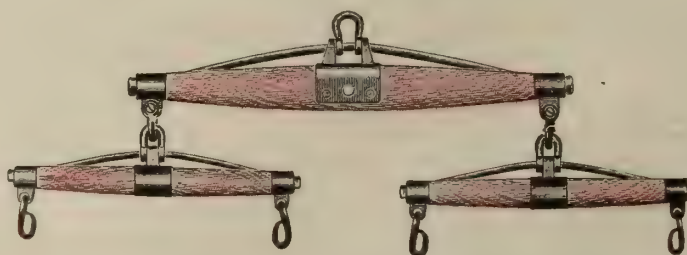
We need big crops. Equip your farmers with Dreadnaught Hames and Doubletrees so they can do their bit. Write to-day for prices and description of these dependable, profit-making lines.

McKinnon Industries, Ltd.

ST. CATHARINES, ONTARIO

No. 8382

Two Piece
Double
Strength



No. 8382

Anti-Rust
Treated
Durable

HARDWARE^{AND} METAL

Vol. XXX

PUBLISHED EVERY SATURDAY SINCE 1888

July 13

No. 28

THE MACLEAN PUBLISHING COMPANY, LIMITED

1918

PUBLICATION OFFICE: TORONTO, CANADA



1864—1918

FIFTY-FOUR YEARS RECOGNIZED

THE

STANDARD

"The Kind Your Grandfather Used"

Livingston Brand

Best in Quality—Most Reliable

GUARANTEED ALWAYS

THERE IS NOTHING BETTER THAN THE BEST

GET WHAT YOU WANT

THE

Dominion Linseed Oil Co.,

LIMITED

BADEN

TORONTO

MONTREAL



UNIVERSAL



The
Bottle
With
the Big
Drink-
ing Cup

VACUUM BOTTLES

Corking Good Sellers

Absolutely sanitary, no felt pads, cork rings, or cement fastenings.
UNIVERSAL shock absorber reduces breakage to a minimum.

UNIVERSAL Vacuum Bottle With Extra Cups

This is a patented UNIVERSAL feature, and while there are other vacuum bottles with extra cups, a glance at the UNIVERSAL method of construction will show its superiority. Whenever you sell a Vacuum Bottle, show the nested cup feature and you've added another selling point to your story.

LANDERS, FRARY & CLARK, New Britain, Conn.

Canadian Representatives:

A. MACFARLANE & CO., MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

Facts which are easily proven

LEWISITE
AND
COVERTITE

THE
VERY
BEST
Roofing

Supplied in
1, 2 and 3 PLY
with cement
and nails.

Write us for particulars.

The quality of above well known
Brands is proven by the increased
demand from year to year.

WE HAVE A BETTER PROPOSITION THAN ANY
CANADIAN MANUFACTURER OR JOBBER.
WRITE FOR IT.



LEWIS BROS., LIMITED, MONTREAL

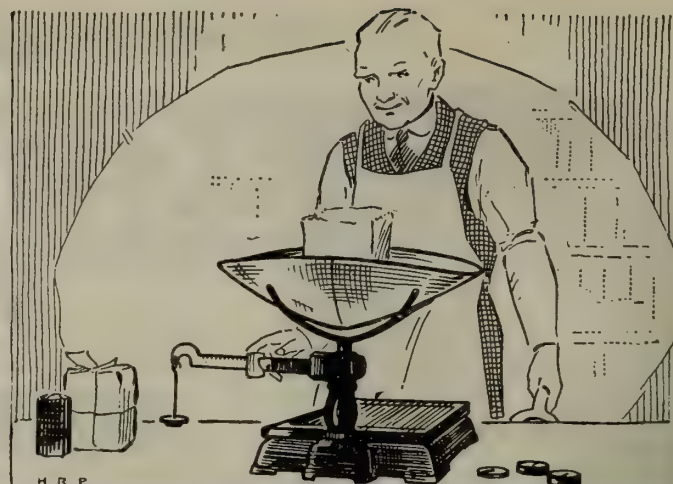
Priest's Toilet Clippers

You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents



Fairbanks Scales

For over 85 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton,
Windsor, Winnipeg, Saskatoon, Calgary,
Vancouver, Victoria



Again in Demand

The wooden tub is back—the high cost of the metal tub is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

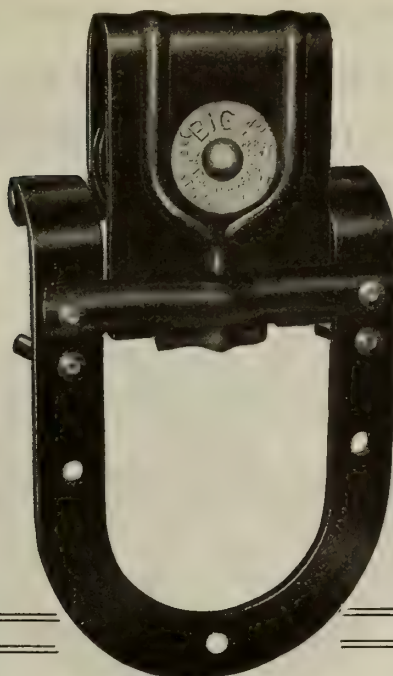
Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue.

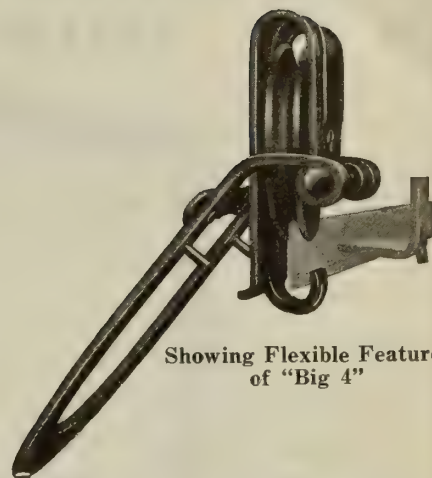
The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO



Side View
of "Big 4"



Front View of
"Big 4" hanger



Showing Flexible Feature
of "Big 4"

There's but one best Barn Door Hanger—

The "Big 4" Barn Door Hanger is simply but heavily built entirely of steel; has no complicated parts to get out of order; runs smoothly on anti-friction steel roller bearings; is flexible; is fastened to but one side of the door; brings the door close to the track; has sherardized axles and rivets; wheel housing is effectually prevented from binding on hub of wheel; japaning is done before assembling, ensuring bearings free from japan; cannot jump the track.

These are the features that have made "Big 4" the great seller it is.

Packed the careful "National Way"—one pair in a box with bolts for attaching; a printed tag is also packed in each box, giving a list of articles required to properly equip each door. This serves as a reminder to the clerk and will help make sales of articles listed.

Have you a "National" catalog?

NATIONAL MANUFACTURING CO., Sterling, Illinois

THE ROLLSTON IS THE EASIEST AND MOST ACCURATE WORKING CLOTHES LINE PULLEY MADE

The Wheel is large,
which permits easy
running.

The Guides adapt
themselves to all con-
ditions and prevent
line getting out of the
groove in wheel.



The Frame is made of
heavy gauge steel —
never binds, and per-
mits free action.

Its entire construction
allows the line to
work easily and give
years of service and
satisfaction.

Its an exceptionally good selling article that shows quick, big, profitable cash returns.

Manufactured by

CANADA STEEL GOODS COMPANY, LIMITED
HAMILTON, CANADA



Davidson's Well Known FROST RIVER

Refrigerator shown herewith

Made entirely of Sheet Steel Galvanized

The exterior is Japanned French Grey, beautifully finished with neatly decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in an oven of high temperature.

All inside parts are removable for cleaning purposes.

The drip pipe for the waste water has been carried outside the body, and does not run through the Food Chamber—as usual in other refrigerators.

Made in three sizes, the largest with double doors.

*NOW is the time to get your Orders in
for these goods and ensure
prompt shipment.*

The Thos. Davidson Mfg. Co.
LIMITED

Toronto

Montreal

Winnipeg



For Your Protection

This trade-mark is our promise to you, personally, that all the goods on which it is placed are fully guaranteed in the fairest and broadest measure.

You can make no mistake in giving them the highest recommendation.

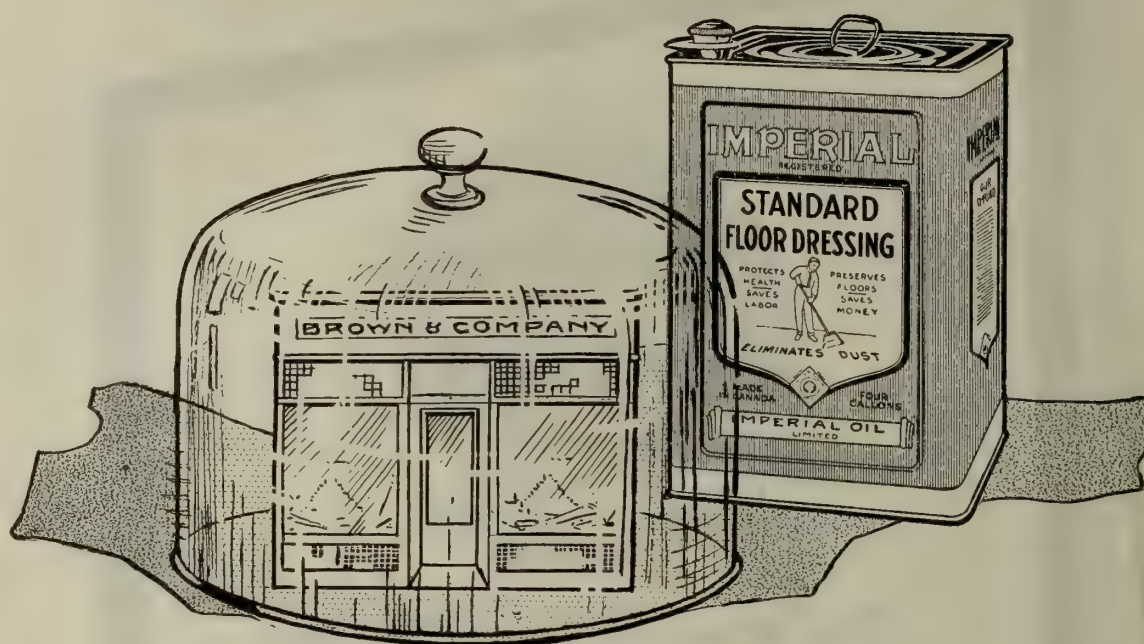
H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO



If any advertisement interests you, tear it out now and place with letters to be answered.



THE DUST-FREE STORE

DUST can never be kept out of the store, but it can be effectively controlled by the use of

STANDARD Floor Dressing

which when applied to your floors, definitely lays and holds 90% of atmospheric dust. This is a condition of affairs that the old fashioned mop and feather duster can never bring about. They only disturb the dust to settle elsewhere.

Standard Floor Dressing is economical. A single gallon suffices for 500-700 square feet of space or shelving, and lasts for several months. It may be applied with an ordinary floor sprayer. To keep the dressed surfaces in order, all that is necessary is to sweep off the accumulated dust and dirt regularly with a stiff brush or broom.

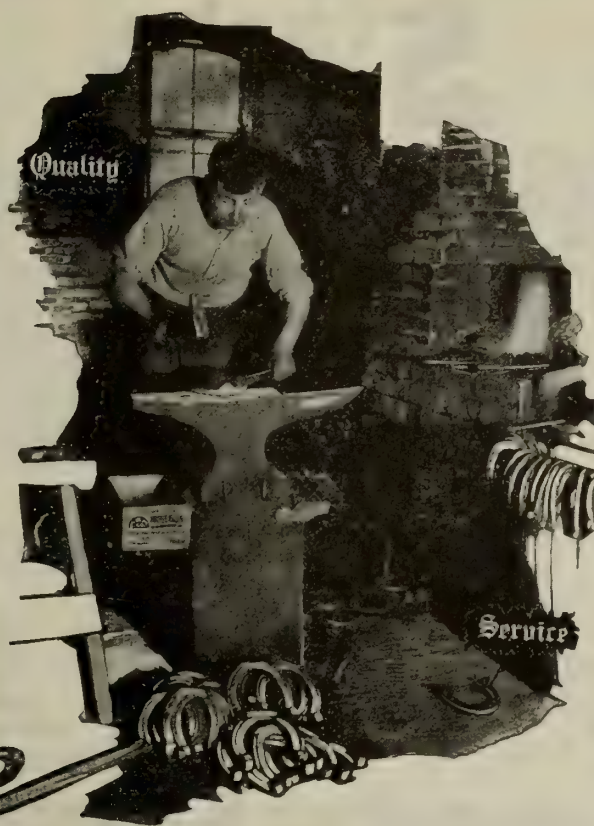
Floors treated with Standard Floor Dressing help to promote a fresher, tidier store, and cleaner, quicker-selling stock on the shelves.

Supplied in one and four gallon cans, and in barrels and half barrels.

IMPERIAL OIL LIMITED
BRANCHES IN ALL CITIES



On the Prairies



On the Veldt



On the Streets



At the Front

IN EVERY PART OF THE WORLD

BELL  BRAND

BRAND

HORSE SHOES

ARE IN CONSTANT USE
AND GIVING SATISFACTION

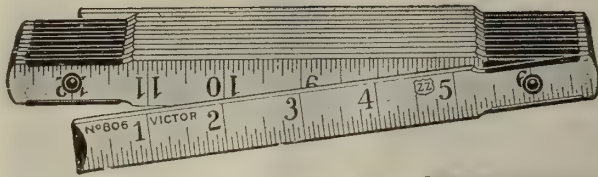
THE
STEEL COMPANY
OF
CANADA

HAMILTON

LIMITED

MONTREAL

Stanley Tools



"ZIG-ZAG" RULES

The term "ZIG-ZAG" as applied to folding rules made of flexible wood is a trademark belonging to this Company.

They are made with two distinct types of joints, the Concealed Joint in which there is no hole through the wood, and the Rivet Joint in which the rivet is carried through both wood and joint. Both types

contain a stiff spring which holds the rule rigid when open, even in the longest lengths.

Several other patented features add special value to the Stanley and Victor rules.

Made in all standard lengths and finishes. A few leading numbers shown above.

MANUFACTURED BY

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

The things your customers will find out—

The things your customer will find out—is bent upon **finding out**—before she makes a purchase—are the things that take up so much of **your** time in making a sale. In selling Daisy Churns the selling points are very few but **remarkably effective**.

The construction is so simple—the general efficiency so immediately apparent to the prospective purchaser, that time is never wasted in tediously explaining and repeating.

The facts are few and strong and sales are always made with a snap that **surprises the dealer**.



Just ask another Daisy dealer if this is not a fact. If he is one of our live dealers he may even go further and tell you that he can sell more Daisys than any other make, and will often do no more than **merely show the machine to the customer**.

Try it yourself. Sales and profits are bound to follow your experiment.

Just drop a line of enquiry to

BEATTY BROS. LTD., FERGUS, ONT.

St. John, N.B.

Montreal

Winnipeg

Edmonton



GOODELL PRATT

1500 GOOD TOOLS

DRILL CHUCKS

Goodell-Pratt Drill Chucks are made with shanks suitable for every kind of drill and bit brace. The capacities range from 0 to $\frac{3}{4}$ inch, and the prices from \$1.20 to \$7.00.

These Drill Chucks are quality tools. They are made entirely of steel, and their high-grade construction stands comparison with the more expensive kinds. Equal accuracy and durability are usually found only in tools of much greater cost.

Chucks can be furnished with $\frac{1}{2}$ -inch shanks, $\frac{41}{64}$ inch shanks, bit brace shanks, ratchet shanks, No. 1 and No. 2 Morse taper shanks, cross handles, and some with taper holes.

If you are looking for a chuck of moderate price, but with the strength necessary to meet all of your requirements, you can do no better than to get one of these tools.

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass.



Standardize Your File Trade

Amongst the "Famous Five" there is a file to meet the exact needs of every customer.

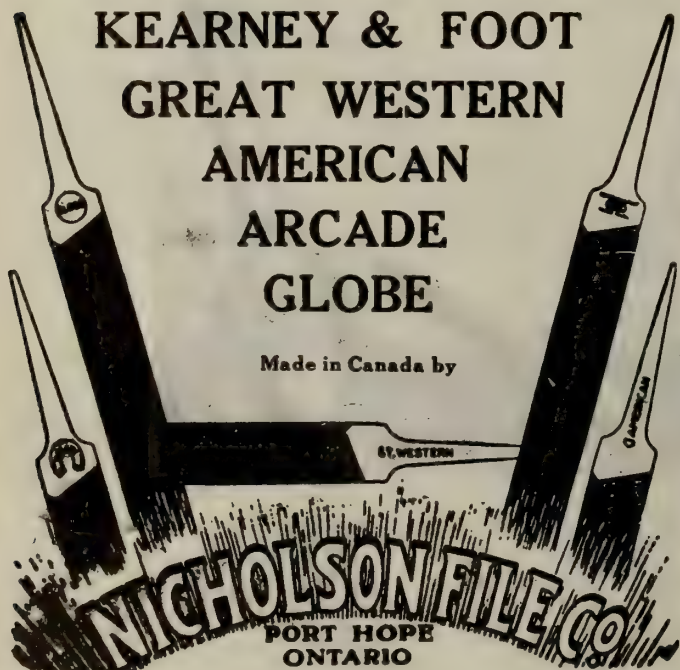
Your customer will accept a "Famous Five" file every time without question, because he knows that "Famous Five" are the standard for file quality.

Your "line of least resistance" in selling is to specify the "Famous Five" when buying.

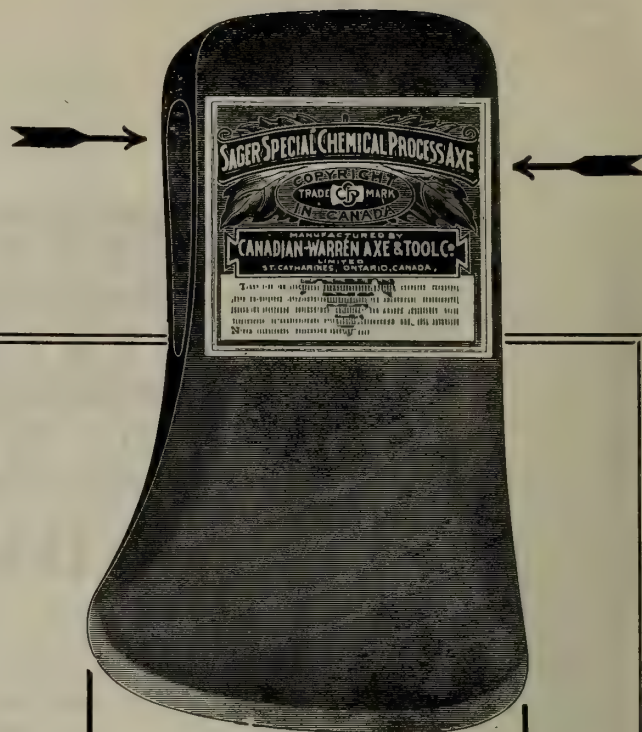
They are:

**KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE**

Made in Canada by



If any advertisement interests you, tear it out now and place with letters to be answered.



WHY NOT BE GUIDED
BY THE JUDGMENT OF
HUNDREDS OF WELL
KNOWN LUMBERMEN,
WHO ACKNOWLEDGE
THE SUPERIORITY OF
"SAGER AXES"

AND

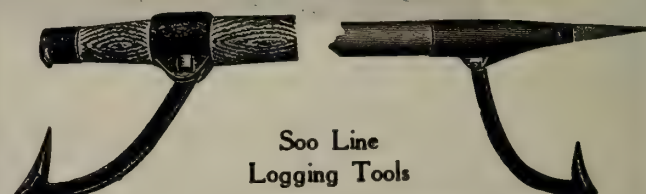
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED

ST. CATHARINES, ONT.



Soo Line
Logging Tools

"Quality **METALLIC** *First"*

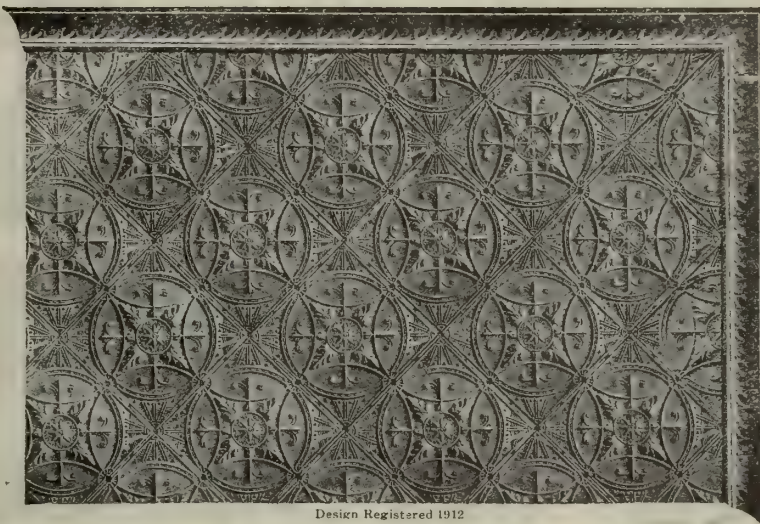
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

"Metallic dealer service"—it's effective

32 years successful experience of how to sell "Metallic" Ceiling and Wall plates is a selling force that's bound to get **you** many profitable jobs in your neighborhood. Just a little bit of co-operation is all we ask.

Get our illustrated catalogue and full particulars.

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine Street Montreal



Design Registered 1912

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

FILES

SAWSETS

FILED GUIDES

PLUMB AND LEVELS

TRY SQUARES

GAUGES

BEVELS

SCREW DRIVERS

BRICK TROWELS

PLASTERING TROWELS

The
SAW or TOOL
with **"DISSTON"** on it
is Guaranteed
SUPERIOR in QUALITY and FINISH
to any saw or tool
without **"DISSTON"** on it.

"If you want a Saw or Tool it is best to get one with a name on it which has a reputation. A man who has made a reputation for his goods knows its value, as well as its cost, and will maintain it."

Henry Disston

1840

HENRY DISSTON & SONS, INC.

KEYSTONE SAW, TOOL STEEL AND FILE WORKS

TORONTO, - CANADA

PHILADELPHIA, U.S.A.

OFFICIAL
AWARD
RIBBON



PANAMA PACIFIC
INTERNATIONAL
EXPOSITION
SAN FRANCISCO
1915

Chas. H. ...
PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

John G. ...
DIRECTOR OF EXHIBITS

Oct. ...
SECTY OF THE INTERNATIONAL
AWARD SYSTEM

MEDAL
OF
HONOR
DEPARTMENT OF
MANUFACTURES AND
VARIED INDUSTRIES

Edward H. ...
CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG
NO. 55.

TRIMONT
MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



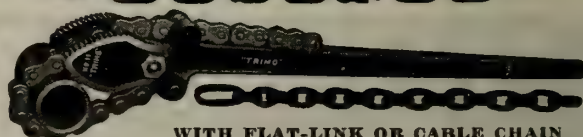
TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



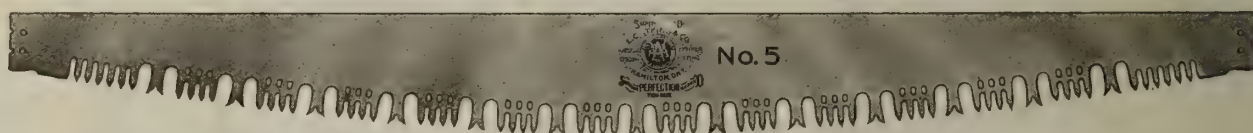
TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton Ont.

Vancouver Branch—109 Powell St.



Starrett Tools

The Precision Machinist Knows Good Tools

The precision workman is the one who insists on Starrett Tools for he knows that no job can be right unless his fine tools are of unquestioned accuracy.

Starrett tools have been the choice of the skilful workman for many a long year.

Our catalog No. 21MA, showing 2,100 fine precision instruments, will be sent on request.

The L. S. Starrett Co.

The World's Greatest Toolmakers
ATHOL, MASS.



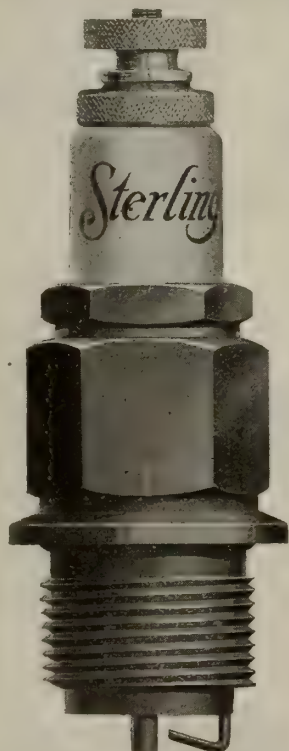
NEW YORK

LONDON

CHICAGO
42-797



Sterling



*A size and
style for
every car*

Spark Plugs, Rugged—Durable—Cleanable

Explosion after explosion inside the cylinder wall hammers away at the spark plug like the kick-back of a rapid-fire gun.

Red hot sparks brust in showers from the electrode.

Sterling Spark Plugs are built rugged to withstand these forces, and durable to give long-time service.

Sterling Plugs are separable, so that when carbon accumulates they may be made new again by the simple process of wiping with a cloth or waste.

If your motor is not equipped with separable plugs you will replace them. Then put in Sterlings and note the smoothness and even torque of your motor.

Dealers who put Sterlings in stock render customers a service and benefit by the resulting good will.

For sale by progressive garages and supply dealers.

Distributors for Canada:

THE DOMINION BATTERY COMPANY, LIMITED

736 Dundas Street East, Toronto

Manufactured By

LOCKWOOD-ASH MOTOR CO.
Main St., Jackson, Mich., U.S.A.

(33)



RELIABLE

TRADE MARK

Canadian Products



SPEED UP SEARCHLIGHT SALES WITH THESE QUICK SELLERS

Here are the most sensational sellers in the searchlight line—Colored Enameled Metal Tubular Searchlights.

You won't keep a stock of these long. Mechanics, autoists, farmers, business men, housewives, boys and girls will swarm to take them off your hands. They're just what you've been looking for—something to add spice and put new life into searchlight sales.

Made in standard tubular sizes. Four colors: Red, Green, Brown and Blue. Colors guaranteed.

Write for samples and prices. Get these sales-liveners into your stock as quickly as possible. Display them, sell them; get an idea of the profit there is in handling RELIABLE Canadian Products.

**THE DOMINION BATTERY COMPANY
LIMITED**

W. M. Turnley, Manager

736 Dundas Street East

Toronto

"Lively and Lasting"



The Publisher's Page

TORONTO

JULY 13, 1918

HARDWARE AND METAL'S Salesman's Writing Contest aroused the interest of retail salesmen in all parts of Canada. Note the widely-separated locations of the prize-winners alone:

First Prize—Howard Crummer, Cowan Hardware Company, London, Ont.

Second Prize—W. E. Cassidy, Robert Horne, hardware merchant, Sudbury, Ont.

Honorable Mention—Prize of \$1 each:

George F. Snoad, Blairmore Hardware Co., Blairmore, Alta.

Percy H. Butler, W. H. Thorne & Co., hardware, St. John, N.B.

Francis J. McIntyre, J. McIntyre, hardware, Whitby, Ont.

D. MacDonald, Long & Wilson, hardware, Walkerville, Ont.

John E. Meyer, Ayton, Ont.

Hundreds of the best retail hardware salesmen in Canada are close readers of **HARDWARE AND METAL** each week.

Elsewhere in this issue will be found an announcement regarding a Motor Accessory Window Display Contest. The prize-winners will be announced in the issue of July 27.

No manufacturer can afford to overlook the importance of the retail salesman. The best way to reach him is through the advertising pages of **HARDWARE AND METAL**.

NUMBER ONE

The
WRIGHT BROTHERS

IN 1896, Wilbur Wright and Orville Wright of Dayton, Ohio, decided to abandon several small business enterprises in which they were interested and concentrate their entire force and inventive genius on the perfection of a flying machine. Up to the time they entered the field no one had ever studied the subject with such scientific skill or such undaunted courage.

The Wright Brothers were masters in all their work. After years of concentration they gave to humanity a gift which ranks in importance with the noblest achievements the world has ever known.

The secret of Wright Brothers' success was **CONCENTRATION**

The same principle of concentration, which enabled the Wright Brothers to perfect their Airplane, has enabled us to create the Victor Hack Saw Blade—which is recognized everywhere as the last word in Hack Saw Economy.

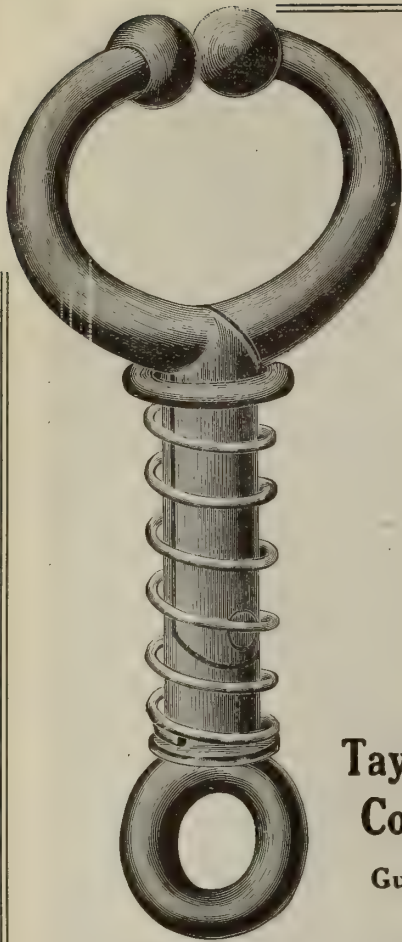
For twelve years we have focused all our force on the perfection of this one tool—the Victor Hack Saw. We have centered our powers on making exhaustive experiments and on the development of new processes.

Logic told us that by concentrating all our energies on one tool, we were more likely to produce a Hack Saw Blade which would excel all others, than if we tried to perfect a dozen or a hundred different tools.

As a result of this concentration, we have created the most enduring and efficient Hack Saw Blade known to science. There is nothing vague about the economy of the Victor Hack Saw Blade. It has been proven.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA





Taylor-Forbes Harness Hooks and Cattle Leaders

Two good selling lines that embody all the customer-pleasing qualities for which Taylor-Forbes Hardware is everywhere noted.

Show these lines to your trade. Remind them how very dependable every Taylor-Forbes product is.

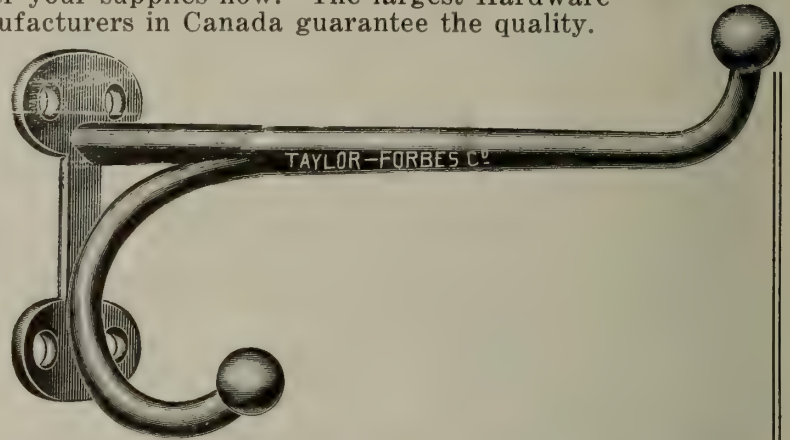
HARNESS HOOKS are made in sizes 7½ to 9 inches, Japanned finish, and are shipped in boxes of 1 dozen except the 9-inch size which comes in ½ dozen lots.

CATTLE LEADERS in 2¼ and 3-inch sizes, plain finish, in boxes of 1 doz. and 12 doz. to the case.

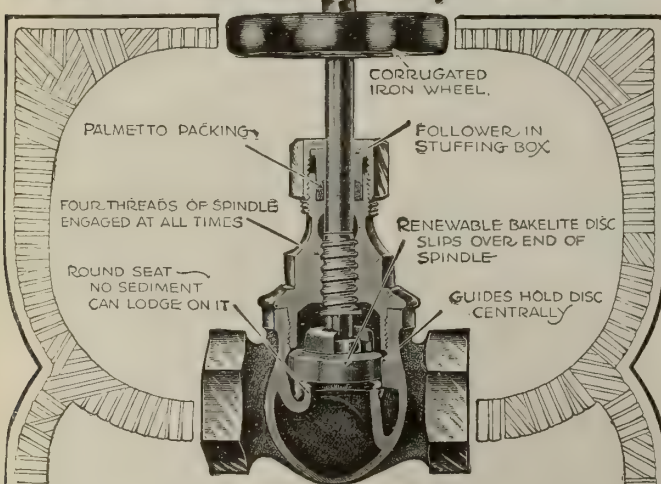
Order your supplies now. The largest Hardware Manufacturers in Canada guarantee the quality.

**Taylor-Forbes
Co., Limited**

Guelph, Ontario



FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

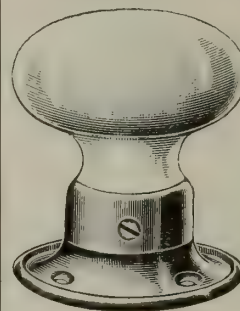
"Canada's Departmental House for
Mechanical Goods"

St. John, Quebec, Montreal, Ottawa,
Toronto, Hamilton, Windsor, Winnipeg,
Saskatoon, Calgary, Vancouver, Victoria,

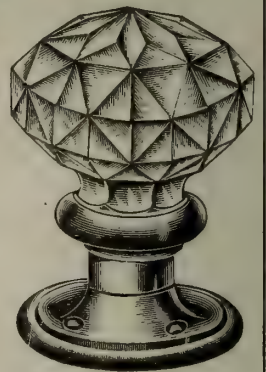


DOOR KNOBS CHINA & GLASS

With Special Canadian
Brass Mountings



Canadian
Drawer Knobs



JAMES CARTLAND & SON, LTD.

BIRMINGHAM, ENGLAND

Canadian
Representative

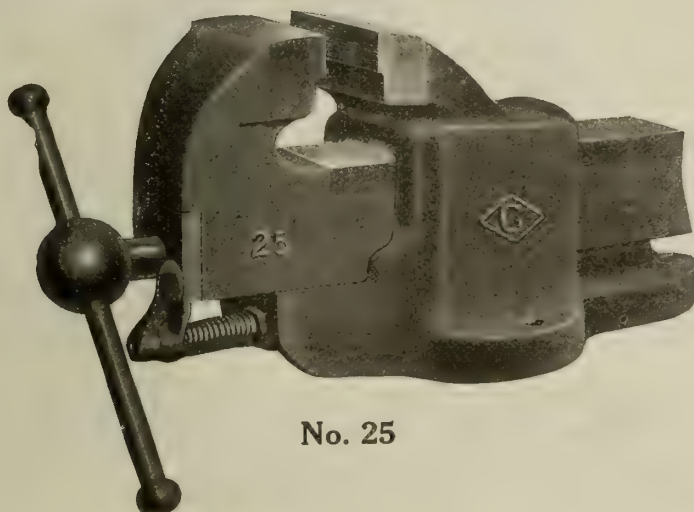
GEO. H. SMITH
39 Adelaide St. W., TORONTO

CANADA FOUNDRIES & FORGINGS LIMITED

Original Producers and Distributors

Iron Worker's Vise

QUICK ACTING




No. 25

Steel Faced Jaws Milled
Jaws $3\frac{5}{8}$ -in. wide
Jaws open out $5\frac{1}{4}$
Weight 50 lbs.
Stationary Base and Jaw
Painted

This Vise is fitted with a small thumb piece underneath the handle which releases the screw, permitting the front jaw to be instantly adjusted to any width of opening, doing away with time lost in old type of vise in working the screw to get the proper opening.

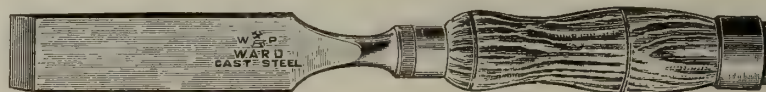
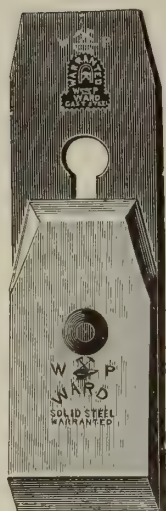
Complete stock of Vises of all sizes and styles

Produced at The James Smart Plant

Brockville, Ont.    Winnipeg, Man.



WARD & PAYNE



A Reputation to Maintain

It is a pleasure for dealers to handle Ward & Payne's celebrated tools — for half a dozen reasons.

One is, that there's a reputation back of the W & P trade-mark for unvarying high quality that greatly assists in making sales. Behind every tool marked with the Anvil Brand stands the knowledge and experience gained in the manufacture of Light-Edge Tools for over one hundred years. No wonder Dealers like to handle them and mechanics prefer to use them.

Write now to our Canadian Representatives for full particulars.

Canadian Agents:

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
 SHERMAN F. AINSLIE, Spadina Avenue, Toronto
 ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.

HARDWARE DEALERS

This sketch illustrates the Simonds No. 237 One-Man Cross-cut Saw with Lion Handle. We would like to send you our descriptive booklet and complete discounts covering Simonds Cross-cut, Hand and Jack Saws.

SIMONDS CANADA SAW CO., LIMITED

Guaranteed to Cut
 10% More Timber."

SIMONDS

"The Saw Makers"

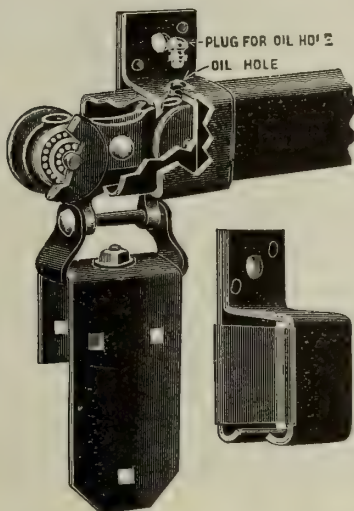
The superiority of Simonds Crescent Ground Cross-Cut Saws is due to the quality of the steel used in them and the method of grinding. Crescent grinding is an exclusive process, used only in Simonds Saws. It means teeth of even thickness throughout the length of the saw, and the blade tapered for clearance to the greatest degree consistent with strength. This grinding makes cutting easy because it prevents binding in the kerf. Write for Booklet.

Simonds Canada Saw Company, Limited,
 St. Remi Street and Acorn Avenue,
 MONTREAL, Quebec.
 VANCOUVER, B.C. ST. JOHN, N.B.



**"That
Knot
is in
the
Road"**

This cannot be said of the wall when the Allith Square track is being hung, for the adjustable brackets may be moved to any position to escape just such obstacles as knots, bad spots or cracks.



Order a set
each of Models
1914 and 1915
to-day.

The Allith Square Track

is used for Allith Four-Wheeled Trolley Hangers Nos. 1914 and 1915.

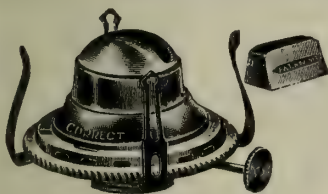
Both these hangers have qualifications not found in any other make. The four wheels operate on roller bearings in round grooves. This ensures easy running and no side-scraping. Trolley travels smoothly even if, as is often the case on rough walls, the track becomes slightly bent in installation.

It pays to recommend the best to your farmer patrons—don't hesitate to offer the Allith Four-Wheeled Trolley Hanger and Square Track.

Manufactured by

ALLITH MANUFACTURING CO. LTD.

HAMILTON, CANADA



A and B Size
Correct Lamp Burner



Photo Reproduction
Illustrating Flame of B or No. 2
Correct Lamp Burner

BURNERS BURNERS BURNERS

"CORRECT" Lamp and Lantern
Burners GIVE:—

25% to 50% More light than any other
Burner manufactured.

WHITER and BETTER light.

And mainly, they give SATISFAC-
TION.

The Burner with the Patented FLAME
SPREADER.

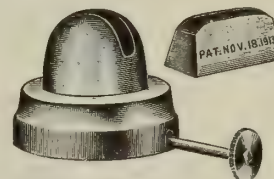
Every Hardware Merchant should
carry them.

Manufactured only by

The SCHULTZ MFG. CO., LIMITED

HAMILTON, ONTARIO

Sold by all Wholesalers and Jobbers.
Give us your Wholesaler's name and we will send you a
sample.



No. 2 Cold Blast
Correct Lantern Burner

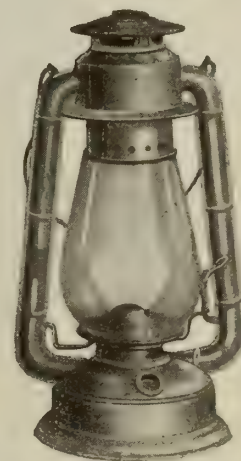


Photo Reproduction
Illustrating Flame of No. 2
Cold Blast Correct
Lantern Burner

If any advertisement interests you, tear it out now and place with letters to be answered.

"Belleville" Hardware

A "Made-in-Canada" Product
Equal to the Best in
the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

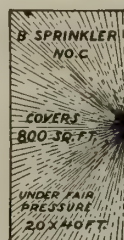
Best line for dealers to handle. Has greatest demand.
Get our proposition.

**Belleville Hardware & Lock
Mfg. Company**

BELLEVILLE

ONTARIO

SPRINKLERS



Order the style that best fits
your lawn. Stock Style D,
F & J.

B. Sprinklers are made in four styles so that different shaped lawns may be irrigated. They do not throw water on side to which hose is attached; therefore, may be picked up and moved without turning off the water.

The only Sprinkler that will irrigate the lawn right to the edge of the sidewalk without wetting the walk.

Thos. Birkett & Son Co.
LIMITED
OTTAWA, ONTARIO

Butler's FAMOUS
SHEFFIELD
CUTLERY

"CAVENDISH"
CUTLERY & PLATE

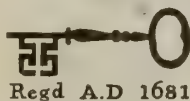
"KEEN"
RAZORS



Gold Medals

Grand Prix

JAMES BUTLER, Head of the Butler Firm 100 years ago.



"BUTLER"
1768



GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C.

Address correspondence to TRINITY WORKS, SHEFFIELD

MADE IN CANADA

**Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools**

Write for
Catalogue

A. B. Jardine & Co.
LIMITED
HESPLER, ONT.

MADE IN MEDICINE HAT

PERFECTION SANITARY COOLER

Best on the Market.



Crated weight, 60 lbs.

Complete with Ice Chamber, Cover and Nickel Plated Faucet,
made of the best glazed stoneware. Price \$5.00.

Medalta Stoneware, Limited - Medicine Hat, Alta.

NAILS

Wire Nails

All Standard and Special Gauges

Nail Wire, Rivet Wire

Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

Dominion Iron & Steel Company, Ltd.

SYDNEY, N. S.; MONTREAL, QUE.

WIRE



This symbol, on any rubber product, is a warranty for quality and service. Behind it is an organization that has been manufacturing rubber goods for more than half a century. It is a guarantee that the product will stand up under the most trying conditions and that its service is easily the best to be had.

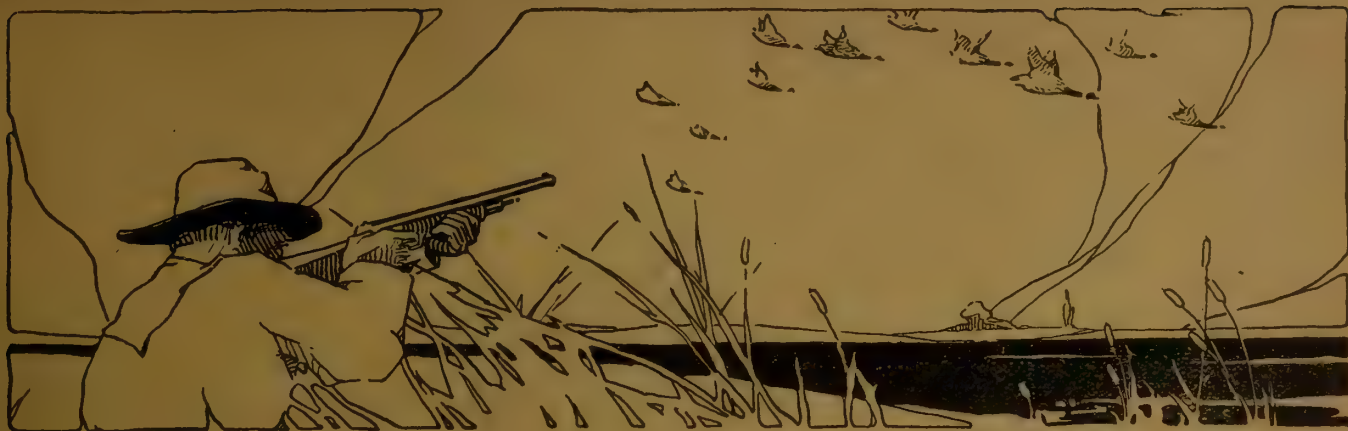
The best way to prove our statement is to put our products to the test. One of our service branches is within your reach. Get in touch with that branch and find out for yourself how well we can serve you and those you wish to serve.

*Everything in Rubber,
"Made in Canada."*

Canadian Consolidated Rubber Co. Limited

HEAD OFFICE - MONTREAL

Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver and Victoria.



For the Old Boys

Yes, and some of the young ones, too, every dealer in Canada carries a stock of Black Powder Shot Gun Shells.

Dominion Crown

Black Powder

is the shell that the duck shooter means when he says to you, "Give me the Old Crown; I have used it for years and it brings down the ducks."

The popularity of the Crown is due to its name which is known throughout the Dominion—to its price, the lowest of the popular shells on the market—to its sure killing power and to the fact that it can be used with safety in the cheaper grades of shot guns.

No stock is complete without Dominion Crown, made in 20, 16, 12, 10 gauges.

Dominion Cartridge Co., Limited

120 St. James Street
Montreal



FIVE WORKS—OVER 3,000 EMPLOYEES

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

Gunmetal and Brass Valves and Cocks.
Steam, Water and Compressed Air Fittings generally.

Cast Iron Stop and Sluice Valves.

Semi-Rotary Pumps.

Extruded Brass and Bronze Bars.

Brass Bolts and Nuts, Studs and General Turned Work from the Bar

Cast and Malleable Iron Cocks and Pipe Fittings.

Pressure and Vacuum Gauges.

Injectors, Engine Governors.

Spraying Machinery.

Coppersmiths' Work.

"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

Business After the War

If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office at the address below.

**UNITED BRASSFOUNDERS
and ENGINEERS, Limited**

EMPRESS FOUNDRY

Cornbrook, Manchester, England



"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX.

TORONTO, JULY 13, 1918

No. 28

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THE MACLEAN PUBLISHING COMPANY, LIMITED

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UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway; Telephone Rector 8971; Boston, C. L.
Morton, Room 733, Old South Building, Telephone Main 1024; A. H. Byrne, Room 900, Lytton Bldg., 14 E.
Jackson Street, Chicago. Phone Harrison 1147.

SUBSCRIPTION PRICE—Canada, \$3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year;
United States, \$3.50 a year; other countries, \$4 a year; Single Copies, 10 cents. Invariably in advance.



May we send you this "Cut-out"?

THE above "Cut-out," beautifully lithographed in nine colors, represents a garage equipped with Stanley Garage Hardware. With other automobile accessories grouped about it, this display will form a most effective window trim that cannot fail to attract the attention of automobile owners and garage builders.

It is made of heavy cardboard—can be adjusted in a moment.

The dimensions over all are 50 inches long by 36 inches high.

Because of the unusual value of this display, it will be sent only to those dealers who stock 10-inch and

24-inch Garage Hinges No. 1457 and the Stanley Garage Door Holder No. 1774. If you are not already selling these items, your request for a display should be accompanied by an order of reasonable size. In sending such an order please give the name of the jobber through whom your Stanley Garage Hardware is to be shipped.

Send for this display to-day

Stanley Garage Hardware is carried in stock
by the leading builders' hardware dealers

THE STANLEY WORKS
NEW BRITAIN, CONN., U.S.A.

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinrold Box Strapping, and Cold Rolled Stripped Steel.

Stanley Garage Hardware is adaptable for Factory and Mill use.

CANADIAN REPRESENTATIVE:

A. MACFARLANE & CO., Coristine Bldg., Montreal



Fleet of Delivery Trucks of T. McAvity & Sons, St. John, N.B.

Auto Delivery a Live Issue

Transition Time When Service of Horse is Fast Being Displaced by Automobile —
Consensus of Opinion That Auto Delivery is Essential for Service—Opinions
Expressed by Various Hardware Merchants Who Use It

THERE are a number of matters for the merchant to consider in weighing the proposition of auto delivery. Many points have been brought to the attention of HARDWARE AND METAL by merchants who have had actual experience in this matter. These points might perhaps be summarized about as follows: First of all there is the matter of the merchant's situation to be considered. Are the roads good enough to use a car without a totally disproportionate charge for upkeep? Are the store's customers widely scattered to make it a good investment, and is the store's general situation suitable for using a car. The great advantage to be gained by automobile delivery is a quicker service and a wider field. If the merchant situation is such that bad roads prevent greater speed than a horse-drawn vehicle, or if his customers are grouped within a narrow radius, then these two greatest advantages do not apply. In such a situation a car may even be a disadvantage. For instance, several merchants in discussing the matter have unhesitatingly said that for delivery in a narrow radius of two or three blocks around the store a car is more costly and slower than a horse. If frequent stops have to be made then the engine must either be allowed to run,

THIS is a transition time when the horse is being rapidly displaced by the auto for delivery purposes. Many hardwaremen have already changed to an auto delivery and others are no doubt contemplating a change. The experiences of some hardware merchants in different parts of Canada have been obtained by HARDWARE AND METAL and their opinion is expressed in the following article.

with a cost for gas, or must be stopped at the cost of time in getting started again that many calls are made in a small radius may far more than do away with the element of speed. Those are some points against the system. On the other side there are, however, many important considerations.

Improved Service Possible

First and foremost, there is the mat-

ter of an improved service. Unquestionably under certain conditions better service can be given with a car than with a horse. In the long haul the horse is at a disadvantage, and a delivery that might take all day with a horse might be made in two or three hours with a car. This is a matter of considerable interest in the summer time when so many summer sections are opening up, sections that are usually at some distance from the nearest store. In such circumstances the store that can give the best and most expeditious service has gone a long way toward securing the business.

Question of Expense

One of the important considerations is always the matter of expense. Some hardwaremen interviewed are of the opinion that it costs fully as much to keep a horse and rig going as it does an automobile. They base their opinion on the experience of a number of years after having tried both systems. There is of course the initial cost of the car which must be taken into consideration. This is a considerable factor in determining whether or not the change shall be made. Many merchants are of the opinion that a moderate-priced car should be used and that one-third of the initial cost should be written off each year.

The question of advertising and prestige which a store receives is considered no small item in the winning of trade. Such advertising must be looked upon as an important advantage.

Saving in Help

Now over against the item of expense must be put the fact that one car in all probability replaces two wagons with two drivers. The wagons can be realized upon, and the proceeds distributed as an asset over the three years. Probably one driver can be dispensed with entirely. That was not such a big item a few

would often be 7.30 in the evening when the driver would finish his deliveries in the busy seasons. With the car this never happens and the car is very seldom out of the garage later than 6 p.m. In a city the size of London (about 60,000) and covering the large space it does a motor delivery is not only better but is almost a necessity. The distance to cover from east to west (counting Byron and Pottersburg) is about ten miles, and from north to south about five miles, and each hardware store has this whole ground to cover.

One more remark about service with a

to such system of delivery, and there are a considerable number of C. O. D. orders each day in the hardware business.

Advantage in Advertising

Another thing Mr. Purdom uses his delivery car for is special advertising. The car is completely closed in and has doors opening at the back for loading and unloading. It is painted a glass black and has the name of the store in large gilt letters on the sides and also has a Chinaman painted on each side, mostly with gold paint, advertising the varnish stains they sell.



Accompanying illustration shows type of delivery truck used by Lariviere, Incorporee, Montreal. This firm thinks one of the great needs in motor delivery is to see that drivers get best service out of car.

years ago, but it has become a large factor now, making a saving of at least \$18 or \$20 a week. Moreover, it has been the experience of many merchants that it is easier to get a man to drive an auto delivery than to drive a horse. And here again it is noted that the driver is the all important factor, for on the driver depends the question to a great extent at least of the cost of upkeep.

Emphasis on Better Service

Purdom Hardware Co., London, Ont., have been using motor delivery cars for several years and have had a good chance to try the cars to the same extent they tried the horses and wagons. The fact that means the most to them and pleases them most is the much better service they are enabled to give their customers and as service is what the trade of the store is built on it is not only a good thing but an absolute necessity to give a quick and efficient delivery to their customers. This they found very hard to do with horses, especially during hot weather. They kept two horses all the time and sometimes three, and although they managed to give two deliveries a day to their trade it was impossible to handle any extra rush orders to contractors or emergency customers or to make calls at the wholesale houses or factories for goods required in a hurry. The motor delivery solves the problem with ease. The car in use at present is a four-cylinder, 40-horsepower Studebaker, and it does the work of the horse in less time and better, and also takes special rush orders between times and calls often for goods at the factories and wholesalers. Another thing the driver gets through earlier at night. With the horse and wagon it

car. T. H. Purdom makes the statement that the car was as far ahead of the horse and wagon as day was ahead of night. He says the expense of operating the car is not much greater, if any, than the upkeep of the horses and wagon and harness. In fact he figures that after the first cost the car is the cheapest, that is also allowing for keeping the car in first-class condition each year. For a heavy car such as they are using the average cost for one year amounts to \$408, or \$34 a month. This cost includes tires, gasoline, oil, painting and all repairs. So figuring the present cost of feed, etc., it is very little, if any more than it would cost for two horses, harness, wagon, shoeing and repairs.

Of course the cost of running the car would be less in a city with more pavements and better roads than in London. In some parts of the city the roads are very bad, especially during the spring and fall seasons. The cost of the upkeep of car is a little higher during the winter months than in the summer. The best quality gasoline only is used and an average of 14 miles per gallon is what their car uses when making a number of stops. About twenty miles per gallon is the average for long runs.

Objection to Co-Operative Delivery

Mr. Purdom's opinion regarding co-operative delivery for the hardware stores of London was that it would be of little use in the city of London. He is of the opinion it would reduce the service he tries so hard to maintain. He could never feel sure his goods would be delivered when promised, and if his customers claimed they did not receive their orders who would be responsible?

C. O. D. orders are another objection

System in Delivery

The Purdom Hardware Company has a set system, while most of the other hardware stores make their deliveries as the orders come in. For instance, if they have a number of orders in a day from one part of the city they might make four or five runs that way. They all try to cover the city twice in a day, once in the morning and once in the afternoon. The Purdom Hardware divides the city into two parts and makes one trip north and one trip south each morning and afternoon at a set hour.

Cheaper Than Horse Delivery

J. A. Brownlee, Hardware and Tinsmith, London, Ont., has been using the motor delivery for several years and finds it very satisfactory and also much better and cheaper than his old horse delivery. Before using a car Mr. Brownlee kept three horses and two wagons busy with his delivering and tinshop work. He now does more work (as his business is growing) with one Ford truck. He has a second truck or delivery car that he uses during the rush season but finds he is not forced to use it much. Besides giving two deliveries a day and taking out many rush orders his truck often takes his tinsmiths and their materials to outside jobs and calls and brings the men back to the shop when the work is completed.

Pleased Customer

The morning Mr. Brownlee related his experience the truck was just getting a load on for delivery when a customer 'phoned that she was at her washing and her washing machine had gone to pieces. She wanted a new machine and a wash boiler at once. The distance to go was



Illustration herewith shows delivery autos of J. A. Brownlee, hardware, and C. W. Summers & Sons, both firms of London, Ont.

nearly two miles but the car made the delivery and was back to the store and out with the load with very little delay. The sale amounted to \$22 and a customer was pleased. With a horse it would be almost impossible to do this unless the delivery was going that way.

Mr. Brownlee also believes in using his delivery car for advertising and has it decorated in brown and gold. Whenever the car is seen in any part of the city people are reminded of Brownlee.

Another good point in favor of the car delivery is that at night when the work is through a car can be run into the garage and left while horses are a continual care. As it is hard to get a man that understands horses and will look after them the owner has a great deal of the responsibility and sometimes much of the work to do. Also most hardware men understand a car and can personally keep an eye on their delivery cars and advise their drivers and often save repair bills. They are also in a position to buy tires and repairs at right prices and have a good idea how much a service garage should charge them for repairs. One man in the grocery business stated that when he had to take his car in for repairs he knew nothing about it himself and he believed he paid at the rate of five cents for a bolt and \$3 for putting it in. Most hardwaremen escape this by knowing personally about their cars.

Mr. Brownlee does not believe in co-

using a Ford car and the cost for the year 1917 for running same was \$347.45. This was for gas, tires, oil, repairs, etc. Although this amounted to a little more than the horse and wagon they were using the service to their customers was not to be compared. The car also enables them to deliver orders outside the city where they could not find time for a horse to make the trip. One experience they had lately in favor of the motor car was an order for \$43 worth of good profit goods to be sent four miles out of the city. The car started out at 4 p.m. after making the regular deliveries and delivered this order and also another order at Byron, six miles from London. On the return trip a farmer stopped the driver and placed an order for \$21 worth of hardware. The car was back at the store by 6 p.m. and made a small trip in town before going to the garage. With a horse this trip to the country would have been a half-day's job.

The Westman Hardware, Ltd., London, is strong on the service the car enables them to give their customers. The car costs a little more than the horse and wagon, but the extra business it makes possible to handle more than makes up the difference in cost.

Few Records of Horse Cost

Few merchants have kept accurate account of what it cost to make delivery with horses. While the hardware mer-

chant present are using a Ford delivery car and during busy times two of them. They find the car ahead of the horse and wagon in giving service to their customers and it also enables them to do the delivering for their wholesale carriage warehouse. They have been unable to really figure the difference in cost between the horses and the cars as they have been unfortunate with one of their cars owing to having the wrong size back axle and box. However, the fault has been remedied and they expect very little trouble in the future.

Says Motor Costs Less

Summers & Sons, London, Ont., formerly kept three horses and two wagons for delivering for their hardware stock and grocery store. It cost about \$35 to \$40 per month for keep of horses, harness, wagons, etc. He is now using a Ford delivery car painted red and nicely decorated. He delivers for both stores and also goes uptown, about 1½ miles, for goods nearly every day at a cost of slightly less than \$25 per month or to be exact, \$285 for twelve months. He is very much pleased with the car and says it saves him a lot of work with the horses as the boys he had to drive did not understand the care of horses and he had to do a lot of it himself. He has no set system of delivery but as a rule the ground covered is limited to his end of the town and there are not many long runs.

First illustration to right shows delivery truck of J. A. Brownlee, London, Ont. Second in line is delivery auto of Cowan Hardware, also of London.



operative delivery for a city the size of London. He thinks it would not be possible to give his customers service. His trucks or delivery cars are used for both long and short runs as are all the hardware cars of hardware merchants in London. The distance these deliveries run is from half a block to fifteen miles; as goods are often sent into the country surrounding London.

Cost of Delivery \$347.45

O'Dell & Mitchell, London, hardware merchants, are also perfectly satisfied with their motor delivery. They are

chants in London keep track of the cost of their cars in most cases they did not keep separate records of their horse and wagon expenses. All hardware merchants in London agree that the car is either cheaper, according to how many horses they kept, or if any dearer not very much dearer, and they are all of the opinion the difference in work is in favor of the car. They also claim that the cost can really only be figured by comparing results and the motor does get results.

Ahead in Service

The Cowan Hardware, London, at

One point mentioned against co-operative delivery is that often a contractor or painter comes in or phones in an order and says he will be at a new house at perhaps 10 a.m. the next morning. In the meantime there is no one there to sign for delivered goods and the store has to arrange to send goods at the time requested.

Affirms Motor Is Cheaper

Geo. A. McMurtry Hardware Co., St. Thomas, Ont., has been using a Ford delivery car for two years. Mr. McMurtry says it is cheaper than horses and if a

First illustration to right shows delivery truck of Cowan's Hardware and second in line is auto delivery of Purdom Hardware Company, both firms of London, Ont.



man would be willing to spend as much time in overhauling his car as he has to spend with horses he would have a perfect car and would have no trouble. Mr. McMurtry also believes in advertising on his car and having it different from the other cars. His car is painted an orange color with blue letters to match his store front. The people of St. Thomas can see his store while they are a long way off and also his car. It is good advertising, he thinks, and helps get business.

Car Was Too Heavy

Ingram & Dancy, St. Thomas, have used a motor delivery some and are convinced it would be fine with the right kind of car. Their car was too heavy for city delivery so they have not given the auto a fair trial yet. However, they have just ordered a new delivery car and have thus registered their belief in the advantage of having motor delivery.

Repairs Nil in First Year

D. H. Howden & Co., Ltd., Wholesale Hardware, London, have had a 1½-ton truck in their service for over one year. It is giving splendid service and it is

Well Suited for Long Hauls

The usefulness of motor trucks as compared with horse-drawn vehicles in the hardware business seems to be dependent as much upon geographical and climatic conditions as upon purely trade conditions. For handling heavy goods on long hauls, particularly when conditions are favorable, there is little doubt about the value and economy of the motor truck but for short hauls and such work as retail delivery, the superiority of the truck is at least open to question, according to the experience of St. John merchants.

The first motor truck used in St. John for delivery purposes was introduced in 1911 by T. McAvity & Sons, Ltd. This was a converted pleasure car with a capacity of 1,000 pounds and it gave good service, the chief drawback being the tendency on the part of the drivers to overload. Careful record of the cost of operation was kept for the balance of the year, a matter of seven months, to determine whether the experiment was satisfactory. In these twenty-nine weeks it was found that the cost of operation was \$700.35 and the chauffeur's wages, in

a new two-ton truck ordered for immediate delivery.

The company maintains its own garage under the supervision of an expert mechanic, who also acts as chauffeur for the president's personal car. His duties include a general oversight of all the cars and the making of minor repairs, and the management estimates that this oversight goes far in keeping down the expenses of operation.

Cost of Horses Doubled

Speaking of their experience with the cars, Charles Coster, secretary of the G. McAvity Company, informed HARDWARE AND METAL representative that, for short hauls and for such work as general deliveries, they had come to the conclusion that horse-drawn vehicles were at least as economical if not somewhat cheaper than the cars.

For hauling large quantities of heavy material and for long hauls they had found that the motor trucks were much more economical, besides being much more satisfactory on account of the greater speed with which the business was transacted. To make a big truck



First automobile at left shows truck of D. H. Howden, London, Ont., and second in line is delivery auto of O'Dell & Mitchell, also of London.

stated has many advantages over the old horse truck. The truck has solid tires and there has been no repairs during the year. The running and upkeep of the big truck has been less than the keep of one horse. The car runs about 10 to 11 miles on a gallon of gas when it has to make a lot of stops. Besides doing the delivering work the horse used to do, the truck does considerable carting and saves a good many dollars this way. Also the delivery service is much better. The delivering is done on a system, one delivery up to the main part of city in the morning and one to the east end. In the afternoon the truck makes two trips to the main part of the city and delivers the enclosures to other jobbers and factories and does carting. It also delivers special hurry orders when necessary.

those days at \$12 per week, totalled \$348. To this was added a depreciation charge of \$256.20, twenty per cent. of the cost, making a grand total of \$1,304.55. The car had travelled 5,800 miles, making the net cost 22½ cents per mile. The operating charges figured on a mileage basis were as follows: Gasoline, 2.17 cents; oils, etc., .56 cents; tires, 3.55; repairs, 2.29; garage, .72 and sundries, 2.80 cents per mile. This was regarded as satisfactory and it was decided that the experiment was a success. Previous to the use of the car, the company had kept five horses, but as additional cars were added the business continued to grow and, while three horses are kept going, there is also steady employment for a three-ton truck, a one-ton Form-a-truck and a half-ton delivery car, with

pay it was necessary to keep it working steadily, but their foundries and metal working plants furnished ample business to solve this problem.

As a result of their experience they are keeping three horses for the work for which they are proving more economical and increasing the number of motor vehicles for other classes of work. While the cost of operating motor trucks has been increasing the ratio of increase had not been nearly so great as with horses. Their records showed that the cost of maintaining horses for delivery work had somewhat more than doubled in five years.

Severe Winters Against Motors

For a general wholesale and retail hardware business under conditions as

they exist in St. John, W. H. Thorne & Co., Ltd., have reached the conclusion that horses suit them better than motors. Discussing their experience with a representative of **HARDWARE AND METAL**, James C. Harrison, secretary of the company, outlined the conditions which militate against the motor trucks in St. John. The first and greatest obstacle to their successful and economical operation he found in climatic conditions. The winters in St. John are severe and snow usually plentiful. While the trucks may be operated through the deep snow it is not advantageous operation. In spite of the use of anti-freezing mixtures, radiators are liable to freeze, with the result that the car will be laid up for repairs. With the snow banked up on each side of the street car tracks in winter time the cars are badly wrenched and strained negotiating the sudden jolts, and the many steep hills in the city make winter operation especially difficult.

A condition which must be faced in St. John and which does not exist generally arises from the common use of low "slovens," the floors of which are swung only a few inches off the ground, for general hauling. Because of their use there is little provision anywhere in the city for handling goods from the height of the deck of a motor truck or a high lorrey and in handling heavy goods this creates a serious obstacle against the use of the latter class of vehicles.

Use Only for Long Hauls

As regards the general comparison between the motor trucks and the horse vehicles, Mr. Harrison pointed out the higher investment required for the motors, the loss through breakdowns and the time taken out for repairs and overhauling and the heavier charges while the big trucks are idle. In other cities where conditions were more favorable, he could understand that the motor vehicles might be more economical and, even in St. John, for carrying such material as coal, with which there is no time lost in loading and unloading and where the truck always carries a full load, he believed them superior. For their business, however, they had decided that they could not get along without horses and that it was wiser to place their dependence on them almost entirely. The greatest advantage he found in the use of the motor trucks was in cases where speed in delivery was essential and particularly for longer hauls. For such cases they would continue to use a motor truck and for this purpose they found a 1,500 lb. motor eminently satisfactory.

Lariviere Incorporee, Montreal, use three one-ton trucks and find them satisfactory. They are of opinion they will cost little if any more than horses would at present with oats so high, and they could not begin to cover the territory with horses as quickly as with autos. Greatest need is to watch men. A good man will run a car on about 100 gallons gasoline per month. Some men ruin a car by changing gears when unnecessary and not looking after transmission, etc. Have been rather fortunate in getting

men they can depend on. Delivery cost has increased about 25 per cent. since the war broke out. Would cost about \$30 per month to feed a horse. One-ton truck can be made to do the work of three horses. In city as large as Montreal they state they would not be able to cover ground with horses promptly enough, as they aim to give customers a prompt and efficient service through quick delivery.

Require Motors in Montreal

The James Walker Hardware Company, Montreal, are using auto delivery only. Not because it is cheaper, for they are of the opinion it is not, but because of the fact that better service is possible. In a large city like Montreal, where the distances are so great, horse delivery is slow and service cannot be as efficient as with automobiles. Two trucks are used, one a light $\frac{3}{4}$ -ton size for light store deliveries and the other a $1\frac{1}{2}$ -ton truck for heavier work. This latter is used for a certain amount of quick delivery from the depots to the store.

One of the great evils is that of distances. It will be necessary, Mr. Hill of the James Walker Company thinks, to make a zone beyond which deliveries will not be made excepting once a day, for the cost of having these points covered more than once a day is prohibitive. Department stores widened these delivery zones and went the limit in making frequent deliveries. Mr. Hill is of the opinion they will readily agree to curtail these and that they will probably be prime movers in the matter ere long. If there is concerted action along these lines the matter will work out with a minimum of difficulty. For, while there

will be many complaints, if the merchants are agreed upon a plan they will be on the same basis and can thus better withstand unfair criticism and loss of prestige.

As to co-operative delivery Mr. Hill says that in his opinion it is positively unworkable in a large city like Montreal. The delay of at least 24 hours, in many cases, would be a real barrier to its proper working. Most of the companies working on this basis carry goods to a central depot one day and deliver the next.

Use Horses Entirely

"We use horses altogether," said Mr. Philbin of the M. Philbin Hardware Co., Montreal. "In the winter months it is impossible to get down narrow streets with an automobile. With horses we can do as we wish and for some time we have been fortunate enough to have good men. This is important, for the matter of keeping from three to five horses is one that must have close consideration these days, feed being so high as it is. Notwithstanding these high costs we have been able to operate our three deliveries without a great percentage of increased cost. We may put on a light car and experiment with it, but at present can give no data as to comparative costs."

A. J. L. Surveyor, Hardware, Montreal, uses a general delivery, but states that it is very slow, deliveries taking from 16 to 24 hours in reaching customers. He is contemplating putting on a light auto delivery this summer. They feel that they can use one of their clerks to operate this and thus keep the overhead charge down a great deal. They are not satisfied with present way of delivering.

Stove Styles Will Be Curtailed 50 Per Cent.

Scarcity Pig Iron Makes Curtailment Necessary—New Regulations Will Have Effect of Reducing the Number of Styles Also—Will Probably be Fair Supply of Heaters

IT is highly probable that the production of stoves in Canada will be reduced to the extent of fifty per cent. Such is the opinion of the manager of one of Canada's largest stove foundries. Interviewed by a staff representative of **HARDWARE AND METAL** a few days ago, and immediately following a conference held at Ottawa to consider the outlook, this expression comes as a timely one. It furthermore will be of real potent interest to the many hardware men all over Canada who handle stoves and ranges, for many make this a very important feature, often of equal importance with any department in the store.

Patterns to be Reduced

"What was the result of your conference with the government heads at Ottawa a few days ago?" he was asked.

"The outlook is anything but promising. Pig iron cannot be had. We are already many thousands of tons short of our requirements and there will be no relief for the present or the near future

at least. The immense requirements of all the existing industrial plants working on war orders is absorbing large quantities of steel and for such uses as the manufacturing of stoves there will not be enough to supply the maker's usual needs. Very little encouragement was secured."

"What would you say the probable percentage of reduction in styles at present made will be?"

"On the average this will be about 50 per cent. The present styles which have all the conveniences used of late years on many stoves and ranges will have to go, for the time being at any rate. It will be a matter of making a few standard patterns necessary to meet the actual requirements, and in making stoves from now on utility will be the manufacturer's guiding star."

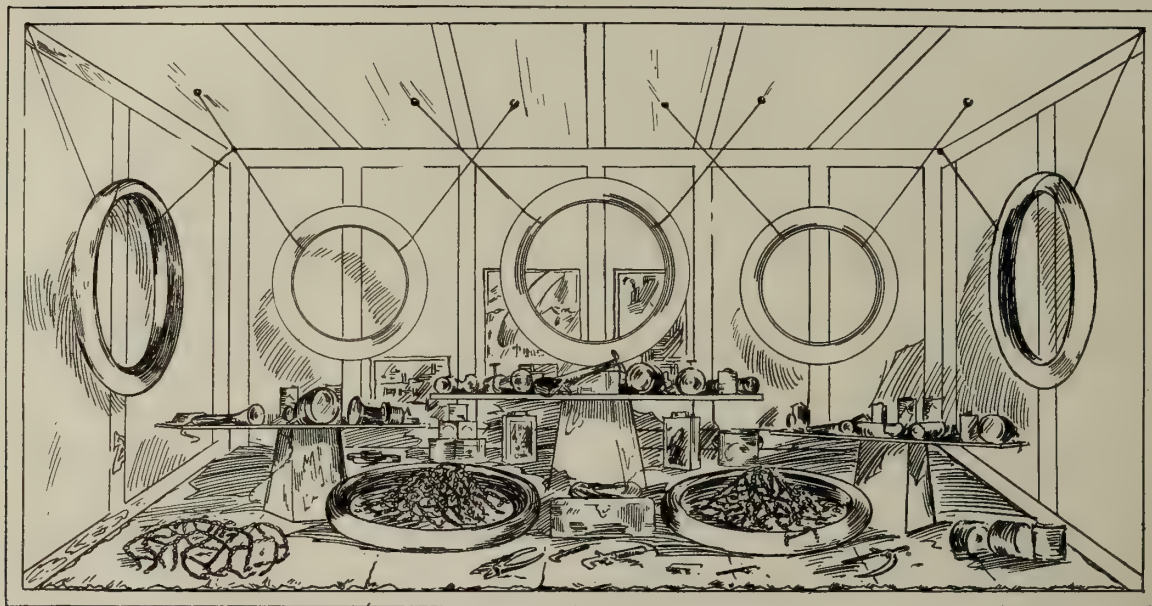
Outlook for Heating Stoves

"Using a great deal of steel, as in the bodies of heaters, what will the outlook (Continued on page 44.)

Keep Up Accessory Windows' Interest

To Get Results in Selling Accessories They Must be Well and Frequently Displayed
—Manufacturers' Helps Used to This End—Build a Background—Make
Every Window Different—Actual Experiences of a Hardwareman

Written for **HARDWARE AND METAL** by A. H. Illsey, Associate Editor.



View Showing Possibilities for Attractive Window Displays of Auto Accessories.

Rough sketch showing a suggested window trim of auto accessories. Five tires are used to make basis for background and lend attractiveness to display. These are suspended from the ceiling. Backing, ceiling and sides of window are of beaver board and 4 inch wood strips used over joints. Three pedestals used to hold plate glass shelves and display flash lights, batteries, pliers and specialties. Two or three tires on floor of window and chains loosely placed inside those. Tool boxes, wrenches, pumps, jacks, horns, etc., show up well over blue, purple or green crepe paper or cheesecloth. Many changes may be made as to location of pedestals and each display thus made unique in itself. Use of advertising helps made on background and window floor.

IDRESSED my own windows. Not that many a merchant cannot well in many instances assign this important part of his work to a trusted and clever clerk with real initiative. But I had none that could create the windows I wanted and so I never entrusted this to another but spent the necessary time each week—or twice a month at least in season—in making a display that was reasonably sure of making the desired impression, if continued, upon the car owner whose money I wanted in exchange for the tires, tubes, chains, batteries, etc., inside my display window or my silent salesman.

How I Changed My Window Background

"There were two good-sized lights of plate glass and the width of the windows at the front was about eight feet. Their depth was ample—nearly five feet. But I did not like the effect at the back. As a matter of fact there was nothing at the back excepting a built-up solid railing some 24 inches high. I never did like the open window for a hardware store and to this day when I see a display that is often good and of much merit otherwise, the lack of a back-

ground has to my mind invariably deprived the author of that display of a most impressive effect that might be secured were his windows "backed."

There was plenty of height to the window. I looked the situation over. If I were going to handle automobile accessories on an effective scale and make displays that would appeal there must be a backing against which to show them.

The window's extreme width was about ten feet—a very satisfactory width—indeed a more than average width for the hardware store window. I decided to divide this into two-foot widths. To the intercepting division where the transom glass left the top dividing strip of the plate glass was about 6 feet. Accordingly I sent to the lumber yard and bought wood strips of suitable length and four inches wide by one inch thick. These were oil stained, sawed off six feet long and corresponding strips made to attach at the top of these and then to the dividing strip above the plate glass at the window front. A third strip along the back from the door entrance to the extreme wall

of the building served to hold these and when all were sawn and placed I had a skeleton framework with sections two feet apart between centres. Reference to the accompanying sketch illustrates this. Before the strips were attached a brown oil stain was used and this applied with a soft piece of cheesecloth. This avoided muss in the window.

Getting in the Backing

Now I was ready for the beaverboard backing that had been previously procured. This came in sheets four feet wide and six feet long, so that there was no waste. The last sheet to be applied at the back was divided lengthwise, making each part two feet in width. The last space was two feet wide and this would make the entrance and exit for the window-dresser. The two-foot panel was inserted when the display was complete.

"Having applied the beaver board to the strips above, the window was now completely enclosed, the same making a neat appearance and every possibility of dust being excluded was thus afforded.

(Continued on page 44.)

One Week More Before Close of Accessory Window Contest

You, Mr. Hardwareman and Dealer in Auto Accessories, have some excellent ideas about window display.

Put them into practice on Auto Accessories and win a prize of \$10.

Have a photograph of your window display taken and enter it in HARDWARE AND METAL'S contest.

First Prize—\$10

Second Prize—\$5

Third Prize—\$3

\$1 will also be paid for each window display that receives honorable mention.

Here is a chance for you to show that you are pressing the sale of a real live line in the average hardware store. The sale of auto accessories is heavy at this season of the year. Your display will help your trade. You stand a good chance of winning \$10 besides.

Photos of windows must be at least 5 inches by 7 inches and preferably 8 inches by 10 inches, printed on glossy paper. Contest closes July 20 and photos must be mailed not later than that date. Winners will be announced in our issue of July 27.

**ENTER THE CONTEST—NOW. DO NOT
DELAY.**

Personal Appeal Wins Farmers' Trade

W. H. Turnbull & Sons, Brantford, Ont., Believe There is a Big Advantage to be Secured From Intimate Acquaintance With Farmers—Make it a Point to Talk With Farmers on Market Days

In the smaller cities and towns personal acquaintance counts for a great deal in business-getting. In larger cities service and quality of goods overshadows personal element.



Store of W. H. Turnbull & Sons, Brantford, Ont.

Following story shows the emphasis one hardwareman places on the advantage to be gained from getting into personal contact with his customers and prospective customers.

THAT there is a positive advantage to be had in an intimate acquaintance with customers and prospective customers in a particular district has been demonstrated by W. H. Turnbull & Sons, Brantford, Ont. This is a truth that needs no demonstration, as many hardware merchants can attest through their own experience that trade to a very considerable degree is based on the personal touch in any community. Acquaintance counts for more in the smaller towns than it does in the larger cities. In the larger cities the merchant is lost behind the appeal which is made through his methods and the attraction of his store. The personality of the merchant is still there, but it is shown through his store and the methods he adopts. With the hardware merchant in the smaller centre the personal touch between merchant and customer counts for very much in the development of trade.

It has been said that this is a truth that needs no further affirmation. But it is in the application which W. H. Turnbull & Sons have given to the principle that is the point of interest here. W. H. Turnbull, the senior member of the firm, has been a firm believer in the advantage of knowing his customers and prospective customers. He does not wait for them to come to his store to get acquainted. He goes out among them and makes it part of his business-getting policy to cultivate their acquaintance.

When they come to the city of Brantford on market days he does not leave it to them to come in and see him. He goes out to the market where the farm-



W. H. TURNBULL

Of the Firm of W. H. Turnbull & Sons, Brantford, Ont.

ers can always be found on those days and has a chat with them. From them he finds what is going on in their district in the building line and if they are likely to need any of the commodities which he handles. His chats with the farmers are not always in the nature of a canvass, but more in the nature of a friendly call. Incidentally he will ask them what is going on in their district in the way of contemplated building of barns.

Specializes in Eavetrough

Mr. Turnbull canvasses them more in particular with a view to trade in eavetrough, as he has specialized on this business for a number of years and has found a good profit therein. As soon as a prospect is unearthed he does not lose any time in getting after that prospect. It often happens that the farmer has not immediate need of eavetrough, but he does not forget that he has been

canvassed by such and such a merchant when the time comes that he does need eavetrough. In fact, W. H. Turnbull does not allow them to have a chance to forget that he is in the eavetrough and hardware business once he has been advised that something is contemplated in the way of renewal or in new work.

Farmers Give Tips

His canvass of the farmers when they come to the city on market day therefore keeps him in touch with the prospective building operations for many miles around the city of Brantford. One farmer will often give a tip that another is contemplating building a new barn or making repairs to his present one. The market therefore becomes a sort of clearing-house for information of this sort. It is not difficult to obtain, for the farmers are always ready to be friendly and give what information they possess. They like the personal appeal which is made to them by a business man who takes enough interest in them to call round and make a personal appeal. "Let us have an opportunity to figure on that trough job of yours" is the way in which the farmers are often asked to give their trade. It has invariably happened that W. H. Turnbull has been successful in landing the contract when he has been given the opportunity to give an estimate on the cost. With a number of years' specialization in this work he has come to have a favorable position whenever a new contract is to be figured on.

Also Makes Calls in Country

Whenever W. H. Turnbull happens to

be making a trip into the country district he seizes upon the opportunity to make calls upon the farmers of that particular section. A number of years in business in Brantford has given him an acquaintanceship with the majority of the farmers of the district. If he meets them on the road while driving to or from the city he seizes upon the occasion to stop and have a chat with them. In this way he has developed an acquaintanceship with the farmers that is a valuable asset to his firm.

Does Not Let Prospects Slip Away

"Whenever we hear of a prospect we do not allow the matter to drop until we have either secured the order or definitely lost it," stated W. H. Turnbull. "There was one instance that I recall where I had canvassed a farmer for his trough work. He stated that he had already ordered another man to proceed with the work and had given him instructions when he wanted it done. The farmer waited beyond the time he had set and the man to whom he had given the work had not yet put in an appearance. I called back on that day and asked him if the work had been done. He informed me that it had not and that if the man did not put in an appearance by a certain time he would be prepared to give me the contract. I called back on the day set by the farmer and the other man had not yet been around. The farmer was anxious that the work should be done and the result was that we secured the contract. And we did not delay in getting the work done in the time specified."

Gets Number in Same District

Whenever one contract is obtained in a certain district W. H. Turnbull endeavors to get other farmers in that same district to undertake putting trough on their barns. He makes the point with them that he can afford to give a better price if a number of jobs are secured in the district. This has worked out to advantage in a number of instances and other contracts have been secured once a start was made in a particular district. One farmer will often give the tip that a certain other farmer is in need of eavetrough on his barn. When it is pointed out to him that a more favorable price can be made all through if a number of jobs can be secured in that district it makes the farmer keener to think of possible prospects. It often happens that the farmers can themselves put in a favorable word with their fellow farmers and this always helps to create a favorable sentiment toward securing a number of jobs in the one district. Once a start has been made in that district the contagion often grows, as it were, particularly when it is apparent that their barns and buildings need attention.

Helps Sale of Other Lines

These methods followed with respect to the sale of eavetrough naturally help business in other hardware lines as well.

Barn track and other equipment has often been sold as a result of keeping closely in touch with the farmers and what was going on in the building line. When a new barn is erected that always offers a good opportunity not only for the eavetrough but for other hardware as well. While W. A. Turnbull has specialized in the eavetrough trade it has had an advantageous result on the other branches of the trade as well. Once an account is opened with a farmer he will invariably come back for other articles, especially if he has been satisfied with the work and treatment he has received during the first transaction.

Thinks Building Will Be Good

W. H. Turnbull is of the opinion that Brantford is due for a period of building activity even in spite of conditions that prevail with respect to prices at the present time. "There is a proposition under way at present for the building of some one hundred workingmen's dwellings by a building company which has been organized as a subsidiary company to one of our promising industries. One company states that they will require some six hundred highly skilled mechanics for the manufacture of war equipment. In order to provide houses for them it will be necessary for the company to make arrangements. I feel sure that when this building proposition is definitely started there will be many private builders who will take their cue and start the erection of buildings also. All that the present situation needs is a leader. Once the private builder is assured that a large corporation has faith enough to embark on the building of some one hundred houses he will in all probability not hesitate to start building. I happen to know of some instances where this has been contemplated by private builders. Once the building activity is started we look forward to a more general resumption of construction work."

Other Towns in Same Position

There are numerous other towns in various parts of the Dominion where the private investor is just waiting for some encouragement in order to embark on various building enterprises. They realize that there is a need for dwellings in many towns and cities but there is a certain timidity on the part of the

private investor owing to the present cost of materials. Once the ball has been started in the building line there are those who look forward to considerable activity.

Casualties Heavy Among Eastern Men

Two more maple leaves on the service flag of T. McAvity & Sons, Ltd., St. John, will glow in gold as a result of the sinking of the hospital ship Llanabry Castle. Clement C. Scribner and Albert Baker, both employed with this company before enlisting, are officially reported missing and believed to be drowned. They enlisted in a field ambulance unit and were transferred, after service at the front, to the work on the transports.

Another employee of the McAvity concern, Charles Tait, has been reported suffering from gunshot wounds in the face and hip. He was a member of a New Brunswick infantry battalion.

Luke Forestell, employed with McAvity's for many years and who was with the Canadian Buffalo Forge Company in Montreal, when he returned to New Brunswick to enlist, has been reported wounded in the face and left leg.

John P. Knight of the staff of W. H. Thorne & Co., Ltd., who went overseas with a siege battery, has been wounded in the hand with shrapnel and is likely to lose part of his hand.

Captain Ralph Robertson, of the staff of the Maritime Nail Company, Limited, St. John, is reported seriously ill in a French hospital. He went over as paymaster with the 104th Battalion and was transferred to an artillery brigade in France.

Daniel E. Oram, who was employed with the Thompson Manufacturing Company at Grand Bay and the Vulcan Iron Works, St. John, before going overseas three years ago, has been reported killed in action. His wife and one child survive.

Lieutenant Horace S. Brown, formerly of the office staff of the Canadian Fairbanks-Morse Company, Limited, St. John, has been awarded the Military Cross for gallantry in action. He went over with a divisional ammunition column, and was transferred to a field artillery unit.

Shortage of Garage Help Will Assist Hardware Accessory Dealer

WITH labor as scarce as it is today the garage man or automobile dealer is apt to discourage the purchase of some accessories. In the past he has been glad to get this additional equipment business and was willing to attach the article to the customer's car, but in many cases he is now so short of help that he does not recommend anything, being satisfied once the car is sold and delivered.

Car drivers really want such necessities as, for instance, bumpers, and on the Ford cars, tire carriers, robe rails, etc.

Most of these things are so made that anyone can attach them in a few minutes, and if the hardware merchant made a display of such goods a considerable sale would result and the car owners would look after the installation.

HARDWARE AND METAL has always considered automobile accessories a good logical line for the hardware dealer to take up, and the present shortage of man-power seems to be making an unusual opportunity for the wide-awake merchant.

EDITORIAL COMMENT

EDITORIAL BRIEFS

GASOLINE may not be in short supply at producing points but the available cars for transportation may cause it to be somewhat scarce at the distributing end this fall and coming winter.

* * *

THE automobile has as yet not driven the horse from the earth entirely. At a Dominion Day celebration in Austin, Man., there was one horse in evidence as against some 200 automobiles. Stick to it, Dobbin.

* * *

PERMIT has been granted by the Dominion Government to ship some 5,000 tons of manganese ore from the Kaslo District in British Columbia to the United States. British Columbia has more mineral ores than she knows what to do with at present.

* * *

FREIGHT rates to certain terminal points in British Columbia have been increased on a par with those in the United States for certain coast cities. Canadian railways do not want to take an unfair advantage over their rivals to the South!

* * *

THE United States Fuel Administration is going to allow each householder only enough coal to heat his house to 68 degrees. The amount that he will be allowed is "only so much as is scientifically found sufficient" to heat his house to temperature stated. There will need to be a private course in the care and upkeep of each individual furnace before that amount can be arrived at scientifically.

SURPRISE OVER NEW PRICE OF COPPER

KEEN interest has attached to the announcement of the new price for copper to the producers in the United States at 26c per pound. This is an advance of 2½c over price that has prevailed for months past. To outsiders who have been watching the developments the announcement came as a real surprise.

But the Government authorities decided after weighing all facts placed before them that the increased cost of production due to higher priced labor and transportation was sufficient to warrant an advance to the amount granted.

It is understood that some of the copper pro-

ducers asked that the price should be fixed at 28c pound. Now that the new price has been announced the copper interests are stated to be well satisfied. They evidently asked a higher price than they expected to get.

This advance in the price of copper will make itself felt in the Canadian market almost immediately. Ingot copper and all articles into which copper enters will naturally be in a firmer and advancing market.

PRICES OF STEEL PRODUCTS

AN additional list of steel products on which the price is to be fixed by the United States Government will soon come under the jurisdiction of the price-fixing committee of the War Industries Board. The list is to include steel and malleable castings, wire rope and steel rails.

Heretofore there have been no prices fixed for these commodities by the War Industries Board, the market being left to adjust itself. The Federal Trade Commission has been gathering data in connection with production costs of these various articles which will be made the basis for the price-fixing. A conference over the prices is to be held in Washington during the latter part of the present week.

A factor which may delay the consummation of established prices for these commodities, however, lies in the fact that the Railroad Administration must give sanction to any such agreement between the producers and the price-fixing committee. The four products named play an important part in railway construction and must, therefore, receive the sanction of the Railroad Administration when new prices are under consideration.

JAPAN IN SOUTH AMERICA

JAPAN is not losing sight of the opportunity of securing trade in South America. With Government aid her merchants are making an energetic bid to capture the trade that Germany formerly had with that country. Japan has sent official and unofficial business commissions to that country to study the trade conditions.

The result of her efforts along this line is seen in the rapid increase in her exports to those countries. In the year 1916 she shipped goods to Brazil to the value of 69,141 yen and during 1917 the

trade had increased to a value of 463,940 yen.

Japan's trade with Argentine increased from 1,139,902 yen in 1916 to 3,470,996 yen in 1917. Increases in trade were almost equally great with Chili and Peru. Altogether the gain in exports to the South American countries amounted to 163 per cent.

The exports from Japan are mostly notions, habutai, silk handkerchiefs, fans and similar articles. They are not articles that are manufactured in Canada to any extent. They are cited as showing the field which exists for these lines in these countries. What is true in the instance of lines which Japan can supply is also true in the case of lines which Canadian manufacturers can supply.

Canadian manufacturers, with the assistance of the Government, should be as aggressive in getting after the trade that they can handle as the Japanese are in getting after the trade they can handle.

TURPENTINE MARKET REACTING

AN interesting development in the turpentine market has been noted in the Southern markets during the past week. There has been a very active market for this commodity, as pointed out in these columns for some weeks past. There was a recession in value of 5c per gallon during the latter part of last week and first part of present week.

This has been looked upon in some of the leading market centres as more or less of a temporary reaction. In the New York market the price of turpentine did not follow downward in conformity with the primary market. It was natural to expect that there should be a halt in the upward soaring of prices in the Southern centres.

If reports can be considered authentic which have come from the South it would seem that this recession in price is likely to be a temporary condition. As it has been pointed out heretofore stocks of turpentine in the South are held firmly by factors who have provided ample storage space for the same.

Due to labor shortage by reason of the shifting to the Northern industries it is estimated production will be cut 40 per cent. during the present year. These are factors that should naturally make for firm prices. When export abroad again starts an even firmer situation can be expected.

LEAD SUPPLIES SOMEWHAT MEAGRE

THERE is a strong market for pig lead at the present time due in large measure to the small supplies of lead available for immediate use. Government needs must be met first and the big demand on this account has caused a scarcity for other purposes.

The market has been in a strong position for some weeks past and locally the prices have been

moved higher. During the past week the largest producer of pig lead advanced the price 15c per hundred pounds. Domestic users both in Canada and the United States have been ready to pay good prices for lead in order to get sufficient to meet their needs.

Since the beginning of the present year the price of pig lead in the New York market has advanced approximately 1¾c per pound. On January 5 the biggest producer advanced the price to 6.5c pound and the course of the quotations has been steadily upward since then with the exception of a slight recession of ¼c pound on April 11.

The strong situation in the pig lead has naturally placed the products manufactured from lead in a strong situation as well. A conservative policy for distribution of stocks by the producers is being adopted in order to make available supplies go round.

AUTOS FOR TOWN AND COUNTRY

THE Deputy Minister of Highways of Ontario, W. A. McLean, is authority for the statement that there are 31,098 cars owned in the cities of the province as compared with 47,377 cars owned in towns, villages and rural communities. The number of cars in Toronto alone is 14,751.

These figures are eloquent testimony that the automobile is a vehicle of necessity, not a vehicle for pleasure. The farmers are a practical lot of men and will not make purchases of this nature for the sake of pleasure alone. The majority of the cars within the province are owned in the small towns and rural communities.

The Deputy Minister asserted that the making of the small and moderately sized car is a necessity if the production of the country is to be kept up through a period of labor shortage. He states that the increase in the number of cars owned by farmers began some three years ago to counteract the shortage of labor, which began about that time.

It is somewhat doubtful as to whether the shortage of labor was really responsible for the increased use of the automobile in the farming communities. The farmer, perhaps, became convinced more generally about that time that there was great utility in a car as a time-saver and labor-saver. As labor for the farm became scarcer he found that it helped him greatly to have the use of a car.

In the first place he became convinced of the usefulness of the car. In this he was caught in the general ground swell of sentiment all over the country. From that it became easily apparent that it was a labor-saver.

With a prosperous condition financially in store for the farmer he will continue to become one of the chief buyers of automobiles. Hardwaremen in small towns will catch the significance of this trend in its relation to the auto accessory trade.

EVENTS IN THE TRADE

Business Changes

Abbotsford, B.C.—H. Alanson, hardware merchant, has been succeeded by H. H. Knoll.

Sherbrooke, Que.—The firm of T. J. Dillon & Co., manufacturers of patent window locks, has been dissolved and is now registered under the name of Thomas J. Dillon.

Fire Losses

Graham, Ont.—The entire business section of Graham was destroyed by fire on July 8 with an approximate loss of \$700,000. Graham is a divisional point on the Canadian Government Railway east of Winnipeg. Hamilton Bros.' hardware store was one of the businesses to be destroyed.

Toronto, Ont.—The Hughes Electric Heating Company has been damaged by fire.

The annual summer outing of the Martin-Senour Company was held last Monday at Lavaltrie and a good time is reported. Although the weather was not the most promising some 800 were in attendance. The trip was made by taking the steamer Three Rivers, and the time spent at the grounds was ample for a good list of sports.



WILLIAM KELLY

Late assistant to the president of Canadian Explosives, Ltd., and concerning whose death an article appeared last week. Mr. Kelly was at one time engaged in the bolt, nut and screw business in Glasgow.

Obituary

B. D. Steacy, one of the well-known hardwaremen of Brockville, Ont., died at his home in that city on July 4. He was 69 years of age. He established his hardware business in Brockville in 1881, and conducted it from that time until his death. He is survived by two brothers and three sisters.

Personal

M. C. Fuller of the Renfrew Refrigerator Company spent a couple of days in Toronto on business during the week.

M. J. Bryan, travelling sales manager, Turner Brass Works, Syracuse, Ill., was in Toronto calling on the trade during the week in the interests of his firm.

J. C. Keenan of the Keenan Woodenware Manufacturing Company, Owen Sound, was a visitor in Toronto during the week.

A. Butchart, representing the Northern Bolt and Screw Co., Owen Sound, Ont., has been calling on the Toronto jobbing trade.

Louis McLain, president and general manager of the Louis McLain Company, Winnipeg, has returned from a buying trip in the United States. While there he visited the firm's aluminum factory and arranged for rush shipments to be made.

Incorporations

Supplementary letters patent have been issued by the Secretary of the Province of Ontario to change the name of Canadian Hoskins, Limited, to that of Hiram Walker & Sons Metal Products, Limited. The capital stock of the company has been increased from \$40,000 to the sum of \$250,000. The powers of the company have also been extended to carry on the business of foundrymen, wire manufacturers and machinists.

Well-Known Western Hardwareman Dies

Robert F. Hay, president of the Moose Mountain Lumber and Hardware Company, died at his home in Winnipeg on July 4, after an illness extending over a month. He was 62 years of age and was one of the best-known business men in the Western Provinces. The concern of which he was head had branches throughout the West. Mr. Hay was also a director of the National Paving Company and was part owner in the Happy Farmers' Traction Company, with offices and warehouses at Winnipeg and Re-



LOUIS McLAIN

President and general manager of the Louis McLain Co., Winnipeg, who are extending their business into Eastern Canada.

gina. Deceased was born at Paisley, Ont. He is survived by one daughter, a sister and two brothers.

Toronto Hardwaremen Hold Picnic July 17

Toronto hardware merchants will hold a picnic at Lambton Park on Wednesday next, July 17. Arrangements have now been practically completed for a good programme of sports and other forms of entertainment. The evening festivities are to consist of a dance. Some excellent prizes have been donated for the various events and it is expected there will be keen competition among the contestants. The start will be made from Queen's Park at 1.30 o'clock. Hardware merchants from outside points are cordially invited to be present.

Toronto to Have Second Bicycle Week

The Toronto Bicycle Dealers' Association has decided to stage a second Bicycle Week this year. It is to be known as a "Mid-Summer Bicycle Drive" and the date is from Saturday, July 27 to Saturday, August 3. The chief feature of this demonstration will be newspaper advertising and publicity with special window displays.

Brandram-Henderson Acquires Oil Mills

Brandram-Henderson, Limited, Buys Alberta Linseed Oil Mills at Medicine Hat—Will Afford One More Important Link Toward Controlling Essential Raw Materials

Brandram-Henderson, Ltd., Montreal has purchased the Alberta Linseed Oil Mills at Medicine Hat, Alta. The newly acquired plant will be under the control and supervision of Brandram-Hen-

derson, Ltd. W. A. Church will manage the newly acquired plant. Mr. Church has been associated with Brandram-Henderson, Ltd., for the past fifteen years, and for some time was assistant manager of the Maritime Division with offices at St. John, N. B. The services of the former manager of the oil mills, W. W. McNeely will be retained for some time. Mr. George Henderson, president of the company, states that the newly acquired oil mill will place the company in an independent position in the matter of essential raw materials. Mr. Henderson also stated emphatically that Brandram-Henderson, Limited, is in every sense an independent company. It has come to my knowledge said Mr. Henderson, that statements have been made by irresponsible people to the effect that our company is closely allied with other interests in the paint and varnish business. In some cases our name has been linked up specifically with one of our leading competitors, possibly to their annoyance as well as ours. These rumors have no foundation in fact and our desire is to continue as an independent and strictly Canadian company."

The new plant will be enlarged and the output increased about 20 per cent. It is expected that new machinery will be installed in time to enable the company to handle its share of the 1918 flax crops.



GEORGE HENDERSON

President Brandram-Henderson, Ltd., Which Firm Has Acquired an Oil Mill at Medicine Hat.

QUESTIONNAIRE SENT OUT BY ASSOCIATION

The following letter has been sent out this week to members of the Ontario Retail Hardware & Stove Dealers' Association.

Dear Sir:

The action of the Paint & Varnish Association in cutting out pint and half-gallon cans in paint and varnish is felt by a large number of dealers not to be in the best interests of the retail trade, believing that the wrong sizes have been cut out, half-gallons especially being a "best seller" in most sections.

The sizes of cans eliminated was determined by the Paint Manufacturers Association and not by the Government, as many supposed. Your Executive believe in conservation and also believe that the retailer should have been consulted before this action was taken and, in order to get the views of the members of our Association, I would ask you to mark on the enclosed card the sizes which, in your judgment, should be retained.

With this information in their hands, your Executive will take the matter up with the Paint and Varnish Association and do all in their power to have the wish of the retail trade carried out.

Would be glad to have a letter from

you also expressing your view of the situation.

Yours truly,

W. F. MACPHERSON,

Secretary.

Western Firm to Open Eastern Branch

The Louis McLain Company, Ltd., wholesale manufacturers of aluminum ware, etc., Winnipeg, are preparing to open up a branch house in Toronto. With this in view they have appointed Chas. A. Kern to take charge of sales in Ontario. Mr. Kern was formerly manager for the Peerless Cooker and Specialty Co., Kitchener, Ont. E. Roderick, sales-manager for the Louis McLain Company, has gone east, and will engage salesmen to take care of their business in Ontario.

Montreal Tire Man Recently Married

P. E. Temple, manager of the tire department of the Dunlop Tire & Rubber Goods Company at Montreal, was married to Miss Bertha McEwen, daughter of Mr. and Mrs. W. McEwen of Notre Dame de Grace, on July 2. The ceremony was performed at the home of the bride's parents.

Hardwareman at Head of Red Cross Campaign

A compliment was paid the hardware trade of the city of Moose Jaw recently during the Red Cross campaign, when they chose George J. Morrison, president of Morrison-Blackwood Hardware, Ltd., as chairman of the committee in charge of the campaign to secure \$37,000, this being the amount which Moose Jaw set out to secure. Working under Mr. Mor-



GEORGE J. MORRISON

President Morrison-Blackwood Hardware, Ltd., Who Figured Prominently in Recent Red Cross Drive.

risson were 26 captains and about 300 workers. The campaign was a tremendous success. It wound up with a burlesque show in the street, at which a quilt was auctioned off, producing a very high figure. A novel feature of the campaign was the use made of a vacuum cleaner, over \$600 being pulled in from the crowd that way.

Montreal News Notes

Hardware, Limited, have removed from 240 Lemoine street to 317 St. James street. They do a retail and a wholesale jobbing business in auto accessories and tools as well as in other specialties.

M. H. Day, general manager, and H. L. Rutherford, also of the Consumers' Cordage Company, are in Halifax this week in connection with repairs to the plant at that point.

R. H. Hancock, representing the Osborn Manufacturing Co., 395 Broadway, New York, is calling on the Montreal trade.

L. E. Griffith, of Surplus, Dunn & Co., New York, is in Montreal this week.

Bruce Morrow, manufacturer's agent of Toronto, is a visitor to Montreal.

W. S. Leslie, president of A. C. Leslie & Co., Ltd., spent last week at Kennebunk Beach.

Maritime Hardwaremen Hold Annual Meeting

The annual meeting of the Maritime Wholesale Hardware-Men's Association was held in St. Andrew's, N.B., on July 3 and 4. There was a representative gathering of members and visitors allied with the hardware business and the sessions proved interesting and profitable.

Among the members present were: H. W. Emerson, the retiring president, and A. Armstrong, the retiring secretary, both of Emerson & Fisher, Limited; J. A. Tilton, of W. H. Thorne & Co., Ltd.; Major P. D. McAvity and S. C. Hoyt of T. McAvity & Sons, Limited; R. M. Bartsch of the S. Hayward Co., Ltd.; F. A. Foster of Foster, Robertson & Smith, Ltd., and George B. Rivers of the McClary Mfg. Co., all of St. John; F. R. Sumner and R. P. Dickson of the Sumner Co., Ltd., Moncton; J. R. Simmons of James Simmons, Ltd.; C. J. Metzler and C. W. Stairs of William Stairs, Sons & Morrow, Ltd.; I. L. Crowell of William Robertson & Sons, all of Halifax; W. H. Spinney of C. K. Spinney, Ltd., Yarmouth, and H. N. Stearns of Amherst.

The visitors included H. W. Ferris of Sergeant & Co., New Haven; W. H. Bell and H. W. McBride of H. Disston & Sons, Ltd., C. E. Heustis of the Maine Axe & Tool Co.; H. A. Marvin of the Maritime Nail Co., Ltd., St. John; Major G. M. Johnston and William Knedell of James Pender & Co., Ltd., St. John, H. G. Rogers and L. M. Farquhar of the Steel Company of Canada.

The election of officers resulted in the choice of the following: President, G. J. Metzler, Halifax; vice-president, R. P. Dickson, Moncton; additional members of executive, I. L. Crowell and J. R. Simmons, Halifax; W. H. Spinney, Yarmouth; R. M. Bartsch, P. D. McAvity, and John F. Tilton of St. John. The secretary will be appointed by the president.

ACCESSORY WINDOW'S INTEREST

(Continued from page 36.)

The beaverboard had, of course, been tinted before it was nailed on with small brads. A light buff shade was used to good purpose and looked well.

A Sample Display

"My materials to be used in each display were looked over and made ready before the window was to be dressed each time. If there was any cleaning to be done in making the various lines ready for the window this was assigned to my assistant. He did this between times and if possible I had him lay these out and bring them to the window for me so that my time was saved as much as possible. I found that during the progress of building up each display it was possible to use various quantities of lines that could not be decided upon earlier. Sometimes I used a purple or blue shade of crepe paper for the back and the side of my window. This was effective in that the tires and other lines stood out well against it.

"My first idea, in many of the displays

made, was that of using tires well toward the back. These tires even from the opposite side of the street would attract those interested. They were suspended very often from the ceiling on heavy cord. This was almost invisible and occasionally this was covered with crepe paper of the same shade as used elsewhere in the window. Probably three regular stock tires would answer—sometimes there would be as many as five. Occasionally tire chains were neatly distributed over the back.

"A few wood boxes of any size available were secured. These, placed about the floor of the window were covered with similarly-shaded crepe paper and the bottom of the window was then ready for the various articles I wanted shown. These included tire pumps, chains, dry cells, flashlights, horns, speedometers, inner tubes, tool boxes, head and tail lights, incandescent bulbs, auto oils in lithographed cans, headlight lenses and a score of other specialties. The raised boxes served well to relieve the otherwise ordinary and commonplace showing on an unbroken window floor and served as 'steps' toward the back of the window, the tires above being placed so as to make the whole effect appear pleasing and effective. Very often I used odd lengths of plate glass on pedestals of different heights, which are easily made.

Cards were prepared and placed about the window near the various lines displayed giving information and prices in plain figures. The advantage of these price tickets was generally appreciated by an interested prospect and the plain price announcement to the public indicated the one-price principle adhered to by the store.

Use of Manufacturer's Cards

While I never followed beaten paths in the displays made, in every possible instance the cards and lithographs and the attractive selling helps sent out by the manufacturer and jobber were always made use of in the best possible manner. Careful of these when not in use they were ever ready when a window was to be trimmed and they could be used several times.

One of the objects never overlooked was that of endeavoring to make each window stand out as distinctive and draw prospects to it on its own merits. Time spent in this way was never considered wasted.

And as a further help attention was usually drawn to the display through the newspaper advertising which always formed a part of my selling policy.

M. O. Crowell, president Crowell Bros. Ltd., Halifax, N.S., accompanied by Mrs. and Miss Crowell, is on a two weeks trip visiting Toronto and Niagara Falls. Mr. Crowell also attended the convention at St. Andrews, N. B.

TOO LATE TO CLASSIFY

HARDWARE SALESMAN WANTED AT ONCE
One with several years' experience. State age and salary. Box 391, Hardware and Metal.

STOVE STYLES WILL BE CURTAILED

(Continued from page 35.)

be for the dealer getting what he requires of these?"

"We are now working on our Fall output and we have this stock ahead to begin with," was the reply as the writer was shown through the storage floors of the large foundry building.

It is very apparent, however, that the supplies which makers have been able to lay up against the demand to come are not at all large, and in view of the fact that this manufacturer as well as many others will probably not have made a great deal of headway as yet in piling up even moderate stocks the outlook here is not too encouraging. It was stated, however, that there will be a fair supply of heating stoves before the cold weather comes.

Dealers Have Bought Sparingly

It was stated by the manager in question that stove retailers had been buying sparingly. This is to be accounted for from the fact of prices being high and also because some dealers very probably expected that stoves would be cheaper rather than higher. In view of the facts presented, therefore, and in addition to which it must be borne in mind that no more furnaces have been or will be blown in to add to the present production of pig iron, the outlook as stated would seem to be founded on facts that have to be squarely faced.

It was suggested that some relief might probably be afforded through the reduction and use of old scrap but this manager was of the opinion that it would be a very small factor. "This class of iron is not of much value to us in the production of the stoves we make," he stated.

The Labor Question—Prices

One of the re-assuring features so far as the foundry in question is concerned was the sufficiency of the labor supply. The management has very fortunately not been worried to any extent over the matter, the class of men they require being available in fair supply and the important consideration thus troubling so many manufacturers is not evident here.

"Prices will, of course, be higher," was suggested. "There will undoubtedly be an increase in the prices for stoves, for with a decreasing supply of raw material on such a scale as this but one thing can happen,—advances will surely be made."

About Entry U. S. Stoves

"What was done with reference to the barring from the Canadian market of stoves made in the United States? There is a rumor that these would be placed on the embargoed list."

"It is to be expected that the manufacturers of stoves here will look for some such action to be taken if they are not to be allowed the essential supply of pig iron. Nothing has been done yet but this is a consideration that will very likely receive attention."

THE CLERKS DEPARTMENT

CROZIER—CREATOR OF GUN-CROWDS FOR U.S.A.

An Austere Tussler With Every Sort of Handicap, but a Man Who Has Won Out by Force of Will is Chief of the U.S. Ordnance Department

IT is said that the Allies are content to-day to hold the front against enemy onslaughts, letting the Kaiser's legions litter the earth with their dead, until the American armies arrive in sufficient force to help sweep the Huns backwards across devastated Belgium in forced retreat that may quickly become rout. There are many who think of that time in terms of men: there is one man in the United States who can think of it only in terms of guns, guns, guns. That man is Major General William Crozier, Chief of the American Ordnance Department. He does not believe that the United States armies can ever have too many guns to do the work that is ahead of them.

"With guns enough you can win this war without the terrible losses of the past," he says. "Without guns enough," he adds, "you may lose thousands of men in fruitless efforts, and may even lose the war. There is not a man who has lived on that bloody line in Europe who will not agree."

That was said some time ago. Events seem to prove more and more the paramount importance of guns. General Crozier is justified in his beliefs. American soldiers know him as "The Man Behind The Guns." He does not theorize. He works. He works prodigiously. Here is the start of his day:

The General sleeps in the open the year around in a garden adjoining his residence. He arises promptly at 7.40 and leisurely shaves himself and takes a cold plunge. At 8.30 he eats a substantial breakfast, generally with meat, and leaves for the office, reaching there at 9.30. Then comes a day of continuous work at his desk until nearly six o'clock. Lunch is taken at the desk, consisting of most invariably of a pint of milk and a raw egg. It is brought in a thermos bottle from his home.

His Helmeet and His Horse

A few minutes before six each evening General Crozier mounts his saddle horse. a horse he has had for years, and for an hour he rides around Potomac Park. Some part of the time is spent in hurdl-ing, for the horse is a good jumper. The General returns to his house at seven and at 7.30 he has dinner. Dinner out of the way he returns to the office, which he never leaves before midnight. He seldom

stays beyond one o'clock, for Mrs. Crozier makes it her business to see that her husband knocks off from his work at that hour.

Sundays, since the outbreak of the war, General Crozier spends from four to six hours at the office. The rest of the daylight hours are given over to a tramp in the wood with Mrs. Crozier.

General Crozier at sixty-two is perhaps the most prodigious worker in the entire War Department personnel. That he carries his age lightly and is able to employ a mind that responds as quickly and as clearly as it did thirty years ago is due almost entirely to the tremendous will-power of the man. For General Crozier has battled successfully against physical handicaps that would have floored any but the most doggedly determined sort of a fighter.

He has been compelled to undergo more than six operations of a major character. With his life at stake he has continued at his tasks. He has directed the work of his office from a sick room which his friends believed he never would leave alive.

Battling against ailments of a most serious character, General Crozier has kept going at top-notch speed by reason of a rigorous form of living routine, and to-day he is working as long hours as any man in the department.

Once Under Departmental Fire

A visit with the Chief of the Ordnance Bureau had been arranged for the Louisville "Courier Journal" to enable a more or less intimate portrayal of Gen. Crozier who recently has passed through a grueling examination as to his stewardship in the most vitally important bureau of the War Department, a bureau charged directly with supplying American troops with guns, big and little; shot and shell.

To reach General Crozier, such are the demands of his present job, one must pass successively inquisitorial persons on four doors, doors now referred to as first, second, third and fourth-line trenches.

Once in, however, the visitor is confronted by a man who, while blunt and terse in his manner of talk, is at the same time frank and genial.

The General was occupying a severely plain, armless, hard-bottomed wooden chair. It is a chair that one would expect to find in the furnace-room of a building. It is, however, typical of the man. The General uses this exceedingly uncomfortable chair simply because, as he ex- in the field and at various desks he has plained, he does not like to loll about or relax even for a moment while at the office. This no man could do in such a chair. It constitutes a perpetual admonition to be up and doing.

"That Power in His Eye"

In build and appearance, aside from the

straightness of his carriage, General Crozier is not of the popularly imagined military type. He has rather an indifferent chin and neither the mouth nor the nose gives any clue to the character of the man.

It is from the eyes up that General Crozier draws attention, save, possibly, for an iron-gray mustache that calls for a second look because of its natural tendency to droop downward in pacifist differentiation from the fiercely military upward twirl of the Hohenzollern model.

The Crozier eyes are remarkable. Flashing black they compel attention again and again. They are the most striking characteristic of the man, and are topped by a broad forehead.

Of the General's forty-one years of experience considerably more than half have been devoted to the Ordnance Bureau during the period when the heads of the War Department and the military advisers of the Government have, for the most part, been compelled to fight day and night for even such scanty appropriations as were secured for military preparedness.

During all this period General Crozier has been at the forefront of those urging, pleading, and even begging the legislative branch of the Government to make possible something like adequate preparation against the possibility of war.

Forget It and Get on With War

But General Crozier is not of the "I told you so" sort. He refused to assume the responsibility for any part of the country's so-called unpreparedness, and says that the thing to do now is to forget the past and pitch in and prosecute the war successfully. Having been vindicated by his superior officers he is not fretting, and if he feels any resentment he carefully conceals it from public view, and is not worrying about what the public thinks.

With all this General Crozier is far from being unmindful of both the need of well-informed public opinion and its power.

"That I have not been out of the Ordnance Bureau months ago is simply a miracle," said the General. "That England and France are able to equip us with heavy ordnance for the first year and a half of the war is a thing that would not happen once in a thousand times. It is a miracle, that is all—a miracle that has saved the United States. Had it not been so, unquestionably public opinion would have forced changes and my head would have fallen. It would have fallen notwithstanding my record of having preached early and late for preparedness."

A Distinguished Career

Graduated from West Point in 1876 at the head of his class in studies, General Crozier has given forty-one consecutive years to the military service of his country. During that time both for service repeatedly been marked by his superior officers for distinguished accomplishments.

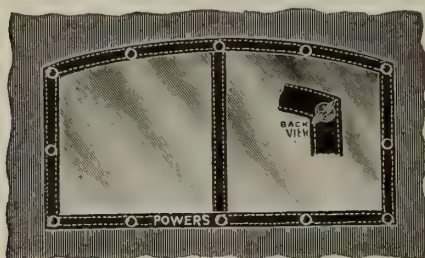
These commendations relate to service in the field, in the Indian uprisings of the late seventies, in the Philippine campaign, and during the siege of Peking. For the others the commendations deal with his work as an inventor.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

REPLACE REAR CURTAIN LIGHTS

A new article is being placed on the market by the Powers Manufacturing Company, Waterloo, Iowa, in the shape of celluloid curtain lights to replace broken curtain lights in back of Ford cars. It is claimed for this article that all that is necessary to attach it is simply to loosen the top sufficiently to get some slack in back curtains. Powers replace lights can then be attached with fasteners furnished. The article is stated to be made of heavy, clear, transparent celluloid. Edges are bound with gimp to match the curtain. They are fitted with fasteners and washers for attaching and if desired they can be sewed into the curtain on an ordinary sewing machine.



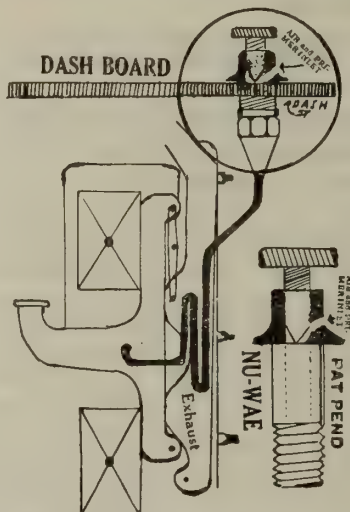
Powers Rear Curtain Light

NU-WAE ATTACHMENT

The Relax Company, of Norwood, O., is introducing the Nu-Wae attachment used for all gasoline or kerosene engines, which, it is claimed, increases mileage from 10 to 30 per cent. more per gallon from gasoline. It is installed on the dash of any make automobile, and a tubing leading to the intake manifold, which is shaped in a coil, is fastened to the exhaust manifold. This heated air, it is claimed, breaks the raw gasoline globules and forms a gas that properly explodes. It is further stated that the use of the Nu-Wae attachment requires less gas and, therefore, the carburetor must be turned off at least quarter-turn. It is stated a Nu-Wae attachment can be used successfully for removing carbon from the cylinders by using water which is fed through the air or primer hole from the dash. This water as it passes the red hot tubing becomes a steam and is fed into the cylinders; the moisture from this steam loosens up the collected carbon and discharges it through the exhaust. The company also states that it can be used successfully for a prime.

NEW STARTER

The Relax Company of Norwood, Ohio, is placing on the market the Relco simplex starter, which, they claim, is guar-



Nu-Wae Attachment

anteed to turn the engine over one complete turn, whereas other starters usually only turn the engine over quarter-turn, giving you the advantage of the firing of all four of the cylinders, instead of one. It is equipped with a foot primer or choke to prime the engine from the seat; has a safety device when the engine back fires, and, it is claimed, prevents the misfortune of breaking or spraining the arm. It is simple; therefore, we have given it the name Relco-Simplex starter. It is claimed, in case that you should stall the engine on a railroad track in front of a fast train, you could pull the starter and start your motor quicker than you could jump. The Relax Company guarantees this starter to save its price in gasoline on short stops, as you turn off your engine instead of leaving it run.



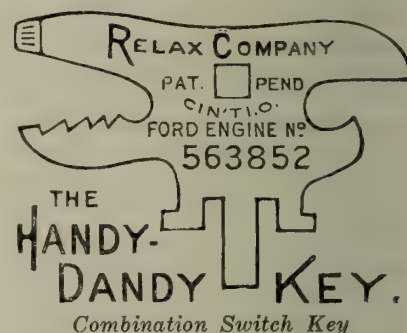
Relco Simplex Starter

COMBINATION SWITCH KEY

The Handy Dandy Ford combination switch key is a new product manufactured by the Relax Company, of Norwood, Ohio. They are packed 100 to a box, and are brass plated. There are five different combinations—a switch key, screw driver, alligator and coil box wrench for a Ford, bottle opener, Presto light or key ring opening. It is also stamped for reference to the engine number in case of theft. The company will also stamp the name of firm on the key if desired for advertising purposes.

WIRE SCREEN RACK

Three new products are being placed on the market by the Evan L. Reed Manufacturing Company, Sterling, Ill., in their wire screen rack, motor tire rack and stepladder and stool. The "Crackerjac" wire screen rack is stated to be made of iron and band steel with casters on bottom, blue enamel finish. Dimensions of base are 26 x 25 in. It is claimed that the wire cannot unroll when



placed in this rack owing to the shape of the space in which the roll of wire reposes. It is designed to hold from 12 inch to 48 inch lengths.

The Crackerjac step ladder and stool is designed so that the lock under the top of the stool can be released, enabling it to be folded up in small space. This article is made in two styles and three sizes.

In the Crackerjac motor rack it is stated the tires rest on round rods, having thereby no sharp edges to injure. Each section is divided into six compartments, preventing tilting of tires. It is claimed for it that it will accommodate twelve of the largest size tires or more of smaller ones. Space between sections is 6½ inches, height of rack 80½ inches, width 40 inches, depth between uprights 14 inches, length of base 30 inches, weight of rack 85 pounds and crated 115 pounds.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THE 30c advance in the price of flaxseed during the week, coupled with the placing of an embargo against further shipments from the Argentine, has proved a factor in the sharp advance in linseed oil, ranging from 7c to 14c per gallon. The question of supplies is increasingly difficult, and a recession in present prices before new crop seed is available is not looked for. Crop reports as yet are rather indefinite to have a direct bearing on the market, but the reports from the West have taken on a somewhat pessimistic tone. The future cannot be determined under unusual conditions existing and that may develop. Turpentine has also attained higher levels, another 3c advance being made in some quarters, while others have withdrawn prices altogether until further supplies are available.

Revised prices have been issued on wrought iron pipe providing for an advance. Pipe fittings have also undergone revision upward, both malleable and cast being affected. Valves, compression bibbs, stop and waste cocks, basin and bath cocks are all now selling on a new scale of discounts which bring net prices to higher levels.

Some shipments of ingot tin have come to hand, but have been absorbed. Supplies to arrive are largely sold, though when further shipments will reach Canada is not known definitely. Prices are holding high, and offers of as much as \$1.50 per pound have been made in an endeavor to secure spot stocks. Lead remains very firm, and spelter holds steady, while antimony records an advance of 2c per pound under increased demand.

A revision in values on solder has been made, and quotations now ruling are substantially below those prevailing for some time past. Lead pipe is holding steadily at advances established last week, and other manufactured lead products are unchanged.

Many miscellaneous though important lines in the hardwareman's stock have been changed during the week. In the list will be found blow torches, fire pots, thresher endless belts, semi-rotary wing pumps, sweeping compound and tie-out chains, all of which have registered advances.

MONTREAL MARKETS

MONTREAL, July 11.—This week's changes are not very numerous in the regular hardware lines but it is anticipated that some considerable changes will be made in the near future on various manufactured goods. As has been predicted in **HARDWARE AND METAL** for several weeks higher prices were likely to obtain for tools and shelf hardware. One of the most interesting announcements yet made is that with reference to the finish of tools such as planes, screwdrivers, braces and tools made largely of wood. The finish on these will hereafter be less highly made and cheaper woods are to be used for

various handles. Special reference to this is made elsewhere. Wrought pipe is higher, fibre pails, wash boards, knife handle wrenches, lead pipe, and roofing nails. It is very hard to secure supplies of steel blocks, one jobber reports. The nail market is strong with tendencies of a firming nature. The state of trade is on the quiet side. Various changes are made in auto accessories—mostly of an upward nature.

Washboards up 15%; Knife Handle Wrenches

Montreal.

WASH BOARDS, WRENCHES.—Ad-

vances approximating about 15 per cent. have been made in the price of wash boards. This applies to the various lines including those of glass manufacture and prices will be found in the current quotations. Coes genuine knife handle wrenches are also on a higher price basis. The advance is around 10 per cent., the 10 inch being quoted at \$21 per dozen and the 18 inch at \$48.

Malleable Fittings and Wrought Pipe Advance

Montreal.

FITTINGS AND PIPE.—Advance made this week in the price of malleable fittings totals about 7½ per cent. Quotations given in the current list show the range to cover these. Black and galvanized pipe prices are up and new prices are as follows, the price of black being the first mentioned: ¼ and ⅜ inch, \$5.22-\$7.35; ½ in., \$6.64-\$8.21; ¾ in., \$8.40-\$10.53; 1 in., \$12.41-\$15.56; 1¼ in., \$16.79-\$21.05; 1½ in., \$20.08-\$25.17; 2 in., \$27.01-\$33.86; 2½ in., \$43.30-\$54.12; 3 in., \$56.62-\$70.77; 3½ in., \$71.76-\$88.78 and 4 inch \$85.02-\$105.17.

Roofing Nails \$22.00; Fibre Pails Advance 40c

Montreal.

ROOFING NAILS, PAILS.—An advance of \$2 per keg is made in the price of simplex roofing nails and these are now selling at \$22 per keg. The advance is effective at once. Fibre pails, selling at a previous price of \$4.60 per dozen are now \$5.00 per dozen.

Prices Again Revised For Auto Bumpers

Montreal.

AUTO BUMPERS.—New quotations are given on bumpers. These are of Lyon make and the new trade prices in single lots are, for the No. 102, \$16.12 and also for the No. 26 the same price applies. Nos. 8 and 18 are both selling now to the trade at \$13.95 each. For the above lines in lots of six the price each is \$15.05 for No. 26 and 102 and for the No. 8 and No. 18, \$12.92. These are net quotations.

Higher Prices For Engine-Driven Pumps

Montreal.

TIRE PUMPS.—Prices have been changed on types of engine-driven tyre pumps. Crane pumps, all makes from No. 31595 to 31604 are advanced, trade price

of \$11.25 as obtaining before being superseded by one of \$13.88 each. Kellogg engine-driven pumps are quoted now at \$17.60 each for models 101-201 and at \$14.80 for the front end drive pump.

Wire Wheels, Cranes and Stands Revised

Montreal.

AUTO ACCESSORIES.—Wire auto wheels of House pattern are moved up to higher levels this week. The prices for black, white and red colors were \$69.50 per set or in five set lots \$66.10. These are changed now to \$72 and \$70 respectively. Other colors than the above are quoted at \$83.25 per set. For Chevrolet cars in black finish only the price has been advanced to \$90 per set and for all other colors \$96. Manley cranes selling before at \$109.35 have been reduced to \$97.20 each for the number 76 and for the No. 80 the revision is made to \$144 from \$157.23. Everway engine stands are increased from 52.43 to \$54.90 and stationary engine stands for Ford's are up from \$25.74 to \$27.90.

Price Revisions Are Made on Car Springs

Montreal.

CAR SPRINGS.—Revisions have been made in the price of front and rear springs used on Ford cars. No. 103 selling in single lots at \$3.75 before is now \$3.49; No. 106 is reduced from \$10.50 to \$9.30, this being the corresponding rear style. No. 3,800 style front springs are now advanced to \$3.49 from \$3.11 and the rear style, No. 3,824, from \$8.25 to \$9.30 each. These prices are net.

Electric Bulbs Are Revised in Price

Montreal.

ELECTRIC BULBS.—Revisions are made in the prices of various electric bulbs used on automobiles. The changes record some advances in most instances but these are not uniform. The lines affected are many and both single and double contact styles are in the list so changed.

Prospect Fewer Sheets Holds Prices Steady

Montreal.

SHEETS AND PLATES.—In view of the fact that there is more difficulty every day in getting forward supplies of sheets from the United States the prices here are holding steady. There still are supplies of a fair nature in certain gauges and for the most part trading is reported as quite active. A little change is made by one firm to slightly higher levels although the range is not materially affected.

BLACK SHEETS—		100 lbs	
10 gauge	\$. . .	\$9 75	
12 gauge	9 25	9 65	
14 gauge	7 75	9 00	
16 gauge	7 85	9 15	
18-20 gauge	8 00	9 25	
22-24 gauge	8 00	9 60	
26 gauge	9 70	9 75	

28 gauge	9 90
10 3/4 oz. (28 English)	10 80 10 75
GALVANIZED SHEETS—	
10 3/4 oz.	\$10 00
28 ga.	9 65
26 ga.	9 25
22 and 24 ga.	9 05
20 ga.	8 55
18 ga.	8 55
16 ga.	8 70

Lead Waste and Common Lead Pipe Up

Montreal.

LEAD PRODUCTS.—In view of the strong market that has been ruling for lead recently an advance is recorded this week in the prices of lead pipe. Both lead waste and ordinary lead pipe are higher by one cent per pound and firm at this. Lead sheets have not, as yet, been affected but this may occur at any time. Solder is steady and the volume of business for these line sis pretty small just now.

NEW SCHEDULE OF PRICES ON WROUGHT IRON PIPE

Price List No. 36 (July 5, 1918)

		Black Galvanized Per 100 feet	
Standard Butt weld			
1/8 in.	\$ 6 00	\$ 8 00	
1/4 in.	5 22	7 35	
3/8 in.	5 22	7 35	
1/2 in.	6 63	8 20	
3/4 in.	8 40	10 52	
1 in.	12 41	15 56	
1 1/4 in.	16 79	21 05	
1 1/2 in.	20 08	25 16	
2 in.	27 01	33 86	
2 1/2 in.	43 29	54 11	
3 in.	56 61	70 76	
3 1/2 in.	71 76	88 78	
4 in.	85 02	105 19	
Standard Lap weld			
2 in.	29 97	36 45	
2 1/2 in.	45 05	55 28	
3 in.	58 91	72 29	
3 1/2 in.	73 60	91 54	
4 in.	87 20	108 45	
4 1/2 in.	99 06	123 82	
5 in.	115 40	144 30	
5 1/2 in.	149 80	187 20	
6 in.	195 20	243 95	
8 L in.	205 00	256 25	
8 in.	236 20	295 20	
9 in.	282 90	353 25	
10 L in.	262 40	328 00	
10 in.	337 80	422 30	

Terms 2% 30 days, approved credit.
Freight equalized on Chatham, Guelph,
Hamilton, London, Montreal, Toronto,
Welland.

Lead pipe, lb.	0 15
Lead waste pipe, lb.	0 16
Lead traps and bends	Net list
Lead wool lb.	0 14
Lead sheets, 2 1/2 lb. sq. ft., lb.	0 14
Lead sheets, 3 to 3 1/2 lbs. sq. ft., lb.	0 13 1/4
Lead sheets, 4 to 8 lbs. sq. ft., lb.	0 13
Cut sheets, 1/4 lb. extra, and cut sheets to size.	
1c lb. extra.	
Solder (guaranteed)	0 56 1/4 0 65
Solder, strictly, lb.	0 52 1/4 0 60
Solder, commercial, lb.	0 48 0 55
Solder, wiping, lb.	0 51 1/2 0 55
Solder, wire (8 gauge)—	
40-60	0 62 3/4
45-55	0 68 1/2
Zinc sheets, casks	
Do., broken lots	

Steel Bars and Bar Iron Hold Unchanged

Montreal.

BAR IRON AND STEEL.—Some little difficulty is experienced these days in getting all the trade requirements filled for the various sizes of steel and iron bars. At the same time there is no great com-

plaint in this direction and a fair stock of standard sizes is held. Trading is not overly active and while prices are fully maintained some think these will not be altered materially just now.

Common bar iron, per 100 lbs.	\$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17 1/2 - 0 19
Black Diamond tool steel, per lb.	0 18 - 0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	6 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20 - 0 21

Firm Prices For Wire Nails Prevail

Montreal.

WIRE AND NAILS.—There is some talk of wire nails reaching a higher price basis. There is not any too great a supply here and at the same time the country and city orders are filled reasonably well, those from the rural trade being larger than from the city. Standard wire nails are based still at \$5.35; cut nails at \$5.60 and smooth steel wire at \$6.25 per 100 lbs.

Better Prices Now For Brass, Lead, Iron

Montreal.

OLD MATERIAL.—The market shows more activity than it has for some time and it would appear that the reason for this is a desire to pick up metals that are hard to get from the producers in the States and here. As a consequence heavy lead is in better demand and also heavy brass, copper, heavy machinery cast, heavy melting steel and stove plate. The new copper price basis has had its effect on the price of the scrap material and there is none too much of this around at present. The market is better than it has been for some little time. Zinc is on a higher basis as given below.

Tea lead	0 06 1/2
Heavy lead pipe	0 07 1/2
Yellow brass	0 15 1/2 0 14
Red brass	0 23 1/2 0 24
Light brass	0 08
Scrap zinc	0 06 0 06 1/2
Heavy copper	0 24 1/2 0 24 3/4
Wrought iron, No. 1, per gr. ton	27 00
No. 1 machinery cast	38 00 40 00
Heavy melting steel	22 00 23 00
Pipe scrap	18 00 20 00
Stove plate, per ton	26 00 28 00
No. 2 busheling	13 00 14 00
Old rubbers, boots and shoes	0 08 1/4 0 08 1/2
Overshoes, lumbermen's rubbers	
boots	0 07
Bicycle tires	0 04 1/2 0 05
Automobile tires	0 05 0 05 1/4

Fuel Oil and Also Refined Oils Steady

Montreal.

REFINED OIL, GASOLINE, FUEL OIL.—The market for fuel oils is steady and with a production that is up to that of a year ago, if not somewhat better, there is ample stock to meet the needs of the trade. Prices are steady and likely to hold on the present basis. Coal oil is unchanged but steady and the price for Royalite is still 19c and that for Electrolite and Palacine is 22c. Gasoline is in good de-

mand with motor grade holding at 34c per gallon.

Rope is Unchanged But Soft Fibres High

Montreal.

ROPE AND CORDAGE.—There is still much firmness in the market for soft fibres. Advances have been the order during the past ten days with a result that all jute goods such as twines and packings are now on a high basis. Advances have ranged from 4c to 7c per pound. The situation on sisal and manila rope is without new feature and some business is being transacted. Sisal is based at 27½c per lb.; British manila at 33c and pure manila at 39c.

Stoves, Ranges, Wares All Steady But Firm

Montreal.

STOVES AND WARES.—The summer trade for shelf goods such as various lines of tin and enamelled ware is all that can be expected and manufacturers have no complaint to make. It is a fact that all lines are firm and with the outlook for material uncertain there would seem to be no advantage in withholding from buying such goods as will be wanted. Occasional shipments of material come in to manufacturers but of course it is harder to get these now. Stoves are steady and firm and the outlook is not promising as it was. They are likely to be high this fall.

Lead and Tin Strong With Ingot Trade Fair

Montreal.

INGOT METALS.—The features of the week are those of firming prices for pig lead and also for tin, although tin is not changed as yet, locally. Trading is reported to be seasonably fair.

COPPER.—Things have settled down to the new basis of prices. There is not a great deal of supply on spot here and in view of the consumption on this continent and bearing in mind the fact that the War Trade Board's price only holds till August 5, it is expected that the price will hold very firm. This is from 31 to 32c pound.

TIN.—Although there is some tin here and a few lots being received from week to week the position is one of strength. The advices from Singapore show that high prices are being asked and sales will not be made excepting the quotations are agreed to. Some think here that prices will be higher. In the meantime quotations range from \$1.10 to \$1.25 per pound.

SPELTER.—Ever since the flurry in which this figured as a moving commodity there has been more quietness to the market than usual. Producers are well sold up, it is stated and the tone is firm here at 10½ to 11c per pound.

LEAD.—Advances were made in the United States market and for prompt delivery it is difficult to get supplies. It looks like a continued firm market and quotations here are based around 10½c to 11c per pound.

ANTIMONY.—The amount of request

for this is small and with no change of consequence, prices quoted here are 15c-16c per pound.

ALUMINUM.—Aside from the diffi-

culty of getting supplies forward from the States there is nothing to report. Little trading is done and price holds at 50¾c per pound.

TORONTO MARKETS

TORONTO, July 11.—Many advances are to be noted in prices during the week. Among the lines to change are to be noted wrought iron pipe, pipe fittings, valves, blow torches, fire pots, thrasher endless belts and semi-rotary wing pumps, all of which have undergone revision upward. Metallic cartridges and loaded shells are also on the upward trend as well as hemp twines which have soared tremendously during the past month. New prices are expected out on tackle blocks, which will provide for an advance of about 10 per cent. Business generally is considered very fair.

Wing Pumps Higher; Barn Door Latches Up

Toronto.

WING PUMPS, BARN DORR LATCHES.—Prices issued on semi-rotary wing pumps show an upward trend, the figures named for these ranging for the No. 1 at \$6.35, No. 2 at \$7.00, No. 3 at \$8.50 and No. 4 at \$9.75 each.

Barn door latches have also been revised, the quotations now ruling on No. 5 being \$2.75 and on No. 9 being \$5.10 dozen. Rising manufacturing costs have been factors in both these advances.

Torches Up 7½%; Tie Out Chains Revised

Toronto.

TORCHES, TIE OUT CHAINS.—Further advances have become effective on Clayton & Lambert blow torches and plumbers' fire pots, the new prices being up about 7½ per cent. Quotations named on some of the more familiar numbers of each are reproduced herewith:

Torches—No. 31, \$8.50; No. 32, \$8.95; No. 50, \$7.60; No. 37, \$7.60 each; fire pots—No. 71, \$15.25; No. 72, \$13.90 each.

A revised discount has been issued on tie out chains of 45-5 per cent., as against 50 per cent. formerly ruling. This provides for a slight advance.

Pipe Taps Change; Carpenters' Chalk

Toronto.

PIPE TAPS, CHALK, CRAYONS.—A discount of 60 per cent. on ¼ to 1-inch and 50 and 5 per cent. on 1¼ to 2-inch pipe taps has been established, which means a higher scale of prices for this line. Lists on some of the smaller sizes are: ¼-inch, \$1.20; ⅜-inch, \$1.60; ½-inch, \$2.00; ¾-inch, \$2.80; 1-inch, \$4.40 each, to which the discount of 60 per cent. applies.

Carpenters' chalk, white, is now being quoted at \$1.40 and red and blue at \$1.60 per gross. School crayons, white at 28c and yellow at 30c gross, have also joined the list of goods advancing.

Barn Door Hangers, Sweeping Compound Up

Toronto.

BARN DOOR HANGERS, SWEEPING COMPOUND.—A further advance in prices on barn door hangers is to be noted in revised quotations given herewith. Increased cost of materials with difficulty procuring, added to continually increasing manufacturing expense are factors to be considered in revised figures. The Atlas No. 0 is now being quoted at \$13.30, No. 1 at \$13.80 and No. 2 at \$15.80 dozen pairs; Stearns 4-in. at \$9.75 and 5-in. at \$13.20 dozen pairs; Storm King, \$10.60 dozen pairs.

Dustbane sweeping compound has been priced at higher levels as follows: 250-pound barrel, \$9.75; 150-pound barrel, \$6.75; 75-pound keg, \$3.75; 37½-pound keg, \$2.25; crates, 3-dozen tins, \$3.75 crate.

Thrasher Belts Higher; Tackle Blocks to Go Up

Toronto.

ENDLESS THRESHER BELTS, TACKLE BLOCKS.—New figures issued on Maple Leaf endless thrasher belts, 60 feet and longer, reveal prices considerably higher than those previously ruling. Present scale of quotations is on a comparatively high level as will be noted by following: 6-inch x 4-ply, 51c; 7-inch x 4-ply, 59c; 7-inch x 5-ply, 75c; 8-inch x 4-ply, 68c; 8-inch x 5-ply, 85c per foot.

Prices on tackle blocks are under revision and new figures providing for an advance of about 10 per cent. will, it is expected, be forthcoming within a few days.

Pipe Fittings Make Substantial Gain

Toronto.

PIPE FITTINGS.—Pipe fittings are again under revision during the week and higher prices have been named throughout on malleable and cast. Cast fittings are now being quoted at net lists; malleable and cast bushings at 15-18 per cent.; unions at 30 per cent., plugs at 10-15 per cent.; malleable fittings, pound goods, class A black, 60c; class B black, 27-28c; class C black, 18-19c; class A galvanized, 75c; class B galvanized, 37-39c; class C galvanized, 27-28c per pound.

Valves, Compression Bibbs and Cocks Under Revision

Toronto.

VALVES, COMPRESSION BIBBS, COCKS.—Discounts on valves, compression bibbs, stop and waste cocks, and basin and bath cocks have been revised to provide for a substantial advance. This change has been under considera-

tion for some time and will not come as any great surprise. The present scale of discounts ranges as follows:

VALVES	Discount
Ground work	42
Compression work, standard	47
High grade	41
Cushion work	40
Fuller work, standard	45
High grade	38
Basin cocks, No. 0 standard	40
High grade	40
Bath cocks	50
Flatway stop and waste cock, standard ..	50
High grade	47
Roundway stop and waste cocks, standard ..	50
High grade	47
Brass steam cocks, standard 10% advance on list	
Radiator valves, standard	10
High grade	Net list
Patent quick opening valves	30
Globe, angle and check valves, standard..	Net list
Do., Jenkins Disc	5% advance on list

Gasoline Holds Steady; Lubricating Oils Up

OILS, GASOLINE.—An undiminished demand for gasoline continues to be manifest and the greatest difficulty is in getting tank cars through to destination. Railways are loaded with other freight and working with smaller amount of help so side track empty tank cars as long as possible instead of moving them to distributing centres. Coal oil is in good demand also, and prices hold firm at 18c to 21c per gallon according to grade. Gasoline remains unchanged at 33c.

Some lines of lubricating oil are under revision, having recorded advances, but new prices were not available at time of going to press.

Twine Makes Further Advance; Packing Too

Toronto. **ROPE, TWINE.**—Jute and hemp wrapping twines are becoming increasingly scarce and high in price. Unfinished hemp has gone up about 4c per pound and finished from 4c to 7c per pound during the week. Substitution on these lines seems to be the order of the day and indications are that one has to take what is supplied and be thankful to get it.

Jute fine yarn packings, tarred or untarred, is up 5c per pound to 20c and jute coarse sewer up 3c per pound to 15c per pound during the week. This is an indication of how jute products are climbing.

Binder twine is moving, though the bulk of this business has been taken care of by the manufacturers. There have been no new developments in rope, a fair amount for hay forks going forward with demand on other sizes light.

Prices on Manila rope hold unchanged at 39c basis, with British Manila and New Zealand hemp at 33c. Sisal rope is quoted at 27½c pound base.

Wire and Nails Hold Unchanged

Toronto. **WIRE NAILS.**—There have been no new developments in the nail situation during the week. The market is very firm and in some quarters higher levels are looked for. The base price on wire nails remains at \$5.30 and cut nails at \$5.65 per 100 pounds.

Galvanized wire holds at advances recorded last week, but no change has been made in smooth steel wire, the base on which remains at \$6.25 per 100 pounds.

Bar Iron Unchanged; A Fair Movement

Toronto. **IRON AND STEEL.**—An unchanged market prevails on iron and steel bars and conditions generally are the same as those prevailing for several weeks past. Supplies in jobbers' hands are fair and a fair amount of trading is being transacted. The range of quotations follows:

TORONTO—	Per 100 lbs.
Common bar iron	\$ 5 25
Common bar steel	5 50
Refined iron	5 65
Angle base	5 75
Horseshoe iron	5 50

Tool Manufacturers Announce Plainer Styles

Some of the manufacturers are announcing to the trade at present that they will almost immediately make such changes as they deem essential to conserve labor and power. This will apply to various lines of hardware. In substance the lines that will be affected as made by one of the largest tool companies in the United States are as follows:

Braces.—These will carry a rough nickel-plated finish, and the practice of "buffing" these will be largely eliminated. The handles that have usually been made of material such as cocobolo will be replaced by stained hardwood.

Planes.—The irons of these will be ground, but in many instances they will not be polished. As in the case of braces the wood used on these knobs and handles will be supplied of stained hardwood.

Screwdrivers.—These to a very large extent will not be ground or polished excepting at the tips, but will carry the natural finish of the steel.

General.—Tools made of wood, for the most part, will be supplied the trade in a less highly finished state. Other lines will also be affected by proposed changes.

Tire steel	5 70
Mild steel	5 50
Norway iron	11 00
Toe caulk steel	6 25
Sleigh shoe steel	5 50
Band steel, No. 10	5 75
Do., No. 12	6 00
Spring steel	9 50
Mining drill steel	19 00
Sheet cast steel	0 42
Tool steel	0 20

No New Developments In Corrugated Sheets

Toronto. **CORRUGATED SHEETS, EAVE-TROUGH.**—There have been no further developments of particularly interesting nature in corrugated sheets, siding, ceiling or shingles during the week and the trade generally has accepted the new

scale of quotations recently put through with no comment. A fair amount of business is being handled and the same might be said of eavetrough and conductor pipe. Prices on corrugated sheets follow. Eavetrough and conductor pipe prices appear in current market quotations:

TORONTO—	Per 100 Sq. Feet
Corrugated Sheets—	Gal'zed Painted
No. 28 gauge	\$ 9 00 \$ 7 50
No. 26 gauge	10 00 8 50
No. 24 gauge	15 00 11 25
No. 22 gauge	18 00 14 00
No. 20 gauge	21 00 17 50
No. 18 gauge	27 00 21 00
Discount, 7½ per cent.	

Sheets Moving Freely; Plates Grow Scarce

Toronto. **SHEETS, PLATES.**—A splendid trade on sheets and plates is reported and in some quarters a decided scarcity of 10-gauge and heavier has developed. Present restrictions preclude the possibility of renewing stocks for some time to come and stocks generally must continue to dwindle though very good supplies are said to be available in some quarters. Prices hold unchanged at following figures:

BLACK SHEETS—	Per 100 lbs.
10 gauge	10 00 \$12 00
12 gauge	10 10 10 00
14 gauge	7 45 7 90 8 40
16 gauge	7 50 8 00 8 50
18-20 gauge	7 80 7 55 8 05
22-24 gauge	7 85 7 60 8 10
26 gauge	7 90 7 65 8 15
28 gauge	8 00 7 75 8 25
3/16-inch plate	10 10 10 25
¼-inch boiler plate	10 00

GALVANIZED SHEETS—	Per 100 lbs.
10½ oz.	9 50 9 75
U.S. 28	9 20 9 45
U.S. 26	8 90 9 15
22 and 24	8 75 9 00
18 and 20	8 60 8 85
16	8 45 8 70
14	8 35 8 60

Wrought Iron Pipe Makes Advance; Tubes

Toronto. **WROUGHT IRON PIPE, BOILER TUBES.**—A slight advance in the schedule of prices obtaining on wrought iron pipe has been made during the week and is shown in panel elsewhere in this issue. This would seem to be warranted under conditions prevailing now regarding supplies of skelp and difficulty in securing for manufacturing purposes.

There are some boiler tubes in transit but time of arrival is not even hinted at. These will afford some relief, it is thought, but will by no means overcome present shortage. Prices are unchanged as follows:

Boiler Tubes—	Cold Drawn	Lapweld
1 inch	\$36 00	\$
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch .....	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Somewhat Easier; Lead Pipe Holds Firm

Toronto. **LEAD AND ZINC PRODUCTS.**—A readjustment of values on solder has

been made which has resulted in a somewhat lower scale of prices being arrived at. Guaranteed at 60c, strictly at 55½-56c, commercial at 51-52c, and wiping at 55c per pound are the range of quotations now being named. Wire solder prices range from 70 to 80c per pound. Manufactured lead products hold firm and unchanged at advance recorded last week. The present range of quotations follow:

Lead pipe, lb.	0 15	....
Lead waste pipe, lb.	0 16	....
Lead traps and bends	Net list	
Lead wool, lb.	0 15½	0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 13½	0 13½
Lead sheets, 4 to 8 lbs. sq. ft.	0 12½	0 13
Cut sheets, ¾ lb. extra, and cut sheets to size.		
Solder, guaranteed, lb.	0 60	0 60
Solder, strictly, lb.	0 55½	0 60
Solder, commercial, lb.	0 51	0 52
Solder, wiping, lb.	0 55	0 55
Solder, wire, lb.	0 70	0 80
Zinc sheets, per lb.	0 26	0 26

Nothing New in Old Materials

Toronto.

OLD MATERIALS.—There have been no new developments in the old material situation during the week, prices holding firm and unchanged and the demand being along rather narrow lines. Quotations are given herewith:

Tea lead	\$0 05¼	....
Heavy lead pipe	0 07½	0 07¾
Yellow brass	0 12	0 13
Red brass	0 21	0 21
Light brass	0 09½	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 21½	0 22
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	0 06½	0 06½
Auto tires	0 04½	0 04½
Bicycle tires	0 03½	0 03½

No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	12 00	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	12 00	12 00
Country mixed scrap	16 00	16 00

Tin Still Scarce; Lead, Spelter Firm

Toronto.

INGOT METALS.—A shipment of tin has reached the local market but has been absorbed and a very large proportion of tin to arrive is sold, and the time of arrival uncertain. Lead holds firm and spelter is also strong though in quiet demand. Antimony has stiffened another 2c in some quarters.

COPPER.—The advanced price of copper in the United States has been reflected here, quotations locally ranging from 30c to 32c per pound. This metal is reported very scarce locally, little coming through from the south other than for war orders.

TIN.—This metal is still scarce and supplies difficult to procure. Some has arrived but was quickly absorbed and the bulk of this metal to arrive is sold. Quotations show a wide range from \$1.15 to \$1.35 per pound and even \$1.50 has been offered.

SPELTER.—The demand is quiet at the present time but the market holds firmly. Price locally is unchanged at 10½c to 11c per pound.

LEAD.—There is some movement of lead but this market is not extremely active. Prices are very firm at primary points and this is reflected here. Quo-

tations range around 10½c to 11c per pound.

ALUMINUM.—Little interest centres in this metal commercially. Government requirements largely absorbing available supplies. Quotations are made at 50c per pound.

ANTIMONY.—Further strength is noticeable under influence of a heavier demand for this metal and prices have

LONDON MARKETS

LONDON, July 11.—Prices are very firm with the usual budget of advances which includes coping saws, step and extension ladders, horse shoes, wood and felt weather strip, hose nozzles, stock and poultry specific, wood tubs, rosin, shellac, turpentine and linseed oil.

Business in London continues good. Surrounding districts also report a fair volume of trade.

Merchants here have enjoyed real good business so far this year and conditions at present warrant them expecting it to continue good the balance of the year.

Stocks of good selling summer lines are low. Factories are still slow in delivering many lines.

Collections continue good.

Horse Shoes Reach Higher Levels

London.

HORSE SHOES.—Revised quotations have been put into effect here on horse shoes. The new prices represent an advance, the first change to be recorded for some months, and is said to be warranted under existing conditions. Present scale of quotations is as follows: Light iron, No. 2 and larger \$6.75 per 100 lbs., No. 1 and smaller \$7.00 per 100 lbs. X L Steel, No. 2 and larger \$7.20 per 100 lbs., No. 1 and smaller \$7.45 per 100 lbs.

Fair Demand For Nails; Rope Moving Well

London.

NAILS, ROPE.—A very fair demand is in evidence for nails at the present time which would indicate some building activity. No price change is to be noted this week, wire selling at \$5.30 and cut at \$5.60 base per 100 lbs.

Indications point to a good sale of rope at present and prices hold firm and unchanged as follows: Pure manila, 39c base per lb.; British manila, 33c base per lb.; New Zealand hemp, 33c base per lb.; sisal, 27½c base per lb.

Step and Extension Ladders Revised Upward

London.

STEP AND EXTENSION LADDERS.—Continually mounting costs of wood

advanced another 2c per pound. The range of prices locally is from 18c to 20c per pound.

PIG IRON.—Commercially there is little new to report with regard to pig iron. War demands are absorbing the entire output and as long as these conditions exist little may be expected for commercial purposes. Prices remain unchanged.

have been an influence in recent advances on ladders and again enters into revisions listed during the week on both step and extension. There has been some difficulty in getting the large extension, 34 ft. and longer, experienced. New prices adopted in this week's change are: Step ladders, shelf lock, 21c ft. Ontario, 26c ft. Extension ladders up to 34 ft., 23c ft.; 36 to 40 ft., 26c ft.

50c Advance in Hose Nozzles; Coping Saws up

London.

HOSE NOZZLES, COPING SAWS.—A 50c advance in the price of the Gem hose nozzles has been made to bring quotations up to a level of \$6.50 per dozen.

A change has also been made in Jones coping saws, prices bring revised upward. This it is intimated is justified under present conditions and is the only change recorded for some months past. No. 1 is selling at \$19.00 and No. 2 at \$11.50 per dozen.

Wood Tubs Again Show Upward Trend

London.

WOOD TUBS.—Another increase in the price of wood tubs has been put into effect during the week, prices now reaching a decidedly high level. The present advance is a substantial one on a couple of the larger sizes, though not so great on the smaller ones. Quotations here are now being made as follows: No. 0, \$23.50 dozen. No. 1, \$21.50 dozen. No. 2, \$15.40 dozen. No. 3, \$15.00 dozen.

Weatherstrip Prices Higher For Fall

London.

WEATHER STRIP.—New prices just issued on wood and felt weather strip for fall delivery reveal higher prices than those previously ruling. This advance is in line with general trend of items which enter into the manufacture of these two articles and which have to be manufactured. Lists now adopted are given as follows, being subject to a discount of 60 per cent.: No. 60, 5c ft. No. 61, 5c ft. No. 61½, 7c ft. No. 64, 10c ft.

7½% Advance in Stock and Poultry Specific

London.

STOCK AND POULTRY SPECIFIC.—An advance has been put into effect on Royal Purple stock and poultry specific amounting to approximately 7½ per cent. Prices ruling for the various sizes are given herewith: 30c size, \$2.40 dozen 60c size retail, \$4.80 dozen. \$1.75 size retail, \$15.00 dozen. \$6.00 size retail, \$57.00 dozen.

Orange and White Shellac 25c Gallon Higher

London.

ORANGE, WHITE SHELLAC.—A 25c per gallon advance in orange and white shellac is provided for in new quotations issued this week, bringing figures to a fairly high level. The present scale of quotations is given as follows: Orange, 1 gals., \$4.50 gal.; ½ gals., \$4.65 gal.; ¼ gals., \$4.80 gal. White, 1 gals., \$4.75 gal.; ½ gals., \$4.90 gal.; ¼ gals., \$5.05 gal.

Rosin Goes Higher; Paris Green Stocks Low

London.

ROSIN, PARIS GREEN.—Higher prices have been named on rosin, full

casks bring quoted at \$5.90 per 100 pounds and small lots selling at 6½c per pound.

A good sale of Paris green is manifest and stocks locally are very low. No change in price is noted in following quotations: ½ lb. pkgs. 66½c lb.; 1 lb. pkgs., 64½c lb.; 25 lb. drums, 62½c lb.; 50 lb. drums, 61½c lb.; 100 lb. drums, 61½c lb.

Dry Paris green blowers are also selling well at the unchanged price of \$9.00 dozen.

Linseed Oil Up 7c Turpentine Up 3c

London.

LINSEED OIL, TURPENTINE.—An advance of 7c per gallon in prices of linseed oil have become effective during the week and the position generally in this market is one of decided strength. Fair supplies are available and orders are going forward on the following basis of prices: 1 to 2 bbls., raw, \$1.97 per gal., boiled, \$2.00; 3 to 5 bbls., raw, \$1.96 per gal., boiled, \$1.99; 6 to 9 gals., raw, \$1.94 per gal., boiled, \$1.97. Less bbls add 10c per gal. Turpentine remains very firm and another advance of 3c per gallon has been put into effect, making to-day's price in 1 barrel lots \$1.03 per gal., 2 to 4 barrel lots \$1.02, and 5 gallon lots \$1.13.

WINNIPEG MARKETS

WINNIPEG, July 11.—Business for the week is again reported as normal in most sections while a few are withholding orders due to lack of sufficient rain to assure a good crop. Markets for the week again show numerous advances and include such lines as wrenches, harness rings, lace leather, white lead, Canada plate, conductor pipe, eave trough, conductor pipe elbows, Penberthy valves, oil cups, wash boards and washing machines. Many other lines show a very firm market due to the most extreme difficulties encountered by manufacturers in getting the necessary supplies of raw material.

Lace Leather Jumps 10c a Pound

Winnipeg.

LACE LEATHER.—A further advance of 10c per pound is reported on raw hide and oak tanned lace leather, both in side and cut laces, due to the excessive demand for all lines of leather goods and the extreme shortage of skilled labor in production. New prices now in effect are given herewith: Oak tanned sides \$1.65; cut laces \$1.85 per pound; raw hide sides \$1.60; cut laces \$1.80 per pound.

New Prices Named on Eavetrough, Cond. Pipe

Winnipeg.

EAVETROUGH, CONDUCTOR PIPE.—Recent advances in galvanized sheets are now being reflected in the manufac-

tured lines such as eavetrough, conductor pipe and elbows, which this week register an advance of 5 per cent. over former prices. To-day's quotations are based as follows:

Eavetrough, O.G.—8 in., \$6.85; 10 in., \$7.60; 12 in., \$8.95; 15 in., \$12.25 per 100 ft.

Conductor Pipe—2 in., \$8; 3 in., \$9.65; 4 in., \$12.75; 5 in., \$17.30 per 100 ft.

Conductor Pipe Elbows, Plain or Corrugated—2 in., \$1.90; 3 in., \$2.20; 4 in., \$3.55; 5 in., \$8.80 doz.

Rain Water Cut-offs—3 in., 62c; 4 in., 76c each.

\$1.00 Advance Made on Canada Plate

Winnipeg.

CANADA PLATE.—Higher freight rates and the extreme shortage in Canada plate has been the means of further strengthening the market and prices move up \$1 per box making to-day's selling as follows: Half polished, 18 x 21 in., \$11.00; 18 x 24 in., \$11.00; 20 x 28 in., \$11.00 per box; full polished, 18 x 21 in., \$12.50; 18 x 24 in., \$12.50; 20 x 28 in., \$12.50 per box.

Washing Machines go to Higher Levels

Winnipeg.

WASHING MACHINES.—A further advance has been recorded during the week on washing machines due to the heavy advance in freight rates in the United States as practically all the wood used in their manufacture is Louisiana swamp cypress. At present, according to reports, only a limited amount is obtainable. Present prices on a few of the

lines are as follows: "Dowsell," \$5.65; "New Century B," \$11.65; "New Idea," \$13.00; "Snowball," \$9.75; "Playtime," \$12.75 each.

Sharp Advance Made in Washboards

Winnipeg.

WASH BOARDS.—The week's market shows one of the heaviest advances made during the war covering wash boards. This is said to be due to the difficulty of securing materials and the high costs of manufacturing. New prices now ruling are as follows: Globe tin face, \$3.50; enamel, \$6.50; glass, \$5.75; brass, \$7.25 per dozen.

Wrenches up 10%; Harness Rings Revised

Winnipeg.

WRENCHES, HARNESS RINGS.—Prices on Bull Dog wrenches, after remaining steady for the past few months, again show a small advance, moving up approximately 10 per cent. New ruling prices are as follows: No. 1, \$1.60; No. 1½, \$2.80; No. 1¾, \$5.10; No. 2, \$6.60 per dozen. A general revision in prices on harness rings has just gone into force, due to further increased manufacturing costs and they are quoted to-day at following figures: Harness rings: ½ in., 86c; ¾ in., 93c; 7/8 in., \$1.10; 1 in., \$1.40, 1¼ in., \$1.80; 1½ in., \$2.45; 1¾ in., \$2.75; 2 in., \$3.00 per gross; X. C. 7/8 in., \$1.40; 1 in., \$1.70; 1¼ in., \$2.05; 1½ in., \$3.05; 1¾ in., \$3.40; 2 in., \$4.10 per gross.

Valves, Water Gauges, Oil Cups up 5 to 10%

Winnipeg.

VALVES, WATER GAUGES, OIL CUPS.—Prices on Penberthy valves, water gauges, oil cups, which have remained steady for the past year, show an advance during the week of from 5 to 10 per cent. according to the class of goods affected, while many of their lines remain unchanged. Among the most prominent of the lines to advance appear the following with to-day's prevailing prices:

Regrounding Valves, Globe and Angle—¼ in., \$1.21; ¾ in., \$1.38; ½ in., \$1.76; ¾ in., \$2.42; 1 in., \$3.08; 1¼ in., \$4.40; 1½ in., \$6.05; 2 in., \$9.65 each.

Compodisk Valves, Globe and Angle—¼ in., \$1.16; ¾ in., \$1.32; ½ in., \$1.68; ¾ in., \$2.31; 1 in., \$2.94; 1¼ in., \$4.20; 1½ in., \$5.78; 2 in., \$9.20 each.

Regrounding Swing Check Valves—¼ in., \$1.56; ¾ in., \$1.56; ½ in., \$1.65; ¾ in., \$2.20; 1 in., \$2.80; 1¼ in., \$4.10 each.

Water Gauges, Northwest—¾ in., \$3.35 each; No. 84A, \$2 each.

Oil Cups, Safety—No. 400, \$1.30; No. 401, \$1.50; No. 402, \$1.70; No. 403, \$2.15; No. 404, \$2.55 each.

Salute—No. 551, \$1.15; No. 552, \$1.25; No. 553, \$1.30; No. 557, \$3.25 each.

Sultan—No. 652, \$1.45; No. 653, \$2.05; No. 654, \$2.55; No. 655, \$2.90; No. 656, \$3.60; No. 657, \$4.70 each.

Saturn—No. 950, 27c; No. 951, 36c; No. 952, 45c; No. 953, 60c each.

White Lead Moves up \$1.00 Hundred Pounds

Winnipeg.

WHITE LEAD.—The white lead market has been very firm lately with the

result that prices have again advanced approximately \$1 per 100 pounds, while shipments continue about normal. New prices now in effect are given herewith: Decorators' pure lead, ton lots, \$17.75; less than ton lots \$18.10 per 100 pounds; decorators' special lead, ton lots, \$16.75; less than ton lots, \$17.10 per 100 pounds.

Linseed Oil Holds;

Turpentine Unchanged

Winnipeg.

LINSEED OIL, TURPENTINE.—No

change is recorded in the price of linseed oil during the past week, shipments being reported as normal. Prices now ruling are as follows: Raw \$2.00; boiled \$2.03 per gal. Turpentine prices still hold firm at recent advances with only a limited demand. Prices to-day are as follows: Bbls. \$1.10 gal.; ½ bbl. \$1.13 gal.; 5-gal. lots \$1.15 gal.; 1-gal. lots \$1.15, plus the usual extras for containers.

that this will enable business to go on, keep money in circulation, and produce profits out of which taxes can be paid.

Sales and Deliveries

There is an interesting difference in the interpretation of the regulations by some of the producers. The majority of producers interpret the regulations as applying to deliveries only, thus permitting sales to be made irrespective of the use to which the material would be put if delivered, there being of course no guarantee when the sale is made as to when delivery will occur, if ever. Other manufacturers insist that the regulations do not permit them to make sales except of material the delivery of which is provided for by the regulations. As to deliveries there is practically no difference of opinion, the regulations being quite well understood and being interpreted substantially alike by all interests. As a concrete illustration, the American Steel & Wire Company adheres to the policy announced in its recent circular, of accepting business freely from its regular customers for delivery whenever this becomes feasible. Very nearly all, if not all, of the independent wire producers adhere to the policy of not accepting business from ordinary commercial buyers who are not accorded any preference treatment in the matter of deliveries. They do not deny that matters may eventually so shape themselves that the deliveries will be possible, but they maintain that when all mills are filled for about three months to come there is no use in booking additional business at this time unless it is of the kind that is accorded preferential treatment.

More Tin Plate

For the purpose of conserving sugar the Food Administration has issued an order prohibiting the manufacture of condensed milk. Evaporated milk is not included as it does not involve the use of much if any sugar. There are large stocks of milk in existence and further accumulation is quite unnecessary. This procedure will release a considerable quantity of tin plate. Another order has been issued affecting the supply of tin plate, restricting the packing of dried beans until September 15. The can manufacturers are not permitted to supply cans to the industry until the date mentioned, and tin plate makers are not allowed to supply tin plate to the bean packers who make their cans. Special exceptions will be made in case of lots of beans showing so much moisture that they might not keep. It is estimated roughly that the two orders will release, for other purposes, about a million boxes of tin plate in the next two months, and some of this may be available for increasing exports over the provisions already made. The tin plate mills expect to produce regularly about three and a quarter million base boxes of tin plate a month during the remainder of the year, and this will bring the calendar year's output to fully 36,000,000 boxes. Arrangements were recently perfected, whereby each tin plate plant will be fully supplied with steel.

PITTSBURGH MARKETS

PITTSBURGH, July 11.—Practically all the steel produced is still going out against Government orders or against the preference schedule of the more essential purposes for which steel should be used at this time. Any steel that might remain after the priorities and preferences were satisfied would be available for general distribution; but only under permission granted by the Directorate of Steel Supply. That there will be such a surplus eventually is commonly believed, but not until the present rate of shipping steel to the war activities causes them to call for a reduction in their quotas. The object of the present regulations is to cause stocks to accumulate in connection with these activities, particularly shipbuilding and shell making.

While the control of steel shipments is very rigid as to its general scope and purpose, there are increasing evidences that the War Industries Board does not intend to permit the industries that are not accorded any preferential treatment by the present regulations to suffer any unnecessary hardship. It is intimated that there will be relaxations from time to time to permit important business to go ahead provided it does not interfere with the main object of winning the war. The immediate reference is to manufacturing consumers, in the less essential industries, who have some stocks of steel on hand, but require some additional sizes or descriptions of steel in order to utilize that on hand.

Stocks of Steel

The fact that steel has been decidedly scarce for nearly three years should not be taken as proof that there are no stocks in the hands of buyers at the present time, for as a matter of fact the reverse is the case in many instances if not in the majority. What has been called a "scarcity" of steel for more than two years has not been a famine, but rather a difficulty in securing prompt deliveries, and unusual delays in securing deliveries of some sizes or descriptions. The natural result of this condition has been to cause jobbers and manufacturing consumers, as a measure of protection, to seek to pile up stocks so that they would be safe from loss when there were delays. It was not so much a scarcity of steel for the immediate requirements of the buyers, but an inability to obtain as much as was desired. It is the testimony of

an authority quite familiar with the position of jobbers that in the main they have to-day heavier stocks, in point of tonnage, than they had two years ago. And yet the jobbers have been urging the authorities to devise a system of preferential treatment for them, particularly along the line of enabling them to replace freely any steel that they sell for direct or indirect war purposes. Many cases are arising of manufacturing consumers who seek assurance of future supplies when it turns out that they have stocks to last them for some time still, frequently for a couple of months. By the time these buyers really need any considerable quantities of steel there may be a fair supply available for them, and as already indicated the Director of Steel Supply is likely to accord small tonnages of steel to those who already have a considerable tonnage, but need some extra steel in order to round out their stocks. In this connection the director is naturally influenced by the fact



ALEX. C. GIBB

Son of Alexander Gibb, wholesale metals, etc., of Montreal, who is now with the Royal Navy as a first class warrant officer in the wireless department. Before enlisting, Mr. Gibb was associated with his father in the wholesale business conducted by him and through special studies acquired proficiency before joining the colors.

WEEKLY PAINT DEPARTMENT

Cheap Paint is Dear Paint

Length of Life is Perhaps Less Than Half That of Best Paints—Requires at That Rate Twice the Amount of Labor—Best Paints Retain Adhesiveness Longer Than Cheap Paints

IT may seem somewhat of a paradox to say that "cheap paint is dear paint." But there are few hardwaremen who will not instantly comprehend the significance of the expression. Cheapness does not consist in initial cost. It is the length of service—the length of wear that is obtained from any article—that determines whether or not it has been a good investment. That is always the deciding factor that brings a customer back to the store again and again and makes of him or her a steady customer. It is the silken cord of attachment between customer and merchant whose force cannot be gainsaid. No matter what the personal attachment of the customer may be to the merchant—it matters not what the friendship may be—if there is not good value in the article purchased that customer will surely slip away to the place where he can get better value. This is indeed true in the instance of paint. It takes longer for the article to show up its merits than it does for the average purchase in a hardware store. But the purchase is usually of fairly good volume and for that reason if the customer is not satisfied with it at the end of one or two years he will not soon forget that fact.

Why Cheap Paint is Dear

Hardwaremen can do much to instill this idea of the dearth of cheap paint into their customers. Very many already do use the argument with effectiveness. It can be pointed out that a thing worth having is worth waiting for.

If a house is worth painting it is worth painting right. It should be pointed out that never under any circumstances should a second quality paint be used on the home. If at the time it needs painting and you cannot afford the best paint made, wait until you can.

The theory that a paint costing one dollar a gallon which will last three years is

just as good as a paint costing two dollars a gallon and lasting six years is all wrong.

In the first place the cost of application must be added to the paint in each instance, and in case of the cheaper paint it will have to be added twice. In the second place, a paint that has to be renewed in three years cannot possibly have the material in it that a paint will have that lasts six years. The six-year paint contains the best ingredients known as pigments, and the pigments are really the life of the paint. They are the part of the finished paint that protects the building and battles against time.

Retains Adhesiveness a Long Time

A six-year paint will be found at the end of that time to retain its adhesiveness to the building on which it was placed and an additional coating but doubles the thickness of pigment. As inferior quality paints lose much of their protecting properties and gradually wear off, by the time the building needs repainting there is not much of the original coating of pigment left.

Paint of the highest quality, combined with the most extreme care and standardized beyond all chance of guesswork results, should be used in preference to those that are cheaper. Inferior material being used in the composition of cheap liquid paints will not show up until long after the painter has gone, but in a year or two the cheaper paint will be an endless source of dissatisfaction.

These are selling points in the paint trade which the dealer can make good use of. It is surprising the number of people who look upon paint as just paint. That is they consider that it is all the same so far as wearing qualities go. It is something to cover up the surface. They forget to look into the future for their value. It is here where the paint dealer can do some useful missionary work that should mean increased paint sales for his department.



Every can is full of Quality and Customer Satisfaction

Dealers selling Moore's House Colors are well aware of the unstinted satisfaction they always give the customer. The high quality and splendid covering capacity of "Moore's" are factors in the making of better paint sales worthy of every dealer's consideration. "Moore" profits are worth while.

Benjamin Moore & Co., Ltd., West Toronto



A Double Guarantee "Reliable"

and

"Warranted Pure" Linseed Oil

**The Canada Linseed Oil Mills,
LIMITED
MONTREAL and TORONTO**

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, July 11.—The sharp advance in the price of linseed oil holds the prime position of interest in this week's paint market. Flaxseed from the Argentine has been placed on the embargo list, and while shipments on the way will be allowed in, the large use of oil on the other side of the border will quickly absorb this. No turpentine is to hand yet and those who looked for relief ere this have had to admit that they can forecast nothing at present. Putty is one of the firmest items on the list and an advance will not come as a surprise. White lead in oil and mixed paint are both firm and steady. The demand from the retail trade for insecticides has been heavy this year, while the supply to meet this has not, in all cases been ample to meet the requirements.

For Trade Demands No Turpentine Offered

Montreal.

TURPENTINE.—Although there is some production of turpentine in the south there does not seem to be any coming to this market, and from the information available the possibility of getting any is more remote than ever. The paint men have a little for their immediate needs but there is none offering from any quarter for the present. Those handling it are hopeful of improvement but this will be slow in coming it is generally agreed. Price quotations are therefore not made but jobbers are offering small lots in cans at high prices.

Turpentine—	Per Imp. Gallon
1 to 4 barrels
5 barrels and over
Small quantities 10c advance over 1 bbl. prices.	

Linseed Oil Reaches \$2 Result of U.S. Embargo

Montreal.

LINSEED OIL.—In view of the embargo on flaxseed from the Argentine markets placed by the United States War Board at the end of last week, the reflected effect here is shown in a sharp advance for linseed oil. This factor is the big one in such a change and the somewhat pessimistic reports from flax producing centres has contributed also to a firming of seed prices, quotations for boiled oil advancing to \$2 per gallon. July flax reached \$4.10 on Tuesday and will probably go higher before it recedes. From all accounts there will be little improvement in the stocks

throughout the States for many weeks and in view of the large consumption there it would appear that there will continue to be high prices. Demand here is being met in the various quantities asked for at the usual price spreads given below.

Linseed Oil—	Raw Imp. gal.	Boiled Imp. gal.
1 to 4 barrels	\$1 97	\$1 99½-2 00
5 to 9 barrels	1 96	1 98½-1 99
10 to 25 barrels	1 95	1 97½-1 98

Indications Are Strong in the Putty Market

Montreal.

PUTTY.—It is now a question how long present prices can hold for putty. There is a well-defined tendency toward a firming of the market and a revision upward will not come as a surprise. There is not any more than the usual activity but this is reasonably good for the season. With building operations nil within the city such movement as there is comes largely from the outside.

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	\$4.00	\$4.15	\$4.35
Do., ½ barrels	4.15	4.30	4.50
Do., 100 lb.	4.85	5.00	5.20
Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.76
Pure linseed oil putty, \$2.00 per 100 lb. advance on above prices.			
Glaziers' putty—\$1.60 per 100 lb. advance on above prices.			
Terms: 2%, 15 days, net 60.			

Steady and Firm is White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—In view of the fact that oil has again risen sharply and with its prospect promising for held prices, white lead in oil is firm and the undertone a strong one. Some jobbers feel that there will be no higher prices for the immediate future, but, as with most raw materials, this commodity is ruling strong and will so continue. Five ton lots at the base price per 100 pounds are quoted at \$16.50; ton lots at \$17 and smaller quantities \$17.35.

Movement is Normal; Mixed Paint Steady

Montreal.

MIXED PAINT.—While the activity in paint circles is just about what might be looked for at this season of the year there still is some movement of sorting orders. For specialties the season notes the usual condition, although it has been stated that the more necessary preservative paints have been in greater demand. With prices firm and steady

there is nothing to indicate immediate revision of prices. These will have to be reconsidered, however, should all the dominant features surrounding rule as they are to-day.

TORONTO

TORONTO, July 11.—Featuring the markets during the week are advances of from 7c to 14c on linseed oil and 3c on turpentine, some dealers on turps withdrawing prices altogether pending arrival of further supplies. Turpentine is apparently as hard to get as ever. A very good demand for ready-mixed paint continues to be manifest. White lead holds firm and unchanged while glass and putty pursue same course.

Linseed Oil Reaches Higher Levels

Toronto.

LINSEED OIL.—An advance of from 7c to 14c per gallon in linseed oil is provided for in quotation of \$1.97 prevailing on raw this week. Big advances in the seed market are to be noted for the week, No. 1 N.W.C. advancing 30c from Wednesday last till yesterday. As regards future supplies, the situation is one of decided uncertainty and spot stocks are none too heavy. Crop conditions are by no means sufficiently far advanced to determine what may develop in the fall. It is understood the United States government has prohibited the import of seed from the Argentine and all factors tend towards a very strong market. Cheaper oil is not looked for for some time to come, and even higher prices would not be surprising. Present range of quotations follows:

	Raw Imp. gal.	Boiled Imp. gal.
1 to 2 bbls.	1 97	1 99½-2 00
3 to 5 bbls.	1 96	1 98½-1 99
6 to 9 bbls.	1 94	1 96½-1 97
Less than barrel lots 10c per gallon higher than single barrel prices.		

Turpentine Again Records Advance

Toronto.

TURPENTINE.—Another 3c jump has been made in prices on turpentine, and as a matter of fact some dealers have withdrawn prices altogether until further supplies are available. Stocks generally are very light and the situation remains uncertain as outlined in these columns previously. Primary points record a slight decline for the week but the general feeling is that higher prices

Sell More Paint During the Summer
You Can Do It With
THE RIGHT PAINT TO PAINT RIGHT



A. RAMSAY & SON, COMPANY

Makers of Paints and Varnishes Since 1842

TORONTO

MONTREAL

VANCOUVER

will again rule within a few days. The demand is not very heavy, retailers apparently having fair supplies and only buying as required. Quotations are being made as follows:

1 barrel	Imp. gal. 1 03
2 to 4 barrels	1 00
5 gallon lots	1 13

Mixed Paints

Selling Well

Toronto.

MIXED PAINTS.—Mixed paints continue to move forward in very good quantities and paint manufacturers and jobbers are well satisfied with volume of business being handled. Prices have held firm and unchanged at figures shown in current market quotations.

No Change Made

in White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—There have been no new developments in the market during the week, prices being maintained at advances recently put into effect and the demand along lines prevailing for some time past is rather quiet. Price prevailing on pure, ton basis, is \$17.25 per 100 pounds. Stocks of Paris green are said to be rather light and a very good demand is in evidence. Arsenate of lead is also moving forward freely. Prices hold at figures shown in current market quotations.

Little of Interest in

Glass or Putty

Toronto.

GLASS, PUTTY.—There is little of interest in either glass or putty reported. The demand for glass is confined to rather narrow channels and stocks are equal to all orders. The glass industry is in a very uncertain position, particularly plate, as all employers of more than 100 men must now secure their men through the government Department of Labor instead of the open market. This means that with glass down pretty well on the list of necessary industries, that operations will very likely be greatly curtailed. Prices on putty hold unchanged, bulk in barrels selling at \$4.70 per 100 pounds, while 25-lb. and 100-lb. drums sell at \$5.55.

Linseed Cannot be

Imported Into U.S.

According to a recent order of the War Trade Board of the United States linseed has been placed on the restricted list of imports. All outstanding licenses for importation by sea have been revoked, though that now in transit or to be transported in vessels now loading will be permitted entry. This will apparently affect the importation of flaxseed from the Argentine Republic and will throw still heavier demands on the supplies which are grown in Canada and the United States.

Firm Told Must

Stop Certain Practices

The Federal Trade Commission at Washington, D.C., has issued the following:

"S. C. Johnson & Son of Racine, Wis., have been ordered by the Federal Trade Commission to desist from the practices, held to be unfair, enumerated below:

"1. Giving or offering to give to employees of customers, prospective customers or competitors' customers and prospective customers, as an inducement to influence their employers to deal with the respondent firm, gratuities such as liquors, cigars, meals, theatre tickets, valuable presents and other personal property. 2. Giving or offering to give to the same classes of employees amusements or diversions of any kind. 3. Giving or offering to give such employees money for the purpose named."

Got Right Paint But

the Wrong Church

The painters employed by Leopold Guggenberger of Hastings-on-Hudson were ordered out at the beginning of last week to decorate the exterior of St. Matthew's German Lutheran Church in Main street. They returned with their paint pots and brushes to the Guggenberger headquarters last night, having finished the job but having painted by some inadvertence the outside walls of Grace Church, also in Main street.

The Guggenberger exclamations at discovering the error were neither vague nor mild. He seized the nearest paint pot and made for all three daubers at once. With each succeeding pot he hurled remarks of such character that any one of them, if true, would have justified a heavenly dispensation of sudden and violent death for the offenders.

This morning Grace Church stands resplendent in a fine coat of unauthorized paint, and the Lutheran Church is as it was when the congregation decided to spick up. What will happen when the congregations assemble for worship is a subject that the honorable Guggenberger was debating with himself as he sat in his paint store. He could foresee two dire things. Either the Grace Church flock would mob him for changing the fair exterior of its building or the Lutherans would mob him for doing nothing at all to theirs.

At a late hour he heard a rumor that the communicants of the respective congregations were gathered for massed action on the village green. At that Boss Painter Guggenberger doused the lights in his shop and stole quietly and unostentatiously home.—New York Times.

Mail Order

Advertising Barred

Everybody's Magazine announced in recent issue of Printer's Ink that they would not accept any more mail order advertising. They state "this step is necessary to aggressive support of the

principle of retail distribution of merchandise. Everybody's believes that the regularly organized channels of trade offer the best available system of distribution of advertised goods for the sound interests and welfare of the ultimate consumer." The Butterick publications made similar announcement the early part of this year.

It is only a few years ago since these same magazines were talking about forcing the dealer to handle certain lines of goods. Most firms are recognizing today the power of the retail dealer and that it is more profitable to try to educate the dealer to the merits of certain brands of goods, that he can make a profit on handling these lines, rather than to attempt to force him merely by consumer advertising.

BIG MOTOR ACCESSORY SHOW AT CHICAGO

Monday and Tuesday, September 16 and 17, have been set aside as "Hardware Dealers' Days," at the National Exposition of trucks, tractors, and accessories, to be held at the Municipal Pier, Chicago, from September 14-21. The Exposition Committee, which has secured the reservation for that week of all the Pier, save that portion used by the U.S. Navy Department as a training school for ensigns, has set aside the beautiful Auditorium at the east side of the Pier for the use of the hardware men in meetings.

That the Exposition in September will prove itself the biggest undertaking of its kind is already certain it is claimed from the fact that a much greater number of manufacturers contracted for display space before the end of June than the total number who exhibited last year. And the floor space contracted for up to the end of June was much greater than all the floor space in the famous Coliseum building in Chicago.

This Exposition will bring together the hardware jobbers, wholesalers and retailers and will demonstrate to all the value of handling what is fast growing and is a most important line with hardware men.

To Change the Name of Berlin Kettle

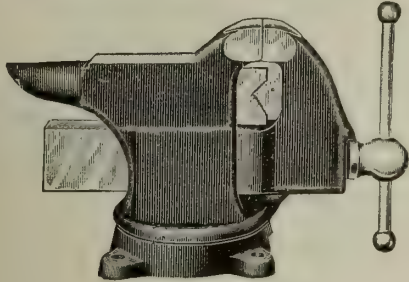
An effort is being made by certain manufacturers in the United States to have the name of the Berlin kettle and saucepans, etc., changed to the name "Washington." Several United States manufacturers have entirely discarded for obvious reasons the trade name of "Berlin" as applied to certain types of utensils. Action along this line was taken by Canadian manufacturers a long time ago. The kettles ordinarily known as Berlin kettles now bear the names of London kettles and Kitchener kettles.

The first big outdoor event of the Montreal Bicycle and Motorcycle Dealers' Association was considered a decided success. It consisted of a decorated wheel and costume parade on Saturday,

ROCK ISLAND

VICES

*A Type and Size
for Every Service*



No. 241---Autovise

A Combination Pipe and Anvil Vise
—particularly suitable for auto repair
work. Write for catalogue and prices.

Factory and Office:

ROCK ISLAND MFG. CO.

ROCK ISLAND, ILL., U.S.A.

New York
113 Chambers Street

Chicago
180 North Market Street

Pumps that Carry Good-Will

Dealers that sell McDougall's "Are-macdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold
stays sold—gives the
dealer no trouble.

They are metal —
hand-fitted valves —
air-tight — strong —
lasting.

The big catalogue
tells you exactly what
the line is—get it for the asking.



WRITE

The R. McDougall Co.

LIMITED

GALT, CANADA



CONFIDENCE

THE firmly establish-
ed confidence in
Berry Brothers var-
nishes, enamels and
stains which makes
them so easy to sell is
based on their unvary-
ing quality for sixty
years. Their dependa-
bility is so well known
that the Berry label is
recognised among dis-
criminating buyers as
a guarantee that all
products sold under it
can be safely trusted.

"Berry" brands always sat-
isfy the consumers and thus
create a permanent demand
for them. It pays the dealer
to push them because they
are a sure foundation for a
larger and growing varnish
trade.

BERRY BROTHERS
World's Largest Varnish Makers

Established 1858

Walkerville, Ont.

578)

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps.
25% B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.
Subject to 10% advance on list.
B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.35; 22 long smokeless, \$7.50; 22 long rifle, smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, \$72.25 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$76; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½. \$2.60; Nos. 1 and 2 (100 in box), \$3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (250 in box), \$8.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80; new No. 4, \$5.50; U.M.C., \$3, \$5.50.

Shot, standard, 100 lbs., Toronto, \$17.35-\$19.75; Montreal, \$18; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.
3/16.....\$ 6.00 18/16.....\$12.00
4/16..... 5.00 19/16..... 14.00
5/16..... 5.00 20/16..... 14.00
6/16..... 5.00 21/16..... 16.00
7/16..... 5.00 22/16..... 16.00
8/16..... 5.00 23/16..... 18.00
9/16..... 6.00 24/16..... 18.00
10/16..... 6.00 25/16..... 21.00
11/16..... 7.00 26/16..... 21.00
12/16..... 7.00 27/16..... 24.00
13/16..... 8.25 28/16..... 24.00
14/16..... 8.25 29/16..... 27.00
15/16..... 9.50 30/16..... 27.00
16/16..... 9.50 31/16..... 30.00
17/16..... 12.00 32/16..... 30.00

Discounts from Standard List prices:
Beaver, 5½%; London, 5½%;
Ford's Auger Bits, 35 to 27½%;
Gilmour Auger Bits, 47½%;
Gilmour Car Bits, 37½%;
Gilmour Eye Augers, 35%;
Gilmour Ship Augers, 12½%;
Rockford Auger Bits, 50 and 10%;
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.
F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.....\$14 00 \$16 00
Double Bit 16 50 19 50
Boys' Axes 12 00 14 00
Hunters' Axes 11 00 12 00
Bench—No. 2, doz..... 12 50 13 20
No. 3, doz..... 13 50 14 20
No. 4, doz..... 14 50 15 25

	Single Bit	Double Bit
Sager	\$15 00	\$20 00
Dominion Pride.....	14 50	19 50
St. Clair handled.....	15 50	
Sager Boys	12 50	
Kitchener Boys	12 00	
Sager Hunters	11 50	
Kitchener Hunters.....	11 00	

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to \$1.15 a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb., \$1.40-\$1.75
Cut Lace Leather, lb., 1.60-1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.....	\$4 00
No. 2 x 50 lb.....	5 00
No. 3 x 60 lb.....	7 50
No. 4 x 100 lb.....	10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.
Carriage Bolts (\$1 list), ¾ in. dia. and smaller, 10%.
Carriage Bolts (\$1 list), 7-16 dia. and larger, net list.
Machine Bolts, ¾ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts (\$3 list), net list.
Step Bolts, large head (\$3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list \$1.50.
Nuts, square, tapped, add to list \$1.75.
Nuts, hexagon, blank, add to list \$1.75.
Nuts, hexagon, tapped, add to list \$2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb., 14-14½
F.O.B. Montreal, London, Toronto.

BRASS

Per lb.
Spring sheets, 24 gauge and heavier, base\$0 43
Rods, base ½ to 1 in. round, 38-40
Tubing, seamless base.....45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.....45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.....47½-53
F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy\$14.50-\$17
30-gal. Standard 14 00
F.O.B. Montreal and Toronto.

BOARDS (Wash) Zinc

	Doz.
Pony	\$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Diamond King (glass).....	6 00
Western King (enamel) ...	7 00
Beaver (brass)	7 00

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844.....	5%
Nos. 810 and 814.....	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000). 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN	B.B.		B.B.B.	
	Fire Welded	Proof Coil	Fire Welded	Proof Coil
3-16 in.	\$22.75	\$19.85	\$.....	\$.....
¼ in.	16.75	15.25	21.75	20.25
5-16 in.	14.15	13.65	19.00	17.00
¾ in.	13.00	12.75	15.90	16.50
7-16 in.	12.75	12.45	15.65	16.00
½ in.	12.50	12.15	15.50	15.75
9-16 in.	12.50	12.15	15.50	15.75
¾ in.	12.35	12.00	15.25	15.50
¾ in.	12.25	11.85	15.10	15.25
¾ in.	12.05	11.65	15.00	15.25
1 in.	11.90	11.50	14.85	15.25

CHAIN	B.B.		B.B.B.	
	Electric Welded	Proof Coil	Electric Welded	Proof Coil
3-16 in.	\$16.95	\$17.40	\$.....	\$.....
¼ in.	13.15	13.30	13.75	15.55
5-16 in.	11.85	11.75	12.00	14.00
¾ in.	11.65	10.50	11.75	12.75
7-16 in.	10.45	10.50	11.75	12.75
½ in.	10.20	10.50	11.75	12.75
¾ in.	10.10	10.50	11.75	12.75
¾ in.	9.95	10.50	11.75	12.75

Montreal and Toronto.
American Proof Coil Chain
B.B. B.B.B.
3-16 in. \$16.75
5-16 in. 12.00 \$12.75
¾ in. 11.00 11.90
7-16 in. 10.75 11.70
½ in. 10.50 11.60
¾ in. 10.35

Electric Welded B.B.B.—Chain, ¼ in. \$13.75; 5-16 in., \$12 F.o.b. Toronto.

Cow ties, 12½-15%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 45-5%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., \$2.70 in car lots; \$3.25 bbl. in small lots.
Paris plaster, five-barrel lots. \$3.10-\$3.50; single barrel, \$3.10-\$3.50. F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0 \$9; No. 1, \$9; No. 2, \$10; No. 3 \$11; No. 4, \$13; No. 5, \$16.
List prices power churns:—No. 0 \$11; No. 1, \$11; No. 2, \$12; No. 3 \$13; No. 4, \$17; No. 5, \$20.
Discount of 20% f.o.b. Toronto. Hamilton, Fergus, London, St. Marys.
Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.
St. John N.B. 20%.
CHOPPERS, FOOD Universal (doz.)
No. 0\$17.70
No. 1 21.50

No. 2	27.00
No. 3	35.00

F.O.B. Montreal, Toronto.

Russwin—

No. 0	\$17 70
No. 1	21 70
No. 2	24 95
No. 3	34 60

CLOTHES LINE (Galvanized)

No. Per 1000 ft.
17-7-strand, 100 ft. lengths...\$6 80
17-7-strand, 50 ft. lengths... 7 00
18-6-strand, 100 ft. lengths... 5 40
18-6-strand, 50 ft. lengths... 5 45
19-6-strand, 100 ft. lengths... 4 75
19-6-strand, 50 ft. lengths... 5 00
F.O.B. Montreal, Toronto, London

COPPER

Montreal Toronto
Casting ingot, see weekly report
Bars, ½ to 2 in.\$43 50 \$43 00
Plain sheets, base 16 oz. and heavier... 47 00 44 00
Copper sheet, tinned, 14x60 in., 14 oz., 49 00
Copper sheet, planished, base 16 oz. and heavier 58 00 45 00

Braziers' in. sheets, 6x4 base 46 00 44 00

Above prices are full sheets and bars. Cut sheets and bars are 5% per lb. higher.

COMBS

Curry combs: No. 111, \$1.55; No. 121, \$1.70; No. 122, \$2.25; No. 127, \$2.25; No. 100, \$2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	72
No. 7, lb.	71
Nos. 8, 9, 10, 12	70

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto
Ordinary, 52 sheets \$11 75 \$ 8 50
Galvanized

Apollo Crown Gorbals
18x24x52
60

CHARCOAL, TIN PLATES

M.L.S. and Famous— Per box
IC, 20x28 base\$25 00
IX, 20x28 base (nominal)... 32 00
IXX, 20x28 base (nominal)... 36 00
IXXX, 20x28 base (nominal) 40 00
F.O.B. Toronto

Raven and Murex Grades—
IC, 20x28 base, 112 sheets...\$40 00
IX, 20x28 base, 112 sheets... 39 00
IXX, 20x28 base, 56 sheets... 20 00
IXXX, 20x28 base, 56 sheets 21 00
(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C. 20 x 28, 112 sheets.
F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheet 30 00
F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

Nomina.
IC, 14x20 base\$20 00
IX, 14x20 base 18 75
IXX, 14x20 base 19 50
F.O.B. Montreal.

CLOCKS

Big Ben\$2 92
Good Morning, each 1 15
Lookout 1 45-1 50
Sleepmeter 1 65
F.O.B. Montreal, Toronto, London Hamilton.

CROWBARS, \$8.50-\$9.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, \$24.84 to \$27.24
doz.; No. 2 and 3, \$28.20 to \$30.00
F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.
ENAMELWARE
See prices under heading Wares



EVERYTHING IN METALS, PIG LEAD, PIG TIN,
INGOT COPPER, ZINC, ALUMINUM, ANTIMONY

*The Babbitt Metal that's at the
Front in Efficiency and Economy*

HARRIS HEAVY PRESSURE

The Aristocrat of Babbitts

St. Lawrence Paper Mills Co., Limited
Mille Roches, Ont.

The Canada Metal Co., Ltd.,
Fraser Ave., Toronto, Ont.

Dear Sirs:

We feel like putting in a good word for your Heavy Pressure Babbitt. We installed a very heavy machine some time ago, which had all brass boxes. The shafts weigh six tons each with a top roll weighing four tons, also a lever pressure making a total pressure of about fourteen tons. The brass boxes wore out in four weeks. We then put in Heavy Pressure Babbitt and am pleased to say that we have no more trouble. We put in Heavy Pressure in a very heavy machine eighteen months ago and there seems to be no perceptible wear.

We thank you for supplying us with a babbitt that gives such good results. Yours truly,

Per C. F. BUSS, Superintendent.

THE CANADA METAL COMPANY, Limited

Head Office and Factory: TORONTO

Branch Factories: HAMILTON, MONTREAL, WINNIPEG, VANCOUVER

Display REED'S Plastic Asphalt Roof Cement—It Sells Itself

Dealers will find a ready sale in Reed's Plastic-Asphalt Roof Cement, the quickest and most permanent repair for Slate, Metal, Shingle and Composition Roofs.

Reed's Cement always does the work **right**, and 25 years of continuous use has proven it **best on the market**.

That's why it sells best. Reed's cement is simple to apply, will not harden with cold, or run with heat. Always remains **plastic**.

Prominently display a full row of "Reeds," then watch for silent sales. It will more than please you.

Order from your jobber, or

GEO. W. REED & CO., 37 ST. ANTOINE ST., MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.	%
Great Western, Amer.	50
Kearney & Foot, Arcade.	50
J. Barton Smith, Eagle.	50
P.H. and Imperial.	50
Disston Brand.	40
Globe.	50
Nicholson.	30-32½
Black Diamond.	32½
Delta Files.	37½
F.O.B. Toronto, Montreal, London, and Hamilton.	

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-18%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb. F.O.B. Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round.	\$6 00
Three heat, round.	7 15
F.O.B. Toronto.	

GRINDSTONES

	Per 100 lbs
Over 40 lbs. and 2 in. thick.	\$2 50
Under 40 lbs.	2 60
Bi-Treadle, each.	6 25
F.O.B. Toronto.	

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1", \$11.25-\$12.75	
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50-13.85
Hand sewn, no shank, 1 in.	17.40
Hand sewn, no shank, 1¼ in.	20.20

Halters (Sisal).

7-16 in. gross, \$24; 9-16 in., \$36.	
F.O.B. Toronto, London—7-16 in., \$2.10 doz.; ½ in., \$2.65 doz.	

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	\$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under.	22 50
Napping, up to 2 lbs.	25 00
F.O.B. Montreal, Toronto, Hamilton, London.	

HANDLES (WOOD)

All hickory handles, 10%. All neckyokes, whiffletrees and double-trees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 20%.

F.O.B. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0.	13 30
Atlas, No. 1.	13 80
Atlas, No. 2.	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1.	10 45
Perfect, No. 1½.	13 20-13 80
Storm King and safety hangers, doz.	10.60
Steel track, 1¼ in.	9.00-12.00
F.O.B. Montreal, Toronto.	

HEATERS, ELECTRIC

Majestic, 1 Burner.	7 50
Majestic, 2 Burner.	11 25
F.O.B. Toronto.	

HINGES, TEE AND STRAP

	Heavy, Net Prices.	Strap	Tee
4-inch, dozen pairs	\$2 34	\$1 99	
5-inch.	2 89	2 50	
6-inch.	3 12	2 81	
8-inch.	4 22	3 21	
10-inch.	7 49	5 70	
12-inch.	9 28	9 05	
14-inch.	10 61	9 20	
Light, List Prices.			
3-in., doz. pairs.	\$1 00	\$1 00	
4-in., doz. pairs.	1 20	1 10	
5-in., doz. pairs.	1 40	1 30	
6-in., doz. pairs.	1 70	1 50	
8-in., doz. pairs.	2 50	1 80	
10-in., doz. pairs.	3 50	2 40	
Discount 20 and 2½% off list.			

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ¾ in., per lb.	8
Extra hooks for above, ¾ in., per lb.	7½

F.O.B. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point.	\$14 00
Lightning.	12 50
Heath's.	12 50

HOES, Grub.	10 00
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HOOKS, GRASS.

	English	Canadian	Fox
No. 2, per doz.	\$3 40	\$5 00	\$5 50
No. 3, per doz.	3 50	5 50	6-40
No. 4, per doz.	3 50	6 00	7 40
Little Giant.	5 25		
Berden.	5 25		

F.O.B. Montreal, Toronto.

HORSESHOES

	No. 2	No. 1
Patterns	Sizes made	larger smaller
Light iron.	0-7	\$6 75 \$7 00
Long heel light iron.	3-7	6 75
Medium iron.	1-8	6 75 7 00
Heavy iron.	6-8	6 75
Snow.	1-6	7 00 7 25
New-light "XL" steel.	1-6	7 20 7 45
Fetherweight "XL" steel.	0-4	8 60
Special counter-sunk.	0-4	9 10
Toe-weight (front only).	1-4	9 60
*All sizes.		

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.O.B. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, \$2.25 to \$2.90 box.

HOSE, LAWN

Corrugated, ½ in., 100 ft.	\$15 75
Corrugated, ¾ in., 100 ft.	18 75
Corrugated, 1 in., 100 ft.	21 50
Corrugated, 1 in., 100 ft.	31 50
Less 5% for full reels, 500 ft.	
F.O.B. Toronto and London.	

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross F.O.B. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable. 72x30 up to 24 gauge, case lots. 72x30, 26 gauge, case lots. Less than case, 50c per 100 lbs. extra. F.O.B. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set.	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set.	2.30-2.40
Mrs. Potts, handles, japaned, doz.	1.30-1.50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up.	7 00
Sad irons, common, plated.	5 50
Princess Electric, each.	3 35
Canadian Beauty Electric Irons—	
Style A.	\$3 75
Style B.	4 12
Hotpoint Domestic Electric Iron, each.	4 75
Gasoline Sad Irons, each.	4 25

F.O.B. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

	Per ft.
Step Ladders.	
Crescent.	19c ft.
Household.	19c ft.
Standard, 4-12 ft.	21c ft.
Electrician.	30c ft.
Heavy duty.	47c ft.
Extension.	35c ft.

	Per ft.
Perfect, 6 to 10 ft. only.	\$0 3.
Hercules, 4 to 10 ft.	33
Hercules, 12 to 14 ft.	35
Faultless, 4 to 10 ft. only.	29
Ontario, 4 to 10 ft. only.	26
Shelf Lock, 4 to 8 ft. only.	21
Extension Ladders.	
Up to 32 ft.	23
34 to 40 ft.	26

London—Up to 34 ft., 23c; 36-40 ft., 26c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking. 10 ft. to 16 ft. 20c ft. 18 ft. to 22 ft. 23c ft.

Chair ladders, each 2 00

F.O.B. Toronto, Hamilton, London, Montreal.

LANTERNS

	Per doz.
Short Globe, doz.	\$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray.	15.75-16.10
Little Bobs.	\$2.10-\$4.00
Copper, well jap'd, doz.	18.25

F.O.B. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short.	95c-\$1.10
Cold blast.	95c-\$1.10
3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.	
Cold blast, short ruby.	4.00-4.20
Cold blast, common ruby.	4.00-4.20
Less 5c a doz. in 6 doz. lots.	

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 75
Barn Door, No. 9, doz.	5 10
F.O.B. Montreal, Toronto, London.	

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian.	9 00
Dowswell.	9 00
Noisless.	15 50
Hamilton.	11 00
Snowball.	15 00
Momentum.	16 50
New Century, style A.	16 50
New Century, style B.	18 00
Playtime, engine drive.	19 50
Ideal Power.	28 00
Seafoam, electric.	102 00
Seafoam, engine drive.	44 00
New Idea, electric.	134 00
Sunshine.	8 50
Popular, No. 1.	9 50
Economic.	11 50
Champion.	17 00
New Excell-All.	18 00
Blue Bell, without stand.	16 50
Puritan Water Motor Washer, complete.	28 00
Hydro, One Tub, engine drive.	45 50
Low pressure water motor washer, each.	30 00
Connor ball-bearing, with rack.	18 50
I X L.	18 50

Gem.	16 50
Winner, plain.	13 50
Connor Improved.	9 00
Jubilee.	15 00
Canada First.	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLET

Smiths, 2½ x 5½ in.	\$1.00-\$1.75
Carpenters', No. 3.	5.80
F.O.B. Montreal, Toronto, Hamilton.	

MATTOCKS

Cutter, doz.	\$12 00	\$12 50
Pick doz.	12 00	12 50
F.O.B. Montreal, Toronto, London, Hamilton.		

MIXERS, BREAD

Universal—	
No. 4, doz.	\$34 65
No. 8, doz.	39 60

MOPS

Mops, O-Cedar, doz. net.	\$12 00
Sprustex, No. 2, doz.	\$8 00
S.W. Mops, complete, doz.	4 25-4 85
Mop Sticks, doz., No. 8.	1 55-1 85
Cast Head Mop, doz.	1 90-2 00
Crescent, doz.	3 10
Crank wringing, doz.	6 25
F.O.B. Montreal, Toronto, Hamilton, London.	

MOWERS, LAWN

Adanac.	50%
Woodyatt.	40%
Empress.	40%
Mayflower.	40%
Star, Ontario, Daisy.	40%
F.O.B. Toronto, Guelph, London, Hamilton.	

NAILS

List adopted July 10, 1912. Advances over base on common wire nails in kegs.

1 inch.	\$1	2¾ inch. 15c
1½ inch.	1	3 inch. 10c
1¼ inch.	.65c	3¼ inch. 10c
1½ inch.	.40c	4 inch. 5c
1¾ inch.	.40c	4½ inch. 5c
2 inch.	.30c	5 inch base.
2¼ inch.	.30c	5½ inch base.
2½ inch.	.15c	6 inch base.
6½ to 12 inch-2 Ga. and heavier.		25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton \$5.30 base.

Freight equalized on above points F.O.B. Montreal, Gananoque, Collingwood and Owen Sound, \$5.35 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory points, carload freight allowed, \$5.42½.

Sault Ste. Marie, Port Arthur. Fort William, \$5.05-\$5.35 base, f.o.b. factory; no freight allowance

Moulding, Flooring, Slatting, Box. Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, \$5.70 base; Toronto, \$5.65 base; London, \$5.60; Hamilton, \$5.65. No equalization of freights.

Roofing Nails—American, large head, keg, \$9.00. London, \$10.00. F.O.B. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

	C Brand
Size	
Capewell—	Per 100 lbs.
No. 5.	\$22 00
No. 6.	21 00
No. 7.	20 00
No. 8.	19 00
No. 9 and up.	18 00



JAMIESON'S

*True in
quality since
1858,
improved with
progressive
invention
and chemical
genius*



**Business
Building
Qualities
*plus Big Profits***

THAT CUSTOMER OF YOURS, THAT ASKS FOR
JAMIESON'S PAINT

He Knows

THAT IF BETTER PAINT COULD BE MADE

Jamieson's

WOULD MAKE IT; TO THE BETTER SERVE THE
BEGINNER AS WELL AS THE SHREWD OLD VETERAN
PAINTER

Ask the dealer who sells Jamieson's

R. C. JAMIESON & CO., Limited, Montreal, Canada

ESTABLISHED 1858

CALGARY

Owning and Operating P. D. DODS & CO., LIMITED

VANCOUVER

"M.R.M." BRAND

No.	Net Price	List	Per box
	Lengths	of 25 lbs.	
3	1 1/2"	\$19 00	
4	1 3/4"	9 00	
5	1 15-16"	4 00	
6	2 1/8"	3 75	
7	2 5-16"	3 50	
8	2 1/2"	3 50	
9	2 11-16"	3 25	
10	2 3/4"	3 25	
11	3 1-16"	3 25	
12	3 1/4"	3 25	

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.	
12 inch...\$1 80	48 inch...\$ 6 20
18 inch... 2 85	60 inch... 7 70
24 inch... 3 40	72 inch... 9 20
30 inch... 4 00	84 inch... 10 50
36 inch... 4 75	96 inch... 12 00
42 inch... 5 50	

1 1/2 inch mesh and 19 ga. wire.	
12 inch...\$3 50	42 inch...\$10 50
18 inch... 5 00	48 inch... 12 00
24 inch... 6 30	60 inch... 15 00
30 inch... 7 75	72 inch... 18 00
36 inch... 9 90	

1 inch mesh and 20 ga. wire.	
12 inch...\$4 00	42 inch...\$12 00
18 inch... 5 50	48 inch... 14 00
24 inch... 7 00	60 inch... 17 00
30 inch... 8 50	72 inch... 20 00
3 1/2 inch mesh and 20 ga. wire.	
24 inch...\$10 50	36 inch...\$15 00
30 inch... 12 75	

1/2 inch mesh and 22 ga. wire.	
24 inch...\$16 50	36 inch...\$24 00
30 inch... 20 10	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

Invisible—1640	Per rod
1848	\$ 0 75
2060	0 85
	0 95

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

OAKUM

Best (American).....	\$21 00
U.S. Navy (unspun).....	
Clipper (spun).....	21 00
Clipper (unspun).....	19 50
U.S. Navy, Eng., (unspun).....	
U.S. Navy, Eng., (spun).....	
Plumbers (spun).....	\$3 00 \$10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Royalite.....	0 19	0 18
Palatine.....	0 22	0 21
Gasoline, gal.....	0 34	0 33
Black oil (Summer).....	0 16	0 15
Black oil (Winter).....	0 18	0 15 1/2
Imperial Cylinder.....	0 66 1/2	
Capital cylinder.....	0 50 1/2	0 49 1/2
Machine oil, regular grades.....	25 1/2-42	26 1/2-36 1/2
Standard gas engine oil.....	38 1/2	0 42 1/2
Paraffine.....	0 21	0 24
XXX machine.....	0 24 1/2	0 38 1/2
Fuel oil, bbls.....	0 14 1/2	0 13 1/2
Fuel oil, tank cars.....	0 13	0 12

OLD MATERIALS

	Per lb.
Fine jute.....	\$0 20
Coarse jute.....	0 15
Hemp.....	0 34
Square braided hemp.....	0 38
No. 1 Italian.....	0 44
No. 2 Italian.....	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll.....	1 10
Dry Fibre, No. 2 roll.....	0 59
Anchor Brand.....	1 10
Glazed sheeting.....	0 59
Tarred Fibre, No. 1 roll.....	1 25
Tarred Fibre, No. 2, roll.....	0 72
Surprise Fibre.....	0 66
Tarred felt, per cwt.....	3.30-3.45
Cyclone (dry).....	1 10
Cyclone (tarred).....	1 25
Joliet (dry fibre).....	0 59
Monarch Sheathing (per 100 lbs.).....	4 00

Asbestos sheeting (per 100 lbs.).....	0 12	0 14
Carpet Felt, 16 oz., per 10 lbs.....	\$4 50	\$5 50
F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.....		
PICKS—		
Clay—		
6 to 6 lbs., doz.....	\$10 75	\$11 80
6 to 7 lbs., doz.....	11 50	12 60
7 to 8 lbs., doz.....	12 25	13 50
Rock—		
7 to 8 lbs., doz.....	12 25	

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose).....	95c-\$1.10
4 gross (cartons), 4 1/2-in.....	\$1.00

NEW SCHEDULE OF PRICES ON WROUGHT IRON PIPE

	Black Galvanized
	Per 100 feet

Standard	Buttweld
1 1/4 in.....	\$ 6 00 \$ 8 00
1 1/2 in.....	5 22 7 35
1 3/4 in.....	5 22 7 35
2 in.....	6 63 8 20
2 1/2 in.....	8 40 10 52
3 in.....	12 41 15 58
3 1/2 in.....	16 79 21 05
4 in.....	20 08 25 16
4 1/2 in.....	27 01 33 86
5 in.....	43 29 54 11
5 1/2 in.....	56 61 70 76
6 in.....	71 76 88 78
6 1/2 in.....	85 02 105 19

Standard	Lapweld
2 in.....	29 97 36 45
2 1/2 in.....	45 05 55 28
3 in.....	58 91 72 29
3 1/2 in.....	73 60 91 54
4 in.....	87 20 108 45
4 1/2 in.....	99 06 123 82
5 in.....	115 40 144 50
6 in.....	149 80 187 20
7 in.....	195 20 243 95
8 in.....	205 00 256 25
9 in.....	236 20 295 20
10 in.....	282 90 353 25
12 in.....	292 40 328 00
14 in.....	337 80 422 30

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2 1/2 inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4 1/2" and larger, 40%.

4" and under, running thread

25%.

Standard couplings, 4" and under, 35%.

4 1/2" and larger, 15%.

Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.....		\$8 00
3 in., in 10-ft. lengths, list.....		9 70
4 in., in 10-ft. lengths, list.....		12 80
5 in., in 10-ft. lengths, list.....		17 50
6 in., in 10-ft. lengths, list.....		21 30

Discount 10%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal	Toronto
	%	%

Medium and extra heavy, 6" and under 35, 2 1/2 30

8" soil pipe..... 30 25

Medium and extra heavy fittings, 6"

and under..... 40, 2 1/2 40

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl..... 4 75

Navy pitch, per bbl..... 6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz..... 9 00

12-oz. bottles, doz..... 6 00

1-qt. can, doz.....	15 00
1/2-gal. cans, doz.....	24 00
1-gal. cans, doz.....	36 00
Discount, 33 1-3 per cent.	
Liquid Veneer—	
4 oz., doz.....	\$2 00
12 oz., doz.....	4 00
32 oz., doz.....	8 40
64 oz., each.....	1 20
128 oz., each.....	2 10

F.o.b. Toronto, London.

PUMPS

Pumps, Well.....	
Cistern Pumps.....	
Set Lengths.....	
Brass Lined Cylinders.....	
Brass Body Cylinders.....	

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, 1/2-lb. pkgs., 1c per lb.; 3/4-lb. pkgs., 2c

per lb. Copper Rivets, net extras, 2c

per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

Samson, 1-ply, roll..... 1 30

Samson, 2-ply, roll..... 2 50

Samson, 3-ply, roll..... 3 10

R. S. Special, 1-ply..... 1 25

R. S. Special, 2-ply..... 1 50

R. S. Special, 3-ply..... 1 75

Amazon, 1-ply..... 1 95

Amazon, 2-ply..... 2 25

Amazon, 3-ply..... 2 55

Everlastic, 1-ply..... 1 65

Everlastic, 2-ply..... 1 95

Everlastic, 3-ply..... 2 25

Good Luck, 1-ply..... 1 60

Good Luck, 2-ply..... 1 80

Good Luck, 3-ply..... 2 10

McCombe Sp., 1-ply..... 1 35

McCombe Sp., 2-ply..... 1 55

McCombe Sp., 3-ply..... 1 75

Black Cat, 1-ply..... 1 85

Black Cat, 2-ply..... 2 15

Black Cat, 3-ply..... 2 45

Black Diamond tarred felt..... 3 30

Black Diamond Ready Roofing, 2 ply..... 1 12

Black Diamond Ready Roofing, 3 ply..... 1 58

Liquid roofing cement, per gal. in barrels..... 0 27

5 and 10 gal. lots, per gal..... 0 38

Coal Tar, bbl..... \$5.75-\$6.00

Roofing Pitch, \$1.05 to \$1.10 cwt.

F.o.b. Toronto, London, Montreal.

ROPE

Pure Manila basis..... 39

British Manila basis..... 33

New Zealand hemp basis..... 33

Sisal basis..... 27 1/2

Above quotations are basis prices

1/4 and larger diameter. The following

advances over basis are made for

smaller sizes:—Smaller than 1/4 and down to 7/16 dia.—1c

above basis; 3/4 dia.—1c above basis;

1/2 and 5/16 dia. 1 1/2c above basis;

3/16 dia. 2c above basis.

Single lath yarn basis..... 27 1/2

Double lath yarn..... 28

Vacht marine, tarred..... 57

Halyards..... 50

Hemp, deep sea line basis..... 50

Hemp, tarred ratline basis..... 43

Hemp, tarred bolt rope basis..... 45

Marline and Houseline..... 45

Italian rope basis. On application

Cotton, 1/4 in..... 0 73 0 77

5-32 in..... 0 72 0 75 1/2

3-16 in..... 0 69 0 72 1/2

1/4 in. and up..... 0 68 0 71 1/2

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 10% to 15% on list.

B. & A. emery cloth, 5% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—

4 lb..... \$ 5 50 \$0 20

10 lb..... 7 50 0 30

240 lb..... 12 50 0 50

600 lb..... 28 00 1 00

1200 lb..... 35 00 1 00

2000 lb..... 50 00 1 00

2000 lb. Drop lever..... 57 00 1 00

10 lb. Household..... 5 00 0 10

25 lb. Household..... 6 00 0 20

Champion list prices subject to a discount of 10%; Standard scales.

20% discount; Weigh Beams, 10% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel.....	\$12 50
Golden Clipper.....	18 50
Little Giant.....	14 50
Little Giant, Genuine.....	15 00

F.o.b. Toronto, London

SNATHS

	Doz.
00 Patent.....	\$12 50
1.....	12 00
2.....	11 50
3.....	10 50

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

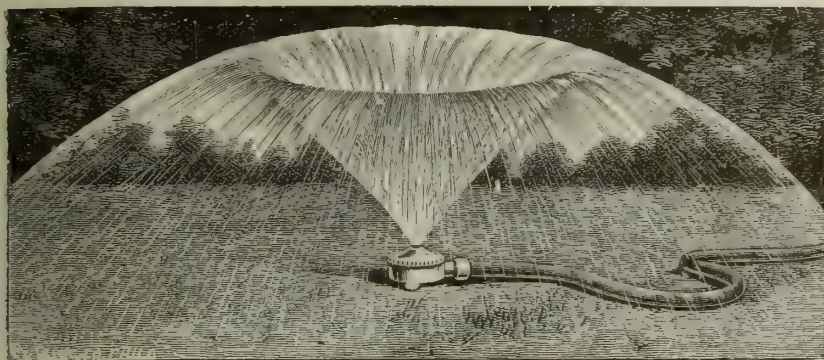
Wood, F. H., bright.....	72 1/2
Wood, R. H., bright.....	67 1/2
Wood, O. H., bright.....	67 1/2
Wood, F. H., brass.....	87 1/2
Wood, R. H., brass.....	82 1/2
Wood, O. H., brass.....	82 1/2
Wood, F. H., bronze.....	87 1/2
Wood, R. H., bronze.....	85</

Famous Wherever They are Sold for Quality and Service Ability

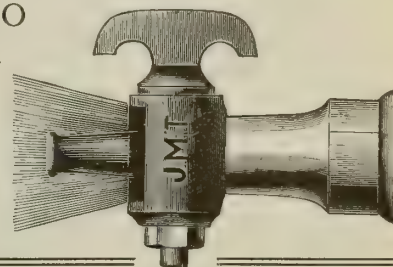
Morrison Brass Goods and Lawn Supplies are particularly seasonable and popular lines for selling **RIGHT NOW**.



Insure yourself against the usual dull spell in your Brass Goods department this season by sending us your order at once for a supply of these two fast-selling lines.



James Morrison Brass Mfg, Co.
Limited
93-97 Adelaide Street West
TORONTO
CANADA



YOU'LL MAKE MONEY ON THESE BECAUSE—

**BLACK DIAMOND Tarred Felt
JOLIETTE and CYCLONE Brands**
Sheathings, Roofings and all lines of Building Paper are of the best material and sure to secure repeat orders.

Saves money for your customers. They'll reciprocate—by giving you their business in other lines.
We also sell you wrapping papers of all descriptions.
All kinds of Sheathing made at our own mills.

Our reputation is behind all these Brands.

ALEX. McARTHUR & COMPANY, LIMITED

82 MCGILL STREET, MONTREAL

The Oribio Mfg. Co., Limited, Winnipeg, is our Sole Selling Agent for the Northwest Provinces

CARTER'S

**The Best Quality of Genuine Dry
Red Lead and Genuine Dry Powdered Litharge**

Paper manufacturers want a Red Lead to protect their steam and water pipes, and a Litharge to reline their digesters. Rubber and Color Makers need them. Shipbuilding firms must have them. Railways and Ironworks use them. Are you ready to supply the requirements of such firms in your district. Also

YOUR PAINTER

must have Genuine Red Lead and Litharge to meet his requirements. Do not delay in putting in a stock or you will lose good business which is rightly yours.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Avenue, Montreal



If any advertisement interests you, tear it out now and place with letters to be answered.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels and Spades...	50%	50%	50%
Draining Tools	50%	50%	50%
Hollow Back Scoops	50%	50%	50%
Sand Shovels	50%	50%	50%
Hollow Back Shovels	50%	50%	50%
Hollow Back Coal Shovels	50%	50%	50%
Riveted Back Scoops	50%	50%	50%
Miners' Spring Point Shovels	50%	50%	50%

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	\$29.00	\$28.00	\$25.00
Draining Tools, No. 2, black	29.00	27.50	24.00
Hollow Back Scoops, No. 2, black	34.50	32.00	30.00
Coal Shovels, Hollow Back, No. 2, black	32.00	30.00	24.00
Sand Shovels, No. 2, black	27.50	24.00	24.00
Hollow Back Shovels, No. 2, black	27.50	24.00	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	34.00	34.00

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.
Full polished \$1.00 per dozen net
Half polished 50c per dozen net
F.o.b. London, Hamilton, Toronto, Gananogue, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	\$43 00
Boudoir, Nic., Cyco B.B.	40 00
Club, Jap. Cyco Bearing	96 00
Champion, Nickeled Fittings	35 00
Champion, Japanned Fittings	31 00
Elite, Nic., Cyco B.B.	46 00
Grand, Nic., Cyco B.B.	56 00
Grand, Jap., Cyco B.B.	52 00
Grand Rapids, Nic., Cyco B.B.	40 00
Parlor Queen, Nic., Cyco B.B.	46 00
Princess, Nic., Cyco B.B.	41 00
Standard, Nickeled Fittings	37 00
Standard, Japanned Fittings	33 00
Universal, Nic., Cyco Bearing	38 00
Universal, Jap., Cyco Bearing	34 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	\$84 00
Household, Jap.	72 00
Superba, Nic.	99 00
F.o.b. factory Niagara Falls, Ont., and other jobbing points in Eastern Canada.	

SWEEPERS (ELECTRIC)

Steel frame	33 75
Aluminum frame	41 25
Attachments, set	7 50
F.o.b. Toronto, Hamilton, London.	

TACKS

	Discount
Wire Tacks .....	.60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 .....	.60 and 15%
Double pointed tacks .....	.60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916. .60 and 15%	
F.o.b. Toronto, Hamilton, Montreal, London.	

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Upright, with rack	\$4 00
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TOOLS, HARVEST

Waverly, Wellandvale, Rixford.	
Maple Leaf, Bedford, 17½% discount.	
Samson, 12½% discount.	
F.o.b. Montreal, Toronto, Hamilton, London.	

TROUGH (EAVE)

O. G. Square head and half round.	Size in girth	Per 100 ft.
8 in.	\$ 6 90	15 in. \$12 50
10 in.	7 70	18 in. 16 00
12 in.	9 10	Discount 10%.
F.o.b. Toronto, Oshawa, Ottawa.		

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1.	3 45
Newhouse, No. 1	4 70
F.o.b. Toronto, London, Hamilton Montreal.	

TWINE (BINDER)

	Per b
500 ft.	\$0 23½
550 ft.	0 25½
600 ft.	0 26½
650 ft.	0 28

In 5-ton lots ¼c discount from

above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb.	69-72
4-ply wrapping, lb.	73-76
F.o.b. Toronto, Hamilton, London.	

WOOD TUBS

No. 0, per dozen	\$23 50
No. 1, per dozen	21 50
No. 2, per dozen	15 40
No. 3, per dozen	15 00
F.o.b. Newmarket	

VALVES

	%
Ground work	42
Compression work, standard ..	47
High grade	41
Cushion work	49
Fuller work, standard ..	45
High grade	33
Basin cocks, No. 0 Standard ..	40
High grade	40
Bath cocks	30
Fiatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard. 10% advance on list	
Radiator valves, standard	10
High grade	Net
Patent quick opening valves. 30	
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance on list	
F.o.b. Toronto	

WARES, ETC.

Scotch Grey Ware, 50, 5%.	
Colonial, 33 1-3%.	
Imperial Ware, 33 1-3%.	
Pearl, 33 1-3%.	
Premier, 10%.	
Canada Ware, 10%.	
Diamond, 10%. White Ware, 50%.	
Japanned Ware, list plus 20%.	
Japanned Ware, White, list, plus 30%.	
Plain and Jap. Sprinklers, list plus 20%.	
Stamped Ware, plain, 50%.	
Stamped Ware, retinned, 45%.	
Copper Bottoms, list, plus 10%.	
Tinners' Trimmings, plain, 50%.	
Tinners' Trimmings, retinned, 45%.	
Tinners' Trimmings, general, list plus 10%.	
Factory Milk Cans, list plus 50%.	
Milk Can Trimmings, list, plus 60%.	
Cream Cans, list, plus 25%.	
Railroad Cans, list, plus 20%.	
Pieced Tinware, C.B., list, plus 50%.	
Sheet Iron Ware, list, plus 10%.	
Pieced Ware, ordinary, list, plus 30%.	
Fry Pans, 40 and 10%.	
Spiders, steel, 10%; cast iron, 17½%.	
Fire Shovels, Japanned, list, plus 10%.	
Steel Sinks, painted, list, plus 10%.	
Steel Sinks, galvanized, list plus 15%.	
Light Galv. Pails and Tubs, list plus 20%.	

Heavy Galv. Pails and Tubs, list, plus 10%.

Garbage Pails, list, plus 10%.	
Jap. Coal Hods, list, plus 25%.	
Galv. Coal Hods, list, plus 40%.	
Paper Lined Boards, 40 and 5%.	
Wood Lined Boards, 30 and 10%.	
Stove Pipe, patent, per 100, 6 in., \$20.36; 7 in., \$21.83.	
Common, made-up, per 100, 5 and 6 in., \$21.00; 7 in., \$23.00.	
Polished, made-up, per 100, 5 and 6 in., \$23.00; 7 in., \$25.00.	
Stove Pipe Thimbles, 50, 10%.	
Copper Boilers, list, plus 10%.	
Copper Tea Kettles, list, plus 10%.	
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.	
Copper Tea and Coffee Pots, list, plus 10%.	
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.	
F.o.b. Montreal, Toronto, London, Hamilton.	

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., \$21.80; 5-16 in., \$18.50; ¾ in., \$16.30; 7-16 in., \$13.55; ½ in., \$13; 9-16 in., \$12.15; ¾ in., \$11.70; 11-16 in., \$11; 13-16 in., \$11.70; 15-16 in., \$11.70; 17-16 in., \$11.70; 50 lbs. of one size, \$2 per 100 lbs. less.	
F.o.b. Montreal, Toronto, London	

WEIGHTS, SASH

Tor'to Lond'n Mont'l

Sectional, 1 lb.	per 100 lbs.	\$5 50	\$5 50	\$5 35
Section, ½ in.	per 100 lbs.	5 50	5 50	5 50
Solid, 3 to 30 lbs., per cwt.	3 90	4 00	4 00	

WHEELBARROWS

Navy, steel wheel, doz.	37.50-51.50
Garden steel wheel, doz.	51.00-75.00
Light garden, doz.	37.00-54.00
F.o.b. Montreal, Toronto, London.	

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs.	No. 9	No. 10	No. 11	No. 12	No. 13	No. 13½	No. 14	No. 15
	\$6 60	6 65	6 70	6 85	6 95	6 95	7 10	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 9-9 gauge, base	6 25
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Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.	
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Extra net per 100 lbs.—Oiled wire. 10c; spring wire, \$2.50; bright, soft drawn, 15c; charcoal (extra quality), \$1.25; packed in casks or cases. 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils. 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, \$1.

Fine Steel Wire

List Price on Fine Steel Wire	No. 17	No. 18	No. 19	No. 20	No. 21	No. 22	No. 23	No. 24	No. 25
	\$5 00	5 50	6 00	6 65	7 00	7 30	7 65	8 00	9 00
	No. 26	No. 27	No. 28	No. 29	No. 30	No. 31	No. 32	No. 33	No. 34
	\$9 50	10 00	11 00	12 00	13 00	14 00	15 00	16 00	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net	Tinned wire, Nos. 17-25	\$3 00
Nos. 26-31	5 00	
Nos. 32-34	7 00	
Coppered	0 75	
Oiling	0 10	
In 25-lb. bundles	0 15	
In 5 and 10-lb. bundles	0 25	
In 1-lb. hanks	0 25	
In ½-lb. hanks	0 28	
In ¼-lb. hanks	0 50	
Packed in casks or cases	0 15	
Bagging or papering	0 16	

Oiled and Annealed Wire

No. 10	\$6 45
No. 11	6 47
No. 12	6 55
Wire Bale Ties	
No. 12	\$ 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	\$6.25-\$6.50
No. 9 pl. galv.	5.35-6.00
No. 12 pl. galv.	5.50-6.15
No. 13 pl. galv.	6.00-6.25
No. 9 coil sp.	5.50-6.00
No. 12 coil sp.	5.80-6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	\$5 50
Fence staples, galvanized, \$6.25-\$6.50	
In 25-lb. boxes add 25c extra	

Poultry Netting Staples

Poultry netting staples, galvanized, list	\$12 00
Less discount of 12½%.	

Bright poultry netting staples \$1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus	10%
Brass wire, 3 to 24 gauge, add 40%	
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls ..	\$3 50
In 50-ft. rolls	3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75
Bronze, sq. ft.	0 14
F.o.b. Toronto, Hamilton, London.	

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%
F.o.b. Toronto, Montreal, London, Hamilton.	

WRINGERS

Royal Can., 11 in., doz. list	\$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 30% and 10%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report

WRENCHES

Trimmo—	Doz. net	Doz. net
8 in.	\$15 60	18 in. \$35 00
10 in.	17 40	24 in. 50 60
14 in.	24 25	
Coes—	Doz. net	Doz. net
6 in.	\$14 60	15 in. \$35 00
8 in.	17 50	18 in. 46 60
10 in.	20 40	21 in. 56 80
12 in.	26 20	
Stillson—	Each	Doz. net
6 in.	\$1 20	\$14 00
8 in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	94 20	
48 in.	139 20	



PLATE A21D

EMPIRE CLOSETS

Every Merchant Plumber is interested in seeing his customer get the best that the market affords.

It means better profits and satisfied customers.

Empire Vitreous China Closet Combinations are durable, neat in appearance and silent in operation.

Oak and Vitro Closet Outfits carried in stock.

We can make prompt shipment of all lines of plumbing and heating material.

Empire Mfg. Co., Limited

London

Toronto

DO YOU WANT "BETTER BRUSHES"

THEN WHY NOT BUY THE ONLY BRUSH MADE TO THAT STANDARD?



Brushes built on a quality basis and priced on a quantity output. Made under modern methods, equipment and management in the finest factory in the world devoted to the making of high-grade brushes.

T. S. SIMMS & CO., Ltd., ^{Makers of} **"BETTER BRUSHES"**
ST. JOHN (FAIRVILLE), N.B., CANADA

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, \$8.60 for 100 lbs.; 5-lb. packages, \$8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BEESEWAX

Small quantities \$0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE Montreal Toronto
Per lb. 13-14 14-16

BRONZING LIQUID

Bronzing liquid, No. 1. \$1.50-\$2.00
Banana oil, gal. 3.50-7.00
F.o.b. Montreal, Toronto.

BRUSHES

Acme, 15 lbs. each. \$2 25
Acme, 20 lbs. each. 2 75
Acme, 25 lbs. each. 3 25
F.o.b. Toronto.

COATING

Cement Coating \$3 00 \$3 75
F.o.b. Montreal, Toronto.

COLORS (DRY)

Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs. 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs. 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs. 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs. 0 15
Imp. green, 100 lb. kegs. 0 25
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k. 0 12
Indian red, 100-lb. kegs. 0 15
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02½
Drop black, pure dry. 0 15
Golden ochre, 100 lb. kegs. 0 06½
White ochre, 100 lb. kegs. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 0 03½
French ochre, barrels 0 06
Spruce ochre, 100-lb. kegs. 7-8c
Canadian red oxide, bbls. 2-2½
Super magnetic red. 2½-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—
Venetian red 0 16
Indian red 0 30
Chrome yellow, pure 0 53
Golden ochre, pure 30-32
French spruce ochre, pure. 0 18
Chrome green, pure 24-23
French permanent green, pure 28
Signwriters' black, pure 0 33
Lampblack 0 35
Marine black, 5 lb. irons. 0 20
F.o.b. Montreal, Toronto.

ENAMELS (White)

Duralite Gal 6 50
Albagloss 6 05

GLUE

Brantford All Round Glue—
Case No. 7—50-lb. pkgs. \$28 00
Case No. 8—100 ¼-lb. pkgs. 31 00
Case No. 9—200 ¼-lb. pkgs. 38 00
Discount.

French medal (prices withdrawn)
English common sheet. 32-34
English prima 35-38
White pigfoot 0 50
Cake bone, 112-lb. bags. 0 35
Hide, 112-lb. bags. 0 45
Gelatin, 112-lb. bags. 45-60
Ground glues, 112-lb. bags,
No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags. 24

GLASS

Per 100 ft.	Single	Double
Under 25	\$16 80	\$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 90		45 45
91 to 100		48 85
		49 80
		58 55

101 to 105 65 35
106 to 110 73 10
Discount box glass, 25%.
Cut lights, 5-10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS PLATE

Plates up to 1 foot, each	Sq. foot
1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90

Plates 101 to 110 wide containing not over 100 ft. each. 3 00
Plates 111 to 120 wide containing not over 100 ft. each. 3 40
Plates 101 to 110 wide containing over 100 ft. each. 3 40
Plates 111 to 120 wide containing over 100 ft. each. 3 75
Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, \$1.56-\$1.62 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots.
Less than ton lots are 35c per 100 lbs. higher than quoted below.
F.o.b. Ottawa, 15c advance per 100 lbs. F.o.b. London and Windsor, 30c per 100 lbs. F.o.b. Toronto and Hamilton, 25c per 100 lbs. F.o.b. Fort William and Port Arthur, 40c per 100 lbs.
Maritime differential 30c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	\$17 00	\$17 25
Crown Diamond	17 00	17 25
Crown, pure	17 00	17 25
Green Seal	17 00	17 25
Ramsay's Pure	17 00	17 25
Moore's Pure	17 00	17 25
Tiger, Pure	17 00	17 25
O.P.W. Dec. Pure.	17 00	17 25
Red Seal	17 00	17 25
Decorators' Pure	17 00	17 25
O.P.W. English	17 20	17 45
Elephant Genuine	17 50	17 75

R.B. Genuine Lead, less than tons, \$19.10 Toronto; \$18.90 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt. \$14 00 \$14 50
Genuine, 100-pound kegs, per cwt. 14 75 15 50
Less quantity 16 00 17 00
F.o.b. Montreal, Toronto.

LEAD, ARSENATE Dry, Paste.

Barrels, 600 lbs.	Pound
Half bbls., 300 lbs.	0 24½
100s	0 45
50s	0 45½
25s	0 46
10s	0 47½
5s	0 49½
2s	0 31
1s	0 52

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs. \$8.40; white, 5-lb. packages, \$7.80. F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon
Elephant, white 3 70
Elephant, colors 3 45
R.H. English, white 3 80
R.H. English, colors 3 70
B.H. Floor 3 05

B.H. Porch Floor 3 70
Minerva, white 3 80
Minerva, colors 3 60
Crown Diamond, white 3 50
Crown Diamond, colors 3 45
Crown Diamond, floor 2 95
B.H. Fresconette, white 3 35
B.H. Fresconette, colors 3 25
Moore's House Colors, white 3 50
Moore's House Colors, colors 3 40
Moore's Egyptian Paint, all colors 2 75
Moore's Floor Paint 2 90
Moore's Sani-Flat 3 00
Jamieson's Crown Anchor 3 30
C.P.C. Pure, white 3 80
C.P.C. Pure, colors 3 70
O.P.W. Canada Brand, white 3 70
O.P.W. Canada Brand, colors 3 40
O.P.W. Canada Brand, floor 2 95
O.P.W. Flat Wall, white 3 20
O.P.W. Flat Wall, colors 3 00
Ramsay's Pure, white 3 65
Ramsay's Pure, colors 3 35
Martin-Senour, 100%, white 3 80
Martin-Senour, 100%, colors 3 70
Martin-Senour, Porch Paint 3 70
Martin-Senour, Neutone, white 3 35
Martin-Senour, Neutone, colors 3 25
Senour's Floor Paint 3 15
Sherwin-Williams, white 3 80
Sherwin-Williams, colors 3 70
Flat Tone, white 3 35
Flat Tone, colors 3 25
Lowe Bros. H.S., white 3 80
Lowe Bros. H.S., colors 3 70
Mellotone, white 3 50
Mellotone, colors 3 35
Sanitone, white 3 35
Maple Leaf, white 3 80
Maple Leaf, colors 3 70
Maple Leaf, floor 3 15
Maple Leaf, flat wall 3 25
Percy's Prepared, colors 3 15
Percy's Prepared, white 3 50
F.o.b. Montreal, Toronto.

PARIS GREEN

C.P. Berger's and Munro's
Per lb.

In barrels, about 600 lbs. 0 60¼ 0 61
In arsenic wags, 250 lb. drums 0 61¼ 0 62
In 50 lb. and 100 lb. drums 0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case 0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case 0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case 0 66¼ 0 67
Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY

Bulk, in casks \$4 35 4 70
Bulk, 100-lb. drums 5 20 5 45-5 55
Bulk, 25-lb. drums. 5 20 5 55
Bulk, 12½-lb. irons 5 20 5 80
Bladder, in bbls. 5 20 5 80
Ton lots standard are 20c per hundred pounds less.

Pure Putty, \$2 cwt. advance. London and Hamilton prices same as Toronto.

ROSIN

Barrels, 100 lbs. \$5 90 \$6 00
Kegs, 100 lbs. 7 00
Less, per lb. 0 06½ 0 08

SHELLAC

Pure White, gal. \$4 75-\$4 90
Pure Orange, gal. 4 50
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH

REMOVER

Taxite, 1 gal. cans. 3 00
B.H. Vanisher \$2 75
Cumoff 3 00
Takof 3 25
O.P.W. Presto 3 00
Lingerwett 2 80-3 25
Solve 3 00
F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

Liquid Slating, B.B. Gal. \$2 20

VARNISHES

No. 1 Furniture, extra, barrels, \$1.10-\$1.21 gal.; gal. tins \$1.32-\$1.45
B.H. Stovepipe Varnish, ¼ pints, per dozen 1 54
Depend-on, list 2 25
B.H. Maritime Spar, list. 7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 2 90
Graniline Floor Finish 2 90
Hydrox Spar 3 64
Sun Varnish 2 60
Sun Spar 4 63
Sun Waterproof Floor. 3 40
Jasperite Interior and Exterior 2 65
Jasperite Pale Hard Oil 1 90
Jasperite Indestructo Floor Finish 2 65
Jamieson's Copaline 3 02
M-S Marble-It Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 36
Elastic Interior 2 64
Mar-not 3 52
Quick Action House 2 47
Rexspar 4 62
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing 3 35
Kyanize Interior 3 95
Luxeberry light 3 30
Luxeberry granite 3 52
Luxeberry spar 4 95
Ramsay's Universal 2 64
F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls. 0 13¼
Opalite, 100 lb. kegs. 0 14
1 gal. packages, per pkg. 0 75
½ gal. package, per pkg. 0 40
Coralite, 5-lb. pkgs., white 0 07
Coralite, 5-lb. pkgs., colors 0 07½
B.H. Frescote, 5 lbs. white, \$6.50; colors 7 00
F.o.b. Montreal, Toronto.

WASTE

Cream, Polishing \$0 21

WHITE

XXX 0 20
XX 0 18
X 0 17
XC 0 16
Japanese 0 15
XXX Extra 0 21
X Grand 0 19½
XLGR 0 18½
X Empire 0 17¼
X Press 0 16

COLORS

No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	18
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	\$0 35
B.H. Wax	0 35
Ronuk Floor Wax, lb.	0 39
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 38
O.P.W. Lion Brand	0 35
Old English	0 61
Johnsons	0 61
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 30
S. & W.	0 40

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls. \$2 50
F.o.b. Montreal, Toronto, London

WOOD ALCOHOL

In five gallons. \$1.80-\$1.90
In barrels 1 75
\$4 extra for barrels
F.o.b. Montreal, London.

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

**PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS**

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

**Twelve Medals of
Award at
INTERNATIONAL
Expositions.**



INCORPORATED 1895

**Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.**

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owled and operated by Nicholson File Co.

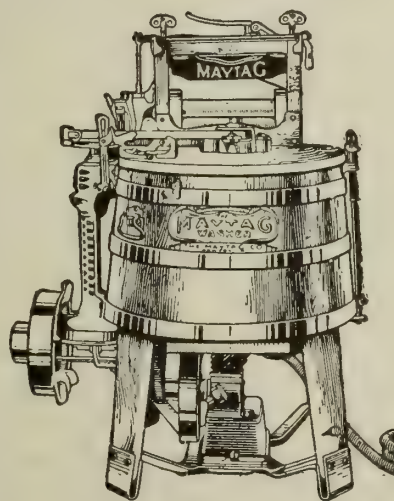
Twelve Cents Per Word!

Several weeks ago a firm in Vancouver, B.C., telegraphed a want ad to Hardware and Metal. They wanted a clerk in a hurry and wished to catch the earliest issue.

The cost of a telegram from Vancouver to Toronto is ten cents per word, added to this was our charge of two cents per word.

This firm had faith enough in Hardware and Metal's Want Ad column to pay *twelve cents per word*, for an announcement in this column. This little story speaks for itself. Mail or wire your want ads, we will accept them until Thursday noon for the current issue.

**Hardware and Metal
Want Ad Dept.**



**ANOTHER
MEHASCO
MESSAGE** 8

MAYTAG WASHERS

With every Maytag Washer goes an absolute, unlimited guarantee against defective material or workmanship.

The dealer is as well protected as his customer.

We carry at all times a full line of the Maytag Washers, also all repairs. We can furnish the Multi-Motor, the Electric in either 110-volt alternating current for city use, or 32-volt direct current to use with the lighting plants in the country. The Maytag Power, with wringer, and the Combination Hand and Power Machine.

**Merchants' Hardware Specialties, Limited
CALGARY**

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$17.20; chill-
ed, \$18.70; buckshot, \$18.00; ball,
\$18.40.

Dominion Metallics—B.B. Caps,
\$2.80; C.B. Caps, \$3.50; 22 Short
Black or Lesmok, \$4; 22 Long
Black or Lesmok, \$4.80; 22 Short
Smokeless, \$4.30; 22 Long Rifle Black,
\$5.60; 22 Long Rifle Smokeless, \$7 per M.
net. Center Fire Pistol, 22%; Center
Fire Sporting, 25% off American list.

American Metallics—B.B. Caps,
\$3.06; C.B. Caps, \$3.85; 22 Short
Black, \$4.35; 22 Long Black, \$5.25;
22 Long Rifle Black, \$7.70; 22 Short
Smokeless, \$4.69; 22 Long Smoke-
less, \$6.55; 22 Long Rifle Smoke,
\$7.65 per M. net. Center Fire Pis-
tol, 10% on list; Center Fire
Sporting, 10% on list.

Loaded Shells—Crown Black Pow-
der, 12 ga., \$31; Sovereign Smoke-
less, 12 ga., \$38; Regal Smokeless,
12 ga., \$38; Nitro Club Smokeless,
12 ga., \$41; Canuck Smokeless, 12
ga., \$41 per M. net. Empty Paper
Shot Shells, \$14 per M.; Empty
Brass Shot Shells, \$6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c
per lb.; clip horn, 25c lb.
Norris, 80 lbs. and over, 16c.

AXES

Single Bit\$14 50 \$20 00
Double Bit 16 50 21 50
Broad axes 32 00 35 00

AUGER BITS

Standard List Prices per Dozen
3/16.....\$6 00 18/16.....\$12 00
4..... 5 00 19..... 14 00
5..... 5 00 20..... 14 00
6..... 5 00 21..... 16 00
7..... 5 00 22..... 16 00
8..... 5 00 23..... 18 00
9..... 6 00 24..... 18 00
10..... 6 00 25..... 21 00
11..... 7 00 26..... 21 00
12..... 7 00 27..... 24 00
13..... 8 25 28..... 24 00
14..... 8 25 29..... 27 00
15..... 9 50 30..... 27 00
16..... 9 50 31..... 30 00
17..... 12 00 32..... 30 00
Discounts from standard list prices
Irwin10%
Gilmour 45%

BARS, CROW. \$10.25 per 100 lbs.

BAR IRON

Bar iron.—\$5.50 base; Swedish
iron, \$5.25; sleigh shoe steel, \$5.80;
spring steel, \$6.50; machinery steel,
\$8.00; tool steel, octagon, 100 lbs.,
\$13.

BELTING

Rubber, 6 in. and under, 25-
2½%; over 6 in., 20%.
Agricultural or No. 1 leather
belting, 47½% off list.
Standard, 30, 10 and 5% off list.
The "double" list is just twice
the price of "single."

BELT LACING

In sides, tanned, \$1.65 per lb.;
cut, \$1.85 per lb.; rawhide, sides,
\$1.60; cut, \$1.80.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ¾ and smaller, 5%;
7-16 and larger, 5% on list; ma-
chine, ¾ and under, 5%; 7-16 and
over, 5% on list; machine set
screws, 25%; plough bolts, 5% on
list; stove bolts, 50%; shaft bolts,
5% on list; tire bolts, 25%; sleigh
shoe bolts to ¾ and smaller, 5% on
list; 7-16 and up, 5% on list.

BORAX. Borax, per lb, 14c.

BUILDING PAPER

Tarred, \$1.10 to \$1.60 per roll,
according to quality: plain, 80c to
\$1.45.

BUTTS

Plated—No. 241 Antique Copper
and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	38
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., \$18.40; ¼, \$16.00;
5-16 in., \$13.60; ⅜, \$12.40; 7-16,
\$12.20; ½, \$12.00; 9-16, \$12.00; ⅝,
\$11.75; ¾, \$11.50; 1 in., \$11.25;
Logging, 5-16 in., \$15.40; ¾,
\$14.20; ½, \$13.80; tie-out, 47½%.

CHURNS

Barrel, No. 0, \$7.20; No. 1, \$7.20
No. 2, \$8; No. 3, \$8.80; No. 4,
\$10.40 each.

CLEAVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	\$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 65

COPPER

Sheet and planished copper, 75c
per lb. Tinned, 60c.

CORD SASH

Coils or Hanks
8, 9, 10 72c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½
in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in.,
\$6.85; 10 in., \$7.60; 12 in., \$8.95.
Conductor pipe, 2 in., per 100 ft.,
\$8; 3 in., \$9.65; 4 in., \$12.75.

ENAMELWARE

See Wares.

FILES

GlobeDiscount 45%
Nicholson Gen.Discount 30%

FITTINGS

	Black	Galv.
Malleable		
Class B.....	\$ 27	\$ 38
Class C.....	17½	27
Bushings.....	20%	..
Unions.....	30%	..
Nipples 4" and un- der	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bar-
rels, 30c lb.; 100-lb. barrels, 31c
lb.; 10-lb. jugs, \$3.40 each; 5-lb.
jugs, \$1.90 each; 2-lb. jugs, 90c
each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW Single Double

Up to 25 in.....	\$13 50	\$18 50
26 to 40	14 50	21 00
41 to 50	18 50	23 75
51 to 60	19 50	24 25
61 to 70	20 50	25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	\$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., \$2.75.
Mounted on steel frames, \$5.00 to
\$6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.
Corrugated Strap Hinges — 4,
\$1.70; 5, \$2.10; 6, \$2.85; 8, \$4.60.
10, \$7; 12, \$10.75.

Corrugated Tee Hinges—4, \$1.90;
5, \$2.55; 6, \$3.25; 8, \$5.65; 10,
\$8.75; 12, \$12.40.

HORSESHOES

Iron, No. 0 to 1, \$7.35; No. 2
and larger, \$7.10; snowshoes, No. 0
to No. 1, \$7.60; No. 2 and larger,
\$7.35; steel, No. 0 to 1, \$7.80; No.
2 and larger, \$7.55; featherweight,
\$8.95.

IRON, GALVANIZED Apollo and "Fleur Premier de Lis"

10½ oz. or 28 Eng...	\$11 70	\$11 70
28 Am. or 26 Eng...	11 40	11 40
26 Am. or 26 special	11 10	11 10
24	10 95	10 95
22	10 95	10 95
13 and 20	10 80	10 80
16 Am.	10 65	10 65

IRONS, SAD

Common Sad Irons, 8 lbs., 11c
per lb.; 4 lbs., 14c per lb.
Mrs. Pott's No. 55, set.....\$2 10
Mrs. Pott's No. 50, set..... 2 25
Mrs. Pott's common sad iron
handles, \$1.60 dozen. Mrs. Pott's
improved, \$2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	\$12 50
Lightning	12 50

LAMP CHIMNEYS

A. per case 8 doz., \$7.80 per doz.,
\$1.05; B. per case 6 doz., \$6.50; per
doz., \$1.15.

LANTERNS

No. 2, plain	\$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, \$14.40.

LEAD WASTE, \$15.40.

LATCHES—THUMB, STEEL

	Doz.
2	\$2 10
3	2 80
4	4 90

Barn Door

5	2 80
8	3 00
9	5 20

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowsell	\$ 5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, \$11; cutter, \$11.

MOPS

	Doz.
O'Cedar Polish, No. 1	\$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	\$7 75	\$8 25
Empress	10 00	10 60
Daisy	6 15	..
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, \$5.60
base; Winnipeg, \$6 base. Cut f.o.b.
Winnipeg, \$6.55.

NETTING—POULTRY

	Net Prices Per Roll
1 in. mesh x 24 in.....	\$5 95
30 in.....	7 20
36 in.....	8 50
2 in. mesh x 24 in.....	2 90
30 in.....	3 40
36 in.....	4 05
48 in.....	5 25
60 in.....	6 55
72 in.....	7 85

NETTING. Poultry, 15%.

Banner Netting, 24 in., \$4.15; 36
in., \$5.30; 48 in., \$6.25; 60 in.,
\$7.40; 72 in., \$8.40.

NUTS

Square, small lots, blank, 4½c
tapped, 4¼c advance on list; Hexa-
gon, small lots, blank, 4¾c; Tap-
ped, 5c advance on list; case lots
all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher,
47c; "B" Castor machine oil, 38c;
Buffalo engine gasoline, 37½c; Buf-
falo "A" gas engine oil, 50c; Royal
gasoline, 37c; Family safety coal
oil, 24½c; "Engoline" engine oil
oil, 20½c; Summer black oil, 22½c;
Kelso engine oil, 47c; Electro oil,
45c; Royalite oil, 20c; Standard
gas engine oil, 48c; Prairie Har-
vester oil, 49½c.

PAINTS

Stephens' Out White, \$3.95;
Stephens' House, \$3.85; Stephens'
Floor, \$3.30; Silkstone, \$3.15; Ste-
phens' Barn Paint, \$1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c;
less than barrel lots, 4c; golden
ochre, barrels, 4c less; than barrels,
5c; Venetian red, barrels, \$2.50;
less than barrels, \$3.50; American
vermillion, 20c; English vermillion,
\$3 per lb.; Canadian metallic ox-
ides, barrel lots, 3½c; English
purple oxide, in casks, 3½c; less
quantities, 4c per lb. Red lead,
kegs, \$19; less quantities, 20c.

PICK, Clay, 6-7, \$12.25 per doz.

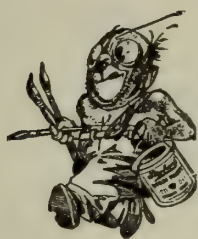
POLISH—

	Doz.
O-Cedar—	
4 oz.	\$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)



Each Succeeding Spring Means a *greater* Paint Turnover

Repeat orders and new business that swell Stephens' Sales are merely the results we anticipated from the good-will begun the first day Stephens' Paints were manufactured.

Year after year sales increase in volume — each succeeding year means a greater Paint turnover than ever before. And we always knew it would.



Stephens

If you are not satisfied with your paint for this Season, if you feel that your increase will not be as great as you deserve, get in touch with us at once.

Let us explain the Stephen proposition and tell you what it is doing for other dealers.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers
WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	\$ 6 08	\$ 8 42
½ inch	6 16	8 50
¾ inch	7 83	9 63
1 inch	9 95	12 38
1 ¼ inch	14 67	18 27
1 ½ inch	19 88	24 75
1 ¾ inch	23 76	29 57
2 inch	32 04	39 78
2 ½ inch	51 30	63 59
3 inch	67 05	83 16
3 ½ inch	84 92	.....
4 inch	100 62	.....
4 ½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., \$4.50.

PLATES, CANADA

18 x 21 per box, half polish, \$11; full polished \$12.50; 18 x 24, half polished, \$11; full polished, \$12.50; 20 x 28, half polished, \$11; full polished, \$12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., \$3 65 per dozen.

PUTTY

100-lb. irons

25-lb. irons, per cwt.....

1½-lb. tins

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope, ¼ and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	\$0 38	\$ 7 20
1	0 39	7 50
1 ½	0 43	8 10
2	0 46	8 70
2 ½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1 ½	0 50	9 60
2	0 55	10 50
2 ½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, \$10.00; Watch Spring, \$10.40; Lance Tooth or Lightning Blades, \$10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—

Doz.

Bramble	\$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

Doz.

Grand Rapids, Nic.	\$ 87 00
Household, Jap.	75 00
Superba, Nic.	102 00
F.o.b. Jobbers' Warehouses, Winnipeg.	

STEEL SHEETS, BLACK

10 gauge	\$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., \$13.50 per doz.; D.H. Rd. Pt., \$13.50 per doz.; L.H. Sqr Pt., \$13.50; L.H. Rd. Pt., \$13.50; Bulldog and Jones, D.H., Rd. Pt., \$15.50; D.H. Sqr. Pt., \$15.50; L.H., Rd. Pt., \$15.50; L.H., Rd. Pt., \$15.50; Black Cat and Crescent Scoops—No 4, \$17.00 doz.; No. 6, \$17.50; No. 8, \$18.00; No. 10, \$18.50; Moose & Jones Scoops, No. 4, \$18.25; No. 6, \$18.75; No. 8, \$19.25; No. 10, \$19.75.

SOLDER. Per pound, 66 to 67.

SPIKES

Pressed, ¼ in., \$8.30; 5-16, \$7.95; ¾, \$7.75; ½, \$7.55.

STAPLES

Bright wire, per cwt., \$5.85 at Fort William, \$6.25 Winnipeg; galvanized staples, \$6.65 Fort William, \$7.05, Winnipeg.

STEEL

Sleighshoe, \$5.80 base per cwt.; plow, common, \$6.50; crucible plow, \$7.50; angle, \$5.35; harrow, \$5.60 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, \$7.50; machine, \$8.00 base; tire, \$5.60. Mid, 3-16, ¼, 5-16, \$8.00 base; other sizes \$5.75 base. Band Steel, \$5.75 base.

STEEL HOOPS

½ in., \$9.75; ¾ in., \$9.50; 1 in., \$8.75; 1 ¼ in., \$8.50; 1 ½ in., \$8.50; 1 ¾ in., \$8.50; 2 in., \$8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	\$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.X.	40 00
Terne plates	24 00

TRAPS, GAME—

Doz.

	Victor	H.&N.	Jump
No. 0	\$1 95	.....	.....
No. 1	2 30	\$3 60	\$3 10
No. 1 ½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	.....

TUBS—

Wood Fibre

No. 0	\$21 35	\$23 80
No. 1	18 80	20 45
No. 2	16 40	16 95
No. 3	14 00	14 45

TURPENTINE

See weekly report.

TWINE (WRAPPING)

Lb.

Cotton, 4-ply	0 72
Cotton, 3-ply	0 68

Dozen

VARNISHES

Stephens Luminette, gal.....\$2 20
Stephens Exalite, gal..... 3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.
Colonial, Imperial, Pearl, 20, 7½% discount.
Premier, Canada, Diamond, 2½% discount.
Whiteware, 40, 10% discount.
Japanned Ware, list, plus 30%.
Japanned Ware, white, list, plus 40%.
Japanned Sprinklers, list, plus 30%.
Stamped Ware, plain, 40, 10% discount.
Stamped Ware, ret'd, 40% discount.
Pieced Tinware, ordinary, list, plus 40%.
Pieced Tinware, copper bottoms, list, plus 60%.
Sheet Iron Ware, list, plus 20%.
Light Galv'd Pails and Tubs, list, plus 27½%.
Heavy Galv'd Pails and Tubs, 17½% discount.
Jap. Coal Hods, list, plus 35%.
Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, \$17.75; less than ton lots, \$18.10.

WIRE, BARB

Lyman, 4-point, \$4.95 f.o.b. Fort William, \$5.25 Winnipeg; Glidden Cattle, 2-pt., \$4.80 Fort William, \$5.10 Winnipeg; Baker 2-pt., \$4.75 Ft. William, \$5.05 Winnipeg; plain twist, cwt., Ft. William, \$4.95; Winnipeg, \$5.25 spool; plain galvanized. Ft. William, No. 9, \$5.65; No. 12, \$5.85; Winnipeg, No. 9, \$6.05; No. 12, \$6.25; coil spring, Ft. William, No. 9, \$5.70; No. 12, \$5.95; Winnipeg, No. 9, \$6.10; No. 12, \$6.35.

Patented screen in 100-ft. rolls, \$3.50 per hundred sq. ft.; in 50-ft. rolls, \$3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, \$7.65 Winnipeg; \$7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, \$6.75; 10, \$6.80; 12, \$6.95; 14, \$7.15; 15, \$7.25; 16, \$7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—

Doz.

6 in.	\$ 6 50
8 in.	7 50
10 in.	9 10
12 in.	11 70
15 in.	15 60

Perfect Handle—

6 in.	13 50
8 in.	16 20
10 in.	18 90
12 in.	24 30
15 in.	32 40
18 in.	43 20

WRENCHES (PIPE)—

Stillson—

Each

6 in.	\$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75

Trim—

10 in.	\$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

Dozen

Always Ready—	Black	N.P.
No. 1	\$4 20	\$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, \$61.90 per doz.; Eze, \$56.10 per doz.; Bicycle, \$62 per doz.; Ajax, \$125.00 doz.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
 BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
 BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
 BOILER TUBES NUTS RIVETS SHAFTING
 ANGLES CHANNELS RAILS TEES
 FORGING BILLETS CAP SCREWS WASHERS SET SCREWS
 GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALE — THE RETAILER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

Protected by the Westco Guarantee

Selling *Westco* Painted Waggon, Implement and Plow Sets is satisfactory and profitable. They are made from selected No. 1 quality Oak and Hickory, are carefully painted (2 coats), striped and varnished, and are absolutely guaranteed against defects in material and workmanship. The best way to order *Westco* Painted Sets is in crates of six sets. Then you're sure of getting them in perfect condition. —no bruised woods—no marred finish.

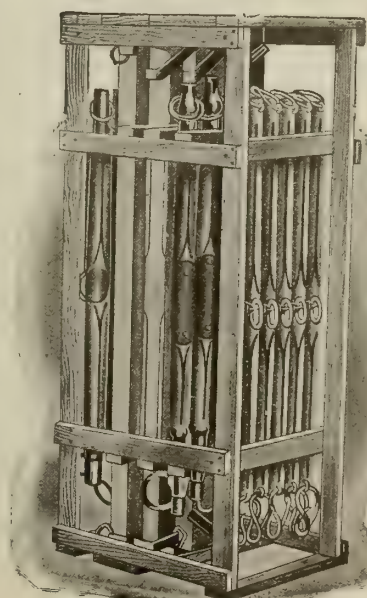
Guarantee

All *Westco* Sets are guaranteed, and any defective part will be replaced free.

Send to-day for the *Westco* folder that describes the various *Westco* lines.

D. ACKLAND & SON, Limited

WINNIPEG
CALGARY



THE BUYERS' GUIDE

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Canadian B. K. Morton Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Aluminum

British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Ware Mfg. Co., Oakville, Ont.

Ammunition

Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories

Adamson Mfg. Co., Hamilton, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Cannon Oil Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Cummings Bros., Flint, Mich.
Cushman Motor Works, Ltd., Winnipeg, Man.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Agricultural Supplies

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Geo. W. Griffiths & Son., Stratford, Ont.
Hyslop Bros., Toronto.
C. Kloepper, Limited, Toronto, Ont.
Leeks & Potts, Hamilton, Ont.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mosberg Co., Atholboro, Mass.
McKinnon Chain Co., St. Catharines.
New Era Spring Specialty Co., Grand Rapids, Mich.
North American Hardware Co., Ltd., Montreal, Que.

Northern Electric Co., Ltd., Montreal.

Will B. Lane, Chicago, Ill.

Reeder Weeks Mfg. Co., Hamilton, Ont.

Rock Island Mfg. Co., Chicago, Ill.

C. A. Shaler Co., Waupun, Wis.

Thermoid Rubber Co., Trenton, N.J.

Samuel Trees & Co., Toronto.

Trimont Mfg. Co., Roxbury, Mass.

Wilkinson & Kompass, Hamilton.

Kinsinger, Bruce & Co., Niagara Falls, Ont.

Unesida Ford Demountable Wheel Co., Toronto.

Vernald Mfg. Co., North East, Pa.

Williams & Co., J. H., Brooklyn, N.Y.

Automobiles

Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Axes

Thos. Birkett & Son Co., Ltd., Ottawa

Canada Foundries & Forgings, Brockville.

Can. Warren Axe and Tool Co., St. Catharines.

Caverhill, Learmont & Co., Montreal.

Lewis Bros., Ltd., Montreal.

Babbitt Metal

Thos. Birkett & Son Co., Ltd., Ottawa.

Can. B. K. Morton Co., Montreal.

Canada Metal Co., Toronto.

Caverhill, Learmont & Co., Montreal.

Hoyt Metal Co., Toronto.

Owl Metal Co., Ltd., Winnipeg.

Lewis Bros., Ltd., Montreal.

Tallman Brass & Metal Co., Hamilton.

Barrel Liners

J. N. Warrington & Co., Montreal, Que.

Basins, China and Enamelled Iron

Empire Mfg. Co., London, Ont.

Batteries, Dry

Canadian National Carbon Co., Toronto.

Canada Dry Cells, Ltd., Winnipeg.

Great West Electric Co., Ltd., Winnipeg, Man.

Canadian General Electric Co., Toronto.

Dominion Battery Co., Ltd., Toronto, Ont.

North American Hardware Co., Ltd., Montreal, Que.

Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper

Canada Metal Co., Toronto.

Empire Mfg. Co., London, Ont.

Bath Room Fixtures

Empire Mfg. Co., London, Ont.

Kinsinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Newell Mfg. Co., Prescott, Ont.

Bends, Brass, Iron and Lead

Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression

Empire Mfg. Co., London, Ont.

Jas. Morrison Brass Mfg. Co., Toronto.

United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller

Empire Mfg. Co., London, Ont.

Jas. Morrison Brass Mfg. Co., Toronto.

United Brassfounders, Ltd., Manchester, Eng.

Brass Goods

Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods

Booth-Coulter Co., Toronto.

Canada Metal Co., Toronto.

Jas. Cartland & Son, Ltd., Birmingham, Eng.

Empire Mfg. Co., London, Ont.

Jas. Morrison Mfg. Co., Toronto.

Tallman Brass & Metal Co., Hamilton.

The Toronto Lock Mfg. Co., Toronto, Ont.

United Brass Founders, Ltd., Manchester, Eng.

Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods

Booth-Coulter Co., Toronto.

Canada Metal Co., Toronto.

Empire Mfg. Co., London, Ont.

A. C. Leslie & Co., Montreal.

Tallman Brass & Metal Co., Hamilton.

Bevels

Stanley Rule & Level Co., New Britain, Conn.

Goodell-Pratt Co., Greenfield, Mass.

E. S. Warrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyer

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber

Can. Consolidated Rubber Co., Montreal, Que.

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton

Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies

D. Ackland & Son, Winnipeg.

Blankets, Saddle

Burlington Windsor Blanket Co., Ltd., Toronto.

Galt Robe Co., Galt, Ont.

Bolts and Nuts

Baines & Peckover, Toronto.

Canadian Tube & Iron Co., Ltd., Montreal.

Caverhill, Learmont & Co., Montreal.

C. Kloepper, Limited, Toronto, Ont.

Lewis Bros., Ltd., Montreal.

London Bolt & Tinge Works, London, Ont.

The Stanley Works, New Britain, Conn.

Steel Co. of Canada, Ltd., Hamilton.

The Toronto Lock Mfg. Co., Toronto, Ont.

Northern Bolt & Screw Co., Owen Sound

Wilkinson & Kompass, Hamilton.

Boiler Tubes

Baines & Peckover, Toronto.

Boilers, Heating and Range

Empire Mfg. Co., London, Ont.

Bolts, Eye

Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic

Wm. Newman & Sons, Birmingham, Eng.

Boxes, Wood

Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools

Steel Co. of Canada, Ltd., Hamilton.

Boring Bars

Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools

Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.

Bale Ties

Beauchamp, J. E., Montreal.

Laidlaw Bale Tie Co., Hamilton.

Steel Co. of Canada, Ltd., Hamilton.

The Stanley Works, New Britain, Conn.

Bale Tie Buckles

J. N. Warrington & Co., Montreal, Que.

Barbed Wire

Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets

Walter Woods & Co., Hamilton.

Barn Door Hangers

Allith Mfg. Co., Ltd., Hamilton, Ont.

Canada Steel Goods Co., Hamilton.

National Mfg. Co., Sterling, Ill.

Stanley Works, New Britain, Conn.

Taylor-Forbes Co., Guelph, Ont.

The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands

Wakye Mfg. Co., Winnipeg.

Balers, Steel

Climax Baler Co., Hamilton.

Spielmann Agencies, Montreal.

Bit, Braces

Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf

Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping

J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warrington & Co., Montreal, Que.

Blasting Supplies

Dupont Powder Co., Wilmington, Del.
Building Papers

McArthur & Co., Alex., Montreal, Que.

Butter Molds

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Walter Woods & Co., Hamilton, Can.

Butter Workers

Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges

Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs

The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers

Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills

Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms

Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Meganic Broom Co., Lake Meganic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger

Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scrythes, Ltd., Toronto.

Bits, Forstner

Progressive Mfg. Co., Torrington, Conn.

Bicycles

A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Canada Cycle & Motor Co., Ltd., Weston, Ont.

Buckles, Bale Tie

J. E. Beauchamp & Co., Montreal, Que.

Builders' Hardware

Allith Mfg. Co., Ltd., Hamilton, Ont.
J. Brals & Co., Cleveland, Ohio.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware

Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers

Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges

Williams & Co., J. H., Brooklyn, N.Y.

Cans

A. R. Whittall Can Co., Montreal, Que.
Cans, Gasoline, Oil
Cannon Oil Co., Keithsburg, Ill.

Canoes

Canadian Canoes Co., Peterboro, Ont.

Carriage Hardware

Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges

Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

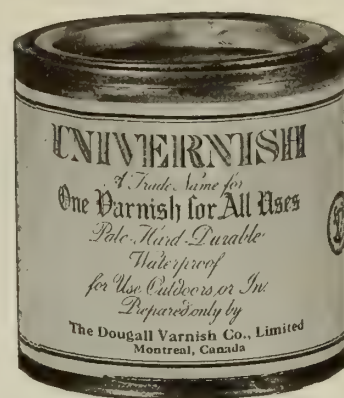
"White"
MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use — often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife — it sells itself and is a good profit-maker.

White Mop Wringer Co.
FULTONVILLE
N.Y.

UNIVERNISH

"the varnish that lasts longest"

This varnish beats them all. You can pour boiling water on it, spill hot tea, coffee, ammonia or alcohol. Nothing harms it. Nothing turns it white.

It is uniform in quality and color.

Buy a can now and in six months it is the same. You will get the same satisfying results with it.

This is the VARNISH a dealer should always have in stock.

Order a case to-day.

We will gladly send you our proposition on request.

The Dougall Varnish Co.
Limited

"the varnish that lasts longest"

MONTREAL

CANADA

When in need of

**Wrapping Paper
Twines & Cordage**

Brooms
Brushes
Baskets

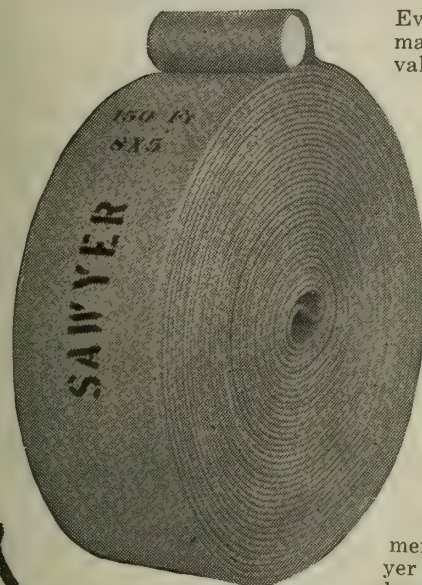
Grocers' Sundries

Walter Woods & Co.

Hamilton & Winnipeg

THE BUYERS' GUIDE

- Cash Carriers**
Gipe-Hazard Store Service Co., Toronto.
- Casters**
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.
- Carpet Sweepers**
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.
- Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire**
McKinnon Chain Co., St. Catharines, Ont.
Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.
- Cable Carriers**
Gipe-Hazard Store Service Co., Toronto
- Cement, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
- Cement, Roofing**
Geo. W. Reed & Co., Ltd., Montreal, Que.
- Chisels, Cape, Cold, etc.**
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
- Checking Floor Hinges**
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto
- Chemical Closets**
Wakye Mfg. Co., Winnipeg, Man
- Chemical Specialties**
Vol-Peck Mfg. Co., Montreal.
- Chucks, Tap**
Wells Bros. of Canada, Galt.
- Churns, Hand and Power**
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.
- Clocks**
Western Clock Co., La Salle, Ill.
- Clothes Racks**
Walter Woods & Co., Hamilton.
- Clamps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
- Clippers**
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.
- Closet Seats**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Clothes Dryers**
Dowswell, Lees Co., Ltd., Hamilton, Can.
- C**
Canadian Woodenware Co., St. Thomas, Ont.
- Coffee Percolators and Urns**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
- Corrugated Fasteners**
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
- Collar Pads**
American Pad & Textile Co., Chatham.
- Cotton Gloves**
American Pad & Textile Co., Chatham.
- Coal Chutes**
Toronto Lock Mfg. Co., Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Coal Hods**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
- Cobblers' Sets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Cookers, Steam**
Louis McLain Co., Ltd., Winnipeg, Man.
- Cookers, Fireless**
Royal Fireless Cooker Co., Ottawa, Ont.
- Concrete, Reinforcing Steel**
Baines & Peckover, Toronto.
- Conductor Pipe, Hooks, etc.**
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.
- Connecting Rods**
Williams & Co., J. H., Brooklyn, N.Y.
- Coping Saws**
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
- Cordage**
Brantford Cordage Co., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.
- Cooking Ware**
Corning Glass Works, Corning, N.Y.
- Crank Shafts**
Williams & Co., J. H., Brooklyn, N.Y.
- Crowbars**
R. J. Coghlin & Co., Montreal.
- Cultivators**
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Norcross & Sons, Bushnell, Ill.
- Cutlery**
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. W. & Sons.
- Cutters**
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).
- Cuspidors**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Dairy Pails**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Dampers, Stove Pipe**
Canada Foundries & Forgings, Brockville.
- Dampers, Fire Place**
Toronto Lock Mfg. Co., Toronto.
- Desks, School**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Dies, Stocks, Etc.**
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.
- Dish Washers**
Home Helps Sales Co., Montreal.
- Display Racks and Stands**
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.
- Doors, Metal**
Metallic Roofing Co., Toronto and Winnipeg.
- Doors, Screen**
Kasement Skrene Dore Co., Toronto.
- Door Bolts**
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.
- Door Checks**
Canadian Yale & Towne, St. Catharines.
G. W. Mallory Co., Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
- Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.
- Door Springs**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.
- Door Pulls**
Stratford Brass Co., Ltd., Stratford, Ont.
- Draining Tools**
Canadian Shovel & Tool Co., Hamilton, Can.
- Drills, Breast**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
- Drill Chucks**
Goodell-Pratt Co., Greenfield, Mass.
- Drills, Blacksmiths'**
Canada Foundries & Forgings, Brockville.
- Drills**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
- Drop Forgings**
Williams & Co., J. H., Brooklyn, N.Y.
- Dry Colors**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
- Dusters**
Channell Chemical Co., Toronto.
- Dynamite**
Du Pont American Industries, Wilmington, Del.
- Dry Cells**
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.
- Eavetrough**
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Egg Beaters**
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.
- Egg Cases**
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.
- Egg Case Fillers**
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.
- Ejectors and Syphons**
Jas. Morrison Brass Mfg. Co., Toronto.
- Elbows**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Electric Bells**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
- Electric Fans**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.
- Electric Fixtures**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.
- Electric Grates**
Great West Electric Co., Ltd., Winnipeg, Man.
Toronto Lock Mfg. Co., Toronto.
- Electric Materials**
A. G. Martin, Ottawa, Ont.
- Electric Plates**
Louis McLain Co., Ltd., Winnipeg, Man.
- Electric Specialties**
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electric, Ltd., Pembroke, Ont.
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Toronto Lock Mfg. Co., Toronto.
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Boston Varnish Co., Everett Station, Boston, Mass.
- Enamelled Ware**
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John Oakley & Sons, London, Eng.
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Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.
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Pease Foundry Co., Ltd., Toronto.
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Du Pont Powder Co., Wilmington, Del.
- Escutcheon Pins**
Parmenter & Bulloch Co., Ltd., Garanoque, Ont.
- Extinguishers, Fire**
Booth-Coulter Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
- Fanlight Openers**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
- Fanning Mills**
Cushman Motor Works, Ltd., Winnipeg, Man.
- Fasteners, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
- Farm Lighting Outfits**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Feed Boxes**
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.
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James Bros. Co., Perth.
- Felts (Tarred and Carpet)**
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McGregor-Banwell Fence Co., Ltd., Walkerville.
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- Fibre Ware**
E. B. Eddy Co., Hull, Que.
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Can. B. K. Morton Co., Montreal, Toronto.
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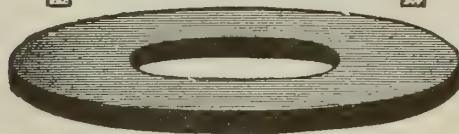
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Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

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Canada Dry Cells, Ltd., Winnipeg.
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Great West Electric Co., Ltd., Winnipeg, Man.
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Northern Electric Co., Montreal.

Spielmann Agencies, Montreal.

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Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespler, Ont.
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Walter Woods & Co., Hamilton.

Furniture Polish

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Sherwin-Williams Co., Montreal.

Channell Chemical Co., Toronto.

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Great West Electric Co., Ltd., Winnipeg, Man.

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Jenkins Bros., Ltd., Montreal.

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Wheeler & Bain, Toronto

Winnipeg Ceiling & Roofing Co., Winnipeg.

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C. S. Norcross & Sons, Bushnell, Ill.

Erie Iron Works, St. Thomas, Ont.

Eureka Planter Co., Woodstock.

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National Mfg. Co., Sterling, Ill.

Richards Wilcox Canadian Co., London, Ont.

The Stanley Works, New Britain, Conn.

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J. Samuels, Toronto.

Soren Bros., Toronto.

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Toronto Lock Mfg. Co., Toronto.

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Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe

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Jas. Morrison Brass Mfg. Co., Toronto.

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Imperial Oil Co., Toronto.

Gauges

Prairie City Oil Co., Winnipeg.

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Canadian Fairbanks-Morse Co., Ltd., Montreal.

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Leeks & Potts, Hamilton, Ont.

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Leeks & Potts, Hamilton, Can.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

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Superior Electric, Ltd., Pembroke, Ont.

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R. C. Jamieson & Co., Montreal.

A. Ramsay & Son Co., Montreal.

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Glass Benders

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Glaziers' Diamonds

Cushman Motor Works, Ltd., Winnipeg, Man.

A. Ramsay, Son & Co., Montreal, Que.

Sharrett & Newth, London, Eng.

A. Shaw & Son, London, Eng.

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Hamilton-Carhartt Co., Toronto.

Granaries, Portable, Metallic

Pedlar People Ltd., Oshawa, Ont.

Metallic Roofing Co., Toronto and Winnipeg.

Winnipeg Ceiling & Roofing Co., Winnipeg.

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Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power

American Grinder Mfg. Co., Milwaukee, Wis.

The Carborundum Co., Niagara Falls, N.Y.

Merchants Hardware Specialties, Ltd., Calgary, Alta.

Grindstones

The Carborundum Co., Niagara Falls, N.Y.

Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels

American Grinder Mfg. Co., Milwaukee, Wis.

The Carborundum Co., Niagara Falls, N.Y.

Guns

Thos. Birkett & Son Co., Ltd., Ottawa.

Caverhill, Learmont & Co., Montreal.

Lewis Bros., Ltd., Montreal.

Harrington & Richardson Arms Co., Worcester, Mass.

Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights

Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws

Goodell-Pratt Co., Greenfield, Mass.

L. S. Starrett Co., Athol, Mass.

National Machinery & Supply Co., Hamilton.

Victor Saw Works, Ltd., Hamilton, Ont.

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Goodell-Pratt Co., Greenfield, Mass.

Henry Diston & Sons, Ltd., Toronto.

Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames

Canadian Fairbanks-Morse Co., Ltd., Montreal.

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Henry Diston & Sons, Ltd., Toronto.

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L. S. Starrett Co., Athol, Mass.

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Victor Saw Works, Hamilton.

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G. L. Griffith Son, Stratford, Ont.

Johnson Halter Co., Sarnia, Ont.

R. R. Kinread, Winnipeg, Man.

Hammers

Canada Foundries & Forgings, Brockville.

Stanley Rule & Level Co., New Britain, Conn.

Hammocks

Galt Robe Co., Galt, Ont.

Hand Drills

Goodell-Pratt Co., Greenfield, Mass.

Handles

J. H. Steel Mfg. Co., St. Thomas, Ont.

Hand Pulls

North Bros. Mfg. Co., Philadelphia, Pa.

The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door

Allith Mfg. Co., Ltd., Hamilton, Ont.

Beatty Bros., Ltd., Fergus.

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Canada Steel Goods Co., Hamilton, Can.

Cushman Motor Work, Ltd., Winnipeg, Man.

Merchants Hardware Specialties, Ltd., Calgary, Alta.

National Machinery & Supply Co., Hamilton.

National Mfg. Co., Sterling Ill.

F. E. Myers & Bro., Ashland, Ohio.

The Stanley Works, New Britain, Conn.

Taylor-Forbes Co., Guelph, Ont.

Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door

Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track

Allith Mfg. Co., Hamilton, Can.

Beatty Bros., Fergus, Ont.

Canada Steel Goods Co., Hamilton.

Cushman Motor Work, Ltd., Winnipeg, Man.

National Mfg. Co., Sterling Ill.

The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen

National Mfg. Co., Sterling Ill.

The Stanley Works, New Britain, Conn.

Hand Taps

Wells Bros. Co. of Canada, Galt.

Handseaws

National Machinery & Supply Co., Hamilton.

Harness

Samuel Trees & Co., Toronto.

Hardware Specialties

Allith Mfg. Co., Ltd., Hamilton, Ont.

Bellville Hardware Mfg. Co., Belleville, Ont.

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lyons & Marks, Toronto.

Louis McLain Co., Ltd., Winnipeg, Man.

Metal Specialties Mfg. Co., Chicago, Ill.

National Mfg. Co., Sterling Ill.

North American Hardware Co., Ltd., Montreal, Que.

Stratford Brass Co., Ltd., Stratford, Ont.

Taylor-Forbes Co., Guelph, Ont.

Toronto Lock Mfg. Co., Toronto.

Duluth Show Case Co., Duluth, Minn.

Hardware Shelving

Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings

Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets

Canada Foundries & Forgings, Ltd., Brockville, Ont.

Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Canada Steel Goods Co., Hamilton.

National Mfg. Co., Sterling Ill.

Headlights, Auto

Canadian Lamp & Stamping Co., Ford, Ont.

North American Hardware Co., Ltd., Montreal, Que.

Heaters

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric

Superior Electric, Ltd., Pembroke, Ont.

Heels and Soles, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hinges, Strap and Tee

Canada Steel Goods Co., Hamilton, Can.

Can. Foundries & Forgings, Ltd., Brockville, Ont.

National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball

Toronto Lock Mfg. Co., Toronto.

Hockey Sticks

J. H. Still Mfg. Co., St. Thomas.

St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes

Ward & Payne, Sheffield, Eng.

Hoists

Manitoba Bridge & Iron Works, Ltd., Winnipeg

Hones

American Hone Co., Winnipeg, Man.

Horse Singers

Collins Mfg. Co., Toronto.

Hones, Razor

The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber

Canadian Consolidated Rubber Co., Montreal.



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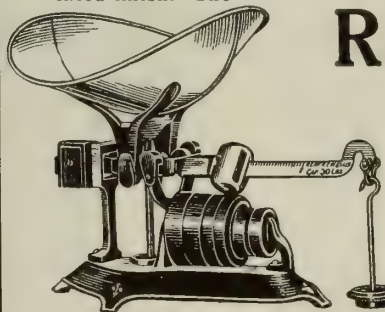
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 Thos. Birkett & Son Co., Ltd., Ottawa.
 Can. Rolling Mills Co., Ltd., Montreal, Que.
 Caverhill, Learmont & Co., Montreal.
 Dominion Iron & Steel Co., Sydney, N.S.
 A. C. Leslie & Co., Ltd., Montreal.
 Steel Co. of Canada, Ltd., Hamilton.
 Lewis Bros., Ltd., Montreal.
 London Rolling Mills, London, Ont.
 Manitoba Bridge & Iron Works, Winnipeg, Man.
 Nova Scotia Steel Co., New Glasgow, N.S.
 Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural

Baines & Peckover, Toronto.

Irons

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline

Merchants Hardware Specialties, Ltd., Calgary, Alta.
 National Stamping & Electric Works, Chicago.
 Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes

National Machinery & Supply Co., Hamilton.

Jack Screws

Canada Foundries & Forgings, Brockville, Ont.

Japans

Boston Varnish Co., Everett Station, Boston, Mass.

Kettles

Can. Foundries & Forgings, Ltd., Brockville, Ont.
 Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws

Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent

Corning Glass Works, Corning, N.Y.

Knife Sharpeners

J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table

Geo. Butler & Co., Ltd., Sheffield, Eng.

Jonathan Crookes & Son, Ltd., Sheffield, Eng.

James Hutton & Co., Montreal.

Landers, Fry & Clark, New Britain, Conn.

Merchants Hardware Specialties, Ltd., Calgary, Alta.

Knives, Sportsmen's

Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty

Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extension, Store, etc.

Allith Mfg. Co., Ltd., Hamilton, Ont.

Beatty Bros., Ltd., Fergus, Ont.

John Calander Mfg. Co., St. Paul, Minn.

Milbradt Mfg. Co., St. Louis, Mo.

Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic

Baines & Peckover, Toronto.

Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten

Busters Jackson Co., Toronto.

The Canadian Laco-Phillips Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Churton & Taylor, Toronto.

North American Hardware Co., Ltd., Montreal, Que.

Lamp Black

L. Martin Co., New York, N.Y.

A. Ramsay & Son Co., Montreal.

Wilkes-Martin-Wilkes Co., New York.

Lamp Chimneys

Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting

Great West Electric Co., Ltd., Winnipeg, Man.

Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile

Dominion Battery Co., Ltd., Toronto, Ont.

North American Hardware Co., Ltd., Montreal, Que.

Lamps, Lanterns, Electric, Hand

Canadian General Electric Co., Toronto.

Canadian National Carbon Co., Toronto.

Dominion Battery Co., Toronto.

Interstate Electric Novelty Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Spielmann Agencies, Montreal.

Lamps, Tungsten

Canadian Laco-Phillips Co., Toronto.

Canadian Tungsten Lamp Co., Hamilton, Ont.

North American Hardware Co., Ltd., Montreal, Que.

Lamps, Nitrogen

Canadian Laco-Phillips Co., Toronto.

Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.

North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene

National Stamping & Electric Works, Chicago, Ill.

North American Hardware Co., Ltd., Montreal, Que.

Powerlight Co., Winnipeg, Man.

Lanterns, Oil

Thos. Davidson Mfg. Co., Montreal.

Ontario Lantern & Lamp Co., Hamilton, Ont.

Schultz Mfg. Co., Hamilton, Can.

E. T. Wright Co., Hamilton, Ont.

Latches

Can. Foundries & Forgings, Ltd., Brockville, Ont.

National Mfg. Co., Sterling, Ill.

Lathe Dogs, Drop-forged

Williams & Co., J. H., Brooklyn, N.Y.

Laundry Tubs, Iron, Plate, Cement

Empire Mfg. Co., London, Ont.

Lawn Swings

J. E. Beauchamp & Co., Montreal.

Lawn Mowers

Canada Foundries & Forgings, Ltd., Brockville.

Clipper Lawn Mower Co., Dixon, Ill.

Milbradt Mfg. Co., Sterling, Ill.

Taylor-Forbes Co., Guelph, Ont.

S. P. Townsend & Co., Orange, N.J.

Lead, Black

John Oakley & Sons, London, Eng.

Leather Belting and Soles

Beardmore & Co., Toronto.

Lead, Sheets and Pipe

Canada Metal Co., Toronto.

Empire Mfg. Co., London, Ont.

Hoyt Metal Co., Toronto.

A. C. Leslie & Co., Montreal.

Lead Traps and Bends

Canada Metal Co., Toronto.

Empire Mfg. Co., London and Toronto.

Hoyt Metal Co., Toronto.

Lace Leather

Wm. Taylor, Parry Sound, Ont.

Lead Washers

Canada Metal Co., Ltd., Toronto.

Lens

McKee Glass Co., Buffalo, N.Y.

Stopglare Co., Hamilton, Can.

Levels

H. Diston & Sons, Toronto.

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

L. S. Starrett Co., Athol, Mass.

Level Glasses

Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes

Walter Woods & Co., Hamilton.

Western Wire & Nail Co., London.

Linoleum Finishes

Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil

Brandram-Henderson, Montreal.

Dominion Linseed Oil Co., Baden and Toronto.

R. C. Jamieson & Co., Ltd., Montreal.

Prairie City Oil Co., Winnipeg, Man.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

Locomotive Tools

Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools

Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Thos. Pink & Co., Pembroke, Ont.

Mantles, Gas

Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work

Empire Mfg. Co., London, Ont.

Matches

E. B. Eddy Co., Hull, Que.

Mats, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers

Landers, Fry & Clark, New Britain, Conn.

Metal Boxes and Drawers

Cameron & Campbell, Toronto.

Metals, Expanded

Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.

Atlas Metals & Alloys Co., Montreal.

Baines & Peckover, Toronto.

Canada Metal Co., Toronto.

Hoyt Metal Co., Toronto.

Tallman Brass & Metal Co., Hamilton, Can.

A. C. Leslie & Co., Montreal.

Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights,

Siding, Cornices, Ventilators, Valley Windows.

Doors, etc.

Metallic Roofing Co., Toronto.

Pedlar People, Oshawa, Ont.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica

A. G. Martin, Ottawa, Ont.

Menders, Utensils

Collette Mfg. Co., Collingwood.

H. Nagle Co., Montreal.

Meters

Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan

North American Hardware Co., Ltd., Montreal.

Vol-Peek Mfg. Co., Montreal.

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Goodell-Pratt Co., Greenfield, Mass.

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Pratt & Whitney Co., Ltd., Dundas.

Milk Cans

Thos. Davidson Mfg. Co., Ltd., Montreal.

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Leeks & Potts, Ltd., Hamilton, Ont.

Toronto Plate Glass Importing Co., Toronto.

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Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops

Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Ford Motor Co., Ford Ont.

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Canadian General Electric Co., Ltd., Toronto.

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North American Hardware Co., Ltd., Montreal, Q.

Motor Trucks

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Colonial Wire Mfg. Co., Ltd., Montreal.

H. S. Howland, Sons & Co., Toronto.

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Steel Co. of Canada, Ltd., Hamilton, Ont.

Parmenter & Bulloch, Gananoque, Ont.

Western Wire & Nail Co., London.

Nail Pullers

Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe

Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes

Gregg Mfg. Co., Ltd., Winnipeg, Man.

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Cannon Oil Co., Keithsburg, Ill.

Oil Cake and Meal

Dominion Linseed Oil Co., Toronto.

Oil, Coal

Imperial Oil Co., Toronto.

Oils, Cylinder

Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers

Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine

Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves

Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps

S. F. Bowser & Co., Inc., Toronto, Can.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers

Cannon Oil Co., Keithsburg, Ill.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Sheet Metal Products Co. of Canada, Toronto.

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Ornaments, Pressed Zinc

Metallic Roofing Co., Toronto and Winnipeg.

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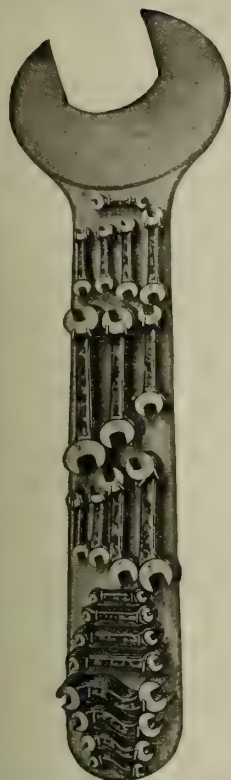
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Steel Co. of Canada, Ltd., Hamilton

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Canada Metal Co., Toronto

Canadian Tube & Iron Co., Ltd., Montreal

Caverhill, Learmont & Co., Montreal.

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Steel Co. of Canada, Ltd., Hamilton

Thos. Davidson Mfg. Co., Ltd., Montreal.

Lewis Bros., Ltd., Montreal

Pease Foundry Co., Ltd., Toronto

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Pedlar People, Ltd., Oshawa

Thos. Davidson Mfg. Co., Ltd., Montreal.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg

Winnipeg Steel Granary Co., Winnipeg.

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Canada Metal Co., Toronto

Hoyt Metal Co., Toronto

Pipe, Stove

Collins Mfg. Co., Toronto

Soren Bros., Toronto

Pipe, Rain Water Conductor

Canada Metal Co., Toronto

Metallic Roofing Co., Toronto

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Pliers, Combination

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Goodell-Pratt Co., Greenfield, Mass.

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D. Ackland & Son, Winnipeg

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Canadian Consolidated Rubber Co., Montreal

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

Empire Mfg. Co., London, Ont.

R. McDougall Co., Ltd., Galt

F. E. Myers & Bro., Ashland, Ohio.

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North Bros. Mfg. Co., Philadelphia, Pa.

Stanley Rule & Level Co., New Britain, Conn.

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Canada Paint Co., Montreal

Benjamin Moore & Co., Ltd., Toronto

A. Ramsay & Son Co., Montreal

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G. F. Stephens & Co., Winnipeg

Sherwin-Williams Co., Montreal

Pneumatic Tubes

Gipe Hazard Store Service Co., Toronto

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Canada Foundries & Forgings, Brockville

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Empire Mfg. Co., London, Ont.

Radiator Valves

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Railroad Supplies, Rubber

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Jas. Morrison Brass Mfg. Co., Toronto

The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes

Doust Specialty Co., Toronto.

Ward & Payne, Sheffield, Eng.

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Auto-Strip Safety Razor Co., Toronto

Geo. Butler & Co., Ltd., She., Eng.

Caverhill, Learmont & Co., Montreal

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Gillette Safety Razor Co., Ltd., Montreal

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Wilkinson Sword Co., Sheffield, Eng.

Reamers

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Butterfield & Co., Rock Island, Que.

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Reciprocating Drills

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Registers

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Canada Foundries & Forgings, Brockville

Enterprise Mfg. Co., Sackville, N.B.

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Harrington & Richardson Arms Co., Worcester, Mass.

Rivets

Parmenter Bulloch Co., Gananoque, Ont.

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Bishopric Wall Board Co., Ltd., Ottawa, Ont.

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Williams & Co., J. H., Brooklyn, N.Y.

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Shades, Electric

Canadian General Electric Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

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American Rolling Mills, Middleton, Ohio.

Baines & Peckover, Toronto.

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B. & S. H. Thompson, Montreal, Que.

Shovels

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D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

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Oneida Community, Ltd., Niagara Falls, Ont.

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Northern Electric Co., Montreal

Owl Metal Co., Ltd., Winnipeg

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Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste

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Solderall

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Erie Iron Works, St. Thomas, Ont.

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Canada Cycle & Motor Co., Ltd., Weston, Ont.

Canada Sales Co., Toronto, Can.

Great West Electric Co., Ltd., Winnipeg, Man.

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Dominion Battery Co., Ltd., Toronto, Ont.

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Hyslop Bros., Toronto

Interstate Electric Novelty Co., Montreal

Northern Electric Co., Ltd., Toronto

Sharp Spark Plug Co., Cleveland, Ohio.

Spanners

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Sprayers

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Spring Dies

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- Valves, Standard, Globe, Angle and Check**
Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.
- Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check**
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Bros. Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.
- Varnishes**
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Percy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton
- Vehicles, Business**
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
- Ventilators, Metallic**
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
- Vises**
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
- Vises, Pipe**
Williams & Co., J. H., Brooklyn, N.Y.
- Vulcanizers**
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.
- Wagon Hardware**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
- Wagons**
Woodstock Wagon Mfg. Co., Woodstock, Ont.
- WALLBOARD**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
- Warmers, Foot**
Chicago Flexible Shaft Co., Chicago, Ill.
- Washers**
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C. Kloepper, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Wilkinson & Kompass, Hamilton
- Washers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
- Washing Machines, Electric, Hand and Power**
Beatty Bros., Fergus, Ont.
Canadian Woodenware Co., St. Thomas, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Northern Electric Co., Montreal
- Waste, Cotton**
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton
- Wash Boards**
Canadian Woodenware Co., St. Thomas, Ont.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
- Water Supply Systems**
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- Weather Stripping**
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- Wedges**
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Canadian Warren Axe & Tool Co., St. Catharines, Ont.
- Whitewash Outfits**
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Spramotor Co., London, Ont.
- Weeders, Garden (hand)**
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C. S. Norcross & Sons, Bushnell, Ill.
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- Wheels, Well**
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- Wholesale Hardware**
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Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
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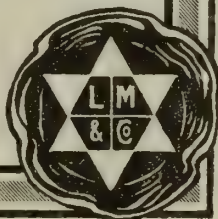
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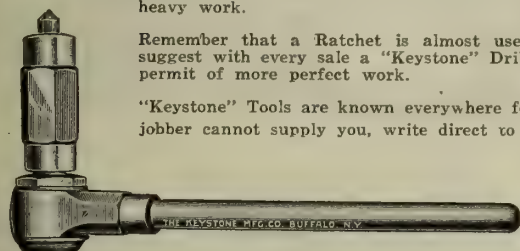
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Here's the strongest Ratchet Drill made

Bridge builders, ship builders, boiler makers, and all who ask constant heavy service from Ratchet Drills are proving the "Monarch" Square Sleeve Single Acting Ratchet to be the strongest Ratchet made. The body is made of Drop-forged Steel, and handle of solid Bar Steel. Parts subjected to wear are extra hardened. This is the ideal Ratchet Drill for heavy work.

Remember that a Ratchet is almost useless without a drilling Post. Therefore always suggest with every sale a "Keystone" Drilling Post. It will save many hours of time and permit of more perfect work.

"Keystone" Tools are known everywhere for quality of material and workmanship. If your jobber cannot supply you, write direct to us.

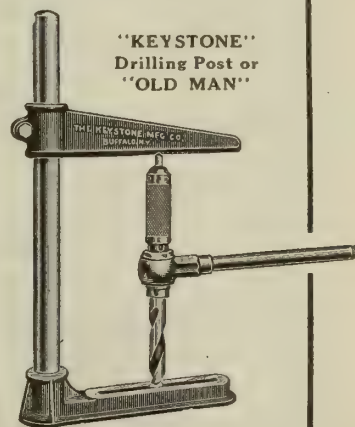


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Drilling Post or
"OLD MAN"



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BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

TRADE BALANCE IS BETTER BY OVER A HUNDRED MILLION

IMPROVEMENT in Canada's trade relations with the United States forms the subject of anxious concern by statesmen, financiers, and the business men of Canada generally. Good news on the matter is found in THE FINANCIAL POST of July 6th, which announces an improvement of over one hundred million dollars in favor of Canada as compared with the adverse trade balance figures of a year ago.

Yet Further Embargoes Are in Sight.

Though this is a good indication of the effect of U.S. munition orders placed in Canada, and of the results of important embargoes devised to right exchange, the situation is still sufficiently unfavorable to Canada to make further embargoes necessary. Important and valuable business warnings are contained in the article on this subject on page 1 of THE POST this week.

Footwear Regulation and Rationing.

Particularly noteworthy are the announcements made as regards the height and colors of women's shoes. Drastic regulations relating to footwear are apparently inevitable. Food rationing becomes a subject also, of pressing interest with the immediate future in view. These subjects and others equally important are discussed with latest authoritative details in THE FINANCIAL POST of July 6th. Here are a few headlines indicating the business news service rendered by this incisively accurate Canadian newspaper for business men and investors:

Conservation of Bank Credit in Canada for War Purposes.

Inter-Imperial Free Trade Policy is Now Advocated.

Canada Develops Trade With the West Indies.

Commissioner Bradshaw Condemns Toronto's Financing of Utilities.

Start the Children Knitting Their Next Winter Hosiery.

Average Crops Are the Best That Can Now be Looked For.

Southern Alberta Crops Suffer—Pastures Are Gone.

News of Securities—Markets Stronger After Weak Spell.

Influences at Work in Wall Street Causing Depression.

Bank Clearings Were 19 P.C. Ahead of Last Year.

When One Bank Can Lend More Money Than Another.

Royal Bank Adds 99 Branches—Closes Down 15.

The Flash and the Frown of David Lloyd George.

Customer Ownership, and Ownership by Employees.

An American View of the Dominion's Future—Economic Growth.

Cost of New Canadian Northern Money Will be Up to 8 P.C.

Ranches Being Changed Into Wheat Fields. Government Had Surplus of Funds in Month of May.

While these headlines indicate important contents of THE FINANCIAL POST this week, they are by no means all THE POST'S contents.

It would take a good deal more space to list all the contents of THE POST, but of this you can be sure—THE POST is of all Canadian newspapers, perhaps, the one best adapted to the alert business man who is growing into bigger and more profitable business for himself. Send for a trial subscription to THE POST to-day, and with your reading of the first copy you will realize that as a Canadian business-man's newspaper THE FINANCIAL POST is thoroughly fit and efficient to help on your purposeful progress. Use this coupon. Pin a dollar bill to it for a 4 months' trial subscription.

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London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

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Sales Agents, Ontario, Baines & Peckover, Toronto. Manitoba, Bissett & Loucks, Ltd., Winnipeg.

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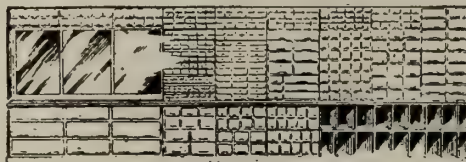
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Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases
All kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

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We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

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Manufacturers of all kinds of
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bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

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COLONIAL WIRE MFG. CO., LIMITED
WORKS: LACHINE CANAL, MONTREAL

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SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

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Peterboro, Canada

Established 1885

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Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

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For Brantford Binder Twines are a quality product through and through, one you can heartily recommend to your trade.

This is no idle statement but plain facts, set forth and confirmed by the enormous demand for Brantford Binder Twines.

The growth and development of the Company's business being unparalleled in the history of the twine and cordage industry.

"There is a reason." A trial order will convince you. Rope and Cordage of all kinds.

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Under the following captions one of America's foremost Retail Merchandising Experts gave in a clear, lucid style the why and wherefores of the success and failures in retail stores:

- "Many Businesses Wrecked by Details"
- "How to Make Figure Facts Earn Profits"
- "How to Measure the Value of Turnover"
- "How to Get the Information the Customer Wants"

We have had these printed for our readers and will gladly supply copies free upon request, so long as our supply lasts. Send for your copy now.

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The Pump on the Threshing Tank should be a

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is correctly woven for strength, pliability
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Wire Nails Coiled Spring Bars and Plain Wire Ovals
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When you pass a "Delta" File across your counter you offer your customer the best file service he can get anywhere. If he knows "Delta" he'll warm up to you right away. If he has never been fortunate enough before to meet up with a "Delta" you'll be introducing him to a degree of file quality which he has thought impossible of attainment. Whether he's an old "Delta" user or a new one he's going to gain a new conception of the quality of your stock and of your general business ability. The complete satisfaction which "Delta" Files give him will be reflected in his attitude towards you and your entire stock. He'll actually purchase other goods from you on the strength of "Delta" quality. Do you know our proposition?



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BECAUSE our prices, quality equal, are 10% lower than others

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HEAVY HARDWARE
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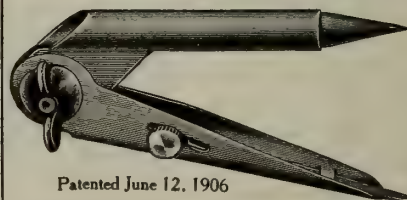


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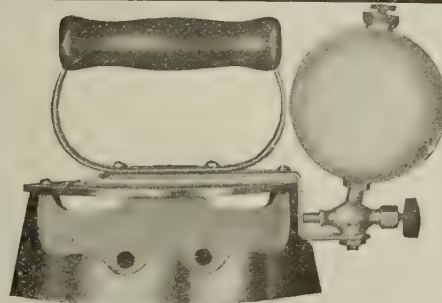


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Ask your jobber for par-
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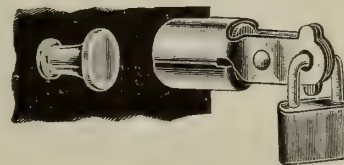
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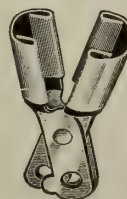


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Dealers, sell this Chevrolet Lock
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Drop a card for prices and particulars.

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BATH ROOM FITTINGS



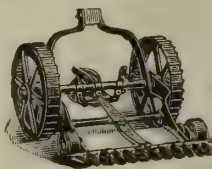
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Challenge adjustable Leg Bands	15c per doz.	85c per 100
Single spiral colored bands	20c per doz.	90c per 100
Three spiral colored bands	25c per doz.	\$1.25 per 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

THE RIDEAU SPECIALTY CO.
H. E. ROSS, MANUFACTURERS, SMITHS FALLS, ONT.



De-Ro Brand

WASHERS
Round Iron Washers, all even thickness and smooth, all sizes in stock, any quantity from 100 lbs. up. Packed in jute bags. Prompt shipment. Send your inquiries to

Des Rochers Limited
268 Centre St., Montreal



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

PATENT'S
PATENT YOUR IDEAS

Get lost wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fee returned.

Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

The PARMENTER BULLOCH CO., Ltd GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



STOVE & ELECTRICAL MICA

Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.

CLIMAX BALER

MANUFACTURERS OF BALING PRESSES
HAND-BELT OR ELECTRIC POWER

EMERALD & BURTON STS. HAMILTON, ONT.

ALLEN FLUX

Send for our circulars and post up on stronger joints.

BISSETT & WEBB Limited
126 Lombard Street
Winnipeg, Canada

at it since '93

Make Your Own Paper Money

Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

PAPER Baler

Simplest, simplest, most efficient and easiest to operate—Full particulars from SPIELMANN AGENCIES RGD 45 St. Alexander St., Montreal

WRITE TO-DAY

NH

Manufacturers of Builders' Hardware, Carriage and Steel Stampings.

NATIONAL HARDWARE CO. LIMITED
OTTAWA, ONTARIO, GANANOQUE

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILKES, MARTIN, WILKES CO.
175 WILLIAM ST. NEW YORK

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops. Ask any Thresherman, Mechanic or user. A sure good sale and splendid profit.



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Name Copyrighted.

Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.

Manufactured only by

THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

Your Ad In This Paper

will get the attention of the busy men. They find here what they want, and they use it as a catalogue when they are in need. Will they see your ad?

KINDLY MENTION THIS
PAPER WHEN WRITING
ADVERTISERS

Polarine Makes A Good Car Better

Polarine Makes Good Business Better

Helps you make sales.

All Canadian motorists know our slogan, "Polarine Makes a Good Car Better." It is prominently displayed in advertisements now running in the leading newspapers, farm papers and motor magazines in Canada. Use our slogan and tie your business up closely to the wonderful selling force of our advertising.

So absolutely true.

Motorists remember our slogan because it is so true, Polarine does make a good car better. It makes a poor car better, too. Every car properly lubricated with Polarine will give more efficient, economical and satisfactory service. That is why Polarine is used in more motor cars in Canada to-day than any other oil.

Polarine
 FRICTION REDUCING MOTOR OIL
"Makes a good car better"

Increases profits every way.

There are more than 200,000 automobiles in Canada, most of these use Polarine Lubricants. When you handle Polarine you bring these worth-while customers into your store, and they will buy many other things besides Polarine. There is 33 1-3 per cent. of profit, or more in every Polarine sale.

Polarine gives satisfaction. Motorists like an oil that "Makes a good car better." Sell Polarine and you will increase the number of your customers that come back. Polarine increases profits every way.

Not a sale lost.

There is a proper Polarine Lubricant for every type of motor—for every bearing—for every moving part.

Polarine is made in two grades, Polarine and Polarine Heavy. There is also Polarine Transmission Oil and Polarine Transmission and Cup Grease. Polarine Motor Oils are sold in attractively sealed cans—gallons, four gallons, and a special half-gallon for Ford cars. Also sold in 12½ gallon steel kegs, barrels and half-barrels.

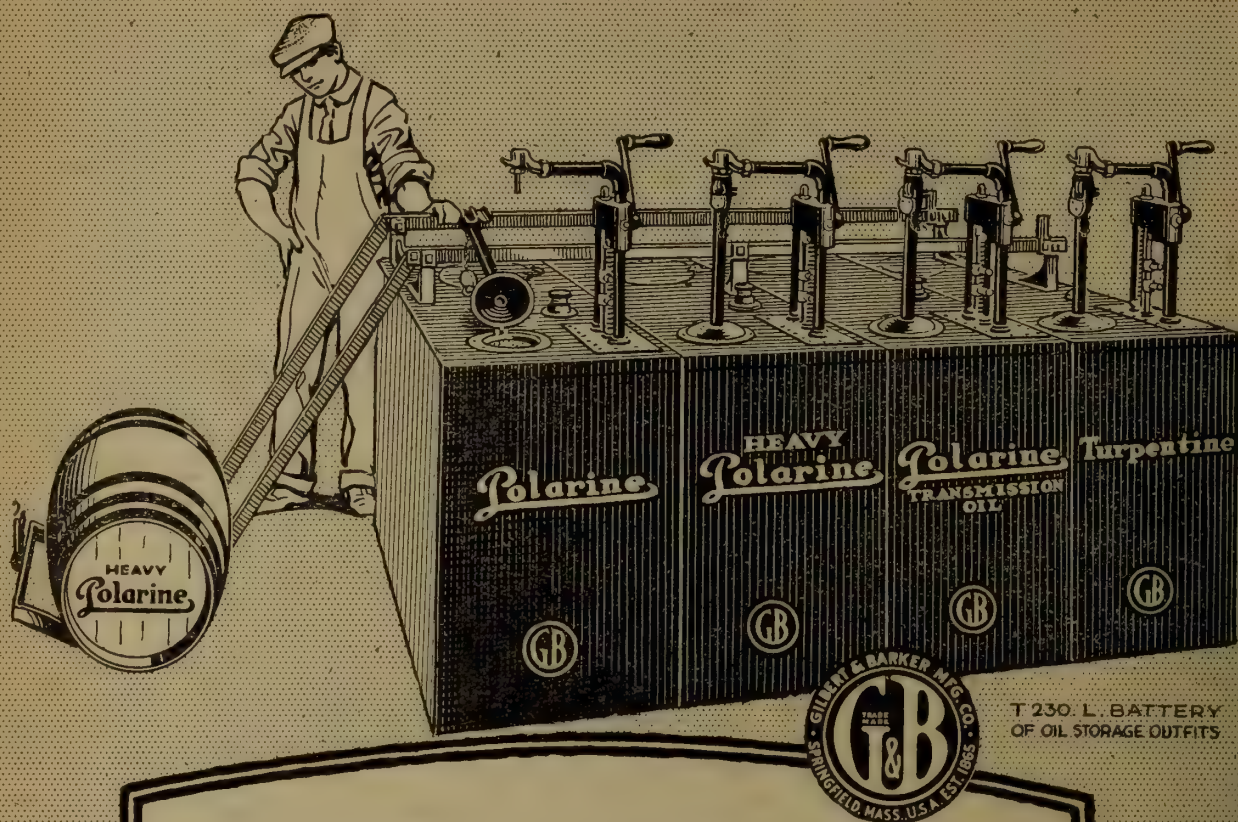
If you sell Polarine remember our slogan, "Polarine Makes a Good Car Better." If you are not selling Polarine now, ask for our very attractive proposition to Hardware Dealers. Send for our new Polarine booklet on Automobile Lubrication.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of Gargoyle Mobiloils in Canada

BRANCHES IN ALL CITIES



Stop Profit Losses In Handling Motor Oils

To stop profit leaks from waste and the inconvenient handling of motor oils, install their Gilbert & Barker T-230 battery outfit.

Many hardware dealers are building up a lucrative motor oil trade through the great increase in automobile and motor truck operators. A T-230 outfit, single or in battery form, will equip any dealer to handle such business profitably and conveniently.

Put an end to leaks and the seepage into barrel walls attendant upon barrel storage. Substitute convenient and exact measurements—quarts or lesser quantities—for messy, wasteful handling and increase your profits and your trade. No fire risk with this economizing system.

Write for our catalogue of gasoline and oil storage equipment. Full information can be secured from Imperial Oil Limited.

IMPERIAL OIL LIMITED

*Canadian Distributors of Gilbert & Barker Gasoline and
Lubricating Storage Outfits*

BRANCHES IN ALL CITIES

A FAR-REACHING
ANNOUNCEMENT
Wire Wheel Corporation of America
Appoints
Dunlop Tire & Rubber Goods Co., Limited
Exclusive Distributors for
Canada

In order that purchasers of the Famous "Houk" and "House" Patented Wire Wheels in Canada may receive the quickest possible deliveries—and have utmost satisfaction in the transaction—we have deemed it advisable to have direct representation in Canada. Therefore, we have appointed the Dunlop Tire & Rubber Goods Co., Limited, our exclusive distributors for Canada. In this way, we will be utilizing the great organization of the Dunlop Rubber Company, and our many friends in Canada will enjoy the benefits accruing from the systematized service being given by the Dunlop Company's fourteen full-fledged branches at Victoria, Vancouver, Edmonton, Calgary, Saskatoon, Regina, Winnipeg, London, Hamilton, Toronto, Ottawa, Montreal, St. John, Halifax.

All future requisitions of the trade — whether for complete sets of Wire Wheels in either "Houk" or "House" type, or for repair parts—should be forwarded direct to the Dunlop Tire & Rubber Goods Co., Limited, Toronto, or to any of their branches, as listed above.

We appreciate the measure of patronage extended to us in the past, and now that the delivery service in Canada will be as good as the Wire Wheels themselves—which means Best Possible—we feel safe in predicting that the era of widespread use of "Houk" and "House" Wire Wheels from Halifax to Victoria has arrived.

Dunlop Tire & Rubber Goods Co., Limited, will, also, control the distribution of "Houk" and "House" Wire Wheels in Newfoundland.

WIRE WHEEL CORPORATION OF AMERICA
New York City

A REMINDER THAT— We are in a position to supply you with these seasonable automobile Accessories—always in great demand at this time of the year. A generous display of these articles in the window and about your store, will bring many new customers. Get busy right NOW!

Hyslop Refrigerator Grip



SECTIONAL CUT SHOWING ICE AND FOOD CONTAINERS

This portable refrigerator is a most valuable outfit for fishing, hunting or automobile trips. For the automobile tour or camping trip the HYSLOP REFRIGERATOR GRIP is the most complete and satisfactory equipment ever made. The lunches are kept fresh, the bottles cold, in the food compartment.

No Fisherman's Outfit is Complete Without a Hyslop Refrigerator Grip

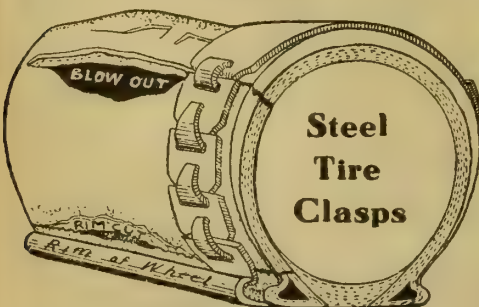


No. 7872

With the HYSLOP REFRIGERATOR GRIP you can carry your lunch and refreshments on your fishing trip, and upon your return bring the trout or bass packed in ice, and they are kept as firm and fresh as when taken from the stream, retaining all their wonderful flavor.

The HYSLOP REFRIGERATOR GRIP is good for any company—carry it with you in your automobile, the parlor car—anywhere that you go. The principle and construction of this grip is such that the water cannot come in contact with the contents of the food container and it positively cannot drip.

No. 7872—Price, 20-in. Hyslop Refrigerator Grip with galvanized metal containers\$20.00

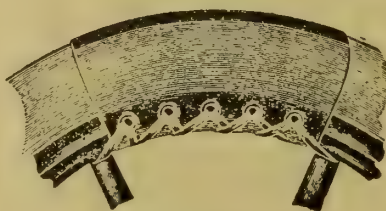


No. 7055

Hooks fasten to rim, the clasp encircling the casing and binding together the torn sections caused by the blowout.

No.	Tire Size	Style of Rim.	Price
7055	3 1/2 in.	Clincher.....	\$0.55

Hyslop Outside Tire Boot or Blowout Patch



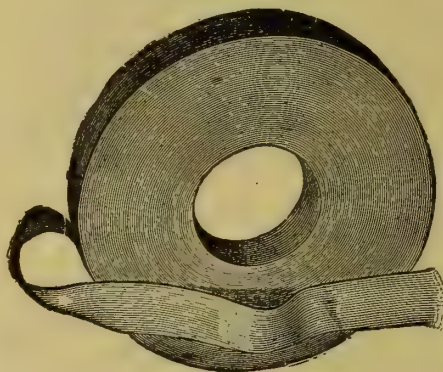
Nos. 7030-32

Made of best grade cured rubber and fabric. This boot is of ample length and strength to take care of any tire trouble resulting from blowouts, punctures or stone bruises affecting the outside tread. It should always be used in conjunction with Hyslop Inside Blowout Patches in case of a blowout.

Laces securely to wheel and under the rim by strong rawhide thongs.

No. 7030—Price, for 3-in. tire\$1.00
No. 7031—Price, for 3 1/2-in. and 4-in. tire.. 1.25
No. 7032—Price, for 4 1/2-in. and 5-in. tire.. 1.50

Friction Insulated Tape



No. 7083

A very heavy close-woven friction tape, adhesive on both sides.

Very useful to bind up a cut in a tire, and should be used for this purpose with a Hyslop Outside Tire Boot.

Being insulated, it is the ideal tape for binding together ignition or lighting cable.

Many motorists also wind this friction tape around the wooden section of steering wheel where the hands come in contact with same, in order to secure a good and comfortable grip.

No. 7083—Price, 1/4-lb. roll\$0.20

Cementless Tube Patches



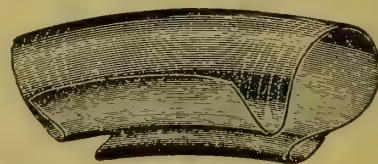
No. 7067

These patches are prepared ready for use without cement, acid or vulcanizing; just remove muslin cover, moisten with gasoline and place on tube.

Each box consists of one dozen assorted patches of the proper sizes.

No. 7067—Price\$0.35

Hyslop Inside Blowout Patch (With Double Flap)



Nos. 7035-37

This protector is applied inside of casing to make a temporary repair in case of a blow-out, to strengthen a weak spot broken fabric, puncture, etc.

No. 7035—Price, for 3 in. tire\$0.55
No. 7036—Price, for 3 1/2-in. and 4-in. tires. .55
No. 7037—Price, for 4 1/2-in. and 5-in. tires. .65

Hyslop Tire Cut Healer



No. 7078

Put up in Collapsible metal tubes, 6 inches long.
No. 7078—Price, 6x1 in. tube\$0.35

Neglected cuts in casings allow water and dampness to penetrate to the inner construction of the tire, and unless attended to promptly will rot the fabric and cause blow-outs.

At the first appearance of the cut, use Tire Cut Filler, which is a very heavy compound that fills cuts and holes in automobile tires, thereby preventing decay solidifies quickly and becomes a part of the tire.

To apply, insert the long tapering nozzle into the cut, compress the tube, work in the rubber substance, and the repair is completed.

Tire Cut Filler welds itself to the walls of the cut, making a union so perfect no road abuse can remove it. Timely application will reduce tire expense fully 30 per cent.

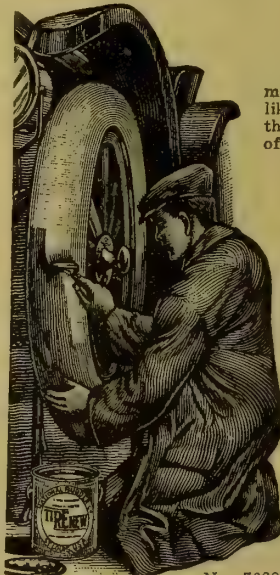
Tire Paint

This paint not only makes used tires look like new, but protects them from the action of sunlight, dampness or other rubber-destroying elements.

Tire Paint is a compound of pure rubber in liquid form. Upon application to the tire, it flows into the small cuts and crevices and waterproofs the exposed outer fabric.

Tire Paint should be used in conjunction with Tire Cut Filler, which repairs the more severe rents. An apparently insignificant cut, ignored, invariably results in premature tire decay.

Tire Paint helps to make the entire car look fresh, clean and new.
No. 7028—Price, 20-oz. tin\$0.70



Order by Catalogue Number.

HYSLOP BROTHERS LIMITED

Shuter and Victoria Streets
Toronto, Ontario

Why You Should Be A Michelin Dealer

No.
13

Michelin Does Not Tie Up Your Capital in Many Different Grades or Types of Tires

Instead of offering several types of non-skids, several different plain treads, and several grades of tubes—Michelin offers just one quality of each of these—The Best.

Consequently, it requires a smaller investment to carry an adequate stock of Michelin Tires than to carry a less adequate line of most other makes.

This saving leaves the Michelin Dealer free to extend his business in other departments—and is another reason why Michelin Dealers are successful.

Write to-day for Michelin's Dealer Proposition.

Michelin Tire Co. of Canada, Ltd.

782 St. Catherine Street West - Montreal



MICHELIN

Fairbanks-Morse Automobile Accessories

Inland Piston Rings
Bethlehem Spark Plugs
Wolf's Head Oil
Thermoid Brake Lining
Pull-U-Outs
Fyr Fyter Fire Extinguisher
Bumpers
Lighting Systems
Eveready Batteries
Conophores
Sparton Horns
Tire Doh
Norwesco Products
Van Speedmeters

A recent Order-in-Council of the Dominion Government restricts the importation of Automobiles.

This means that every old car in the Dominion is going to be hauled out and put into commission.

Fairbanks - Morse Automobile Accessories will put a car on the most efficient operating basis. They are priced to permit a good dealer's profit.

We advise that you anticipate similar Governmental restrictions on Accessories by placing your orders immediately.



The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John	Quebec	Montreal	Ottawa	Toronto	Hamilton	Windsor
	Winnipeg	Saskatoon	Calgary	Vancouver	Victoria	



**Send for this
valuable
brake lining
chart**

HERE is a chart that will be a convenience to every dealer who sells brake lining. It shows you instantly the sizes and amount of brake lining and clutch facings needed on any car. It also lists the type of brakes on each. It covers all the standard cars and motor trucks and all the models of each car for three years.

It will prove useful to you, and will also interest your customers, especially the table which shows how quickly a car should stop with brakes applied when going at various speeds.

If you sell brake lining fill out the coupon now. The chart is *free* to dealers and jobbers.

Thermoid Rubber Company

Factory and Main Offices: Trenton, N.J.

Branches:

New York 'Chicago San Francisco

Indianapolis Detroit Los Angeles

Philadelphia Pittsburgh Boston London

Turin Paris

Canadian Distributors:

The Canadian Fairbanks-Morse Company,
Limited, Montreal

Branches in all principal Canadian cities.

SIZE CHART

Automobile and Motor Truck Brake Lining and Clutch Facings

Thermoid

HYDRAULIC COMPRESSED 100% Brake Lining

WILL YOUR CAR DO THIS?

Automobile engineers have proven that when brake mechanism is right and used under normal average, any car would stop at distances and speeds given by the chart.

"V" means ft. Effect of the velocity or speed of your car. 1.0 is the given factor of retardation under average road conditions. This factor decreases as velocity, curves made to 6° and increases as high velocity, rough roads, etc. The chart represents average conditions and other variations can readily be figured by changing the factor value in given time.

Remember that your brake mechanism is not right unless its brake lining has the ideal coefficient of friction. The better the brake lining the shorter your stop.

Speed of Car (mph)	Stopping Distance (ft.)
130	58
120	52
110	47
100	42
90	38
80	34
70	30
60	26
50	22
40	18
30	14
20	10
10	6
0	0

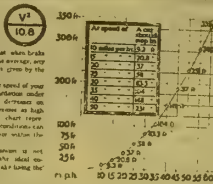
THERMOID BRAKE INSPECTION CHART

GRADUALIZED

WONT GRAB

OR SLIP

WILL YOUR CAR
DO THIS?



THERMO-2 BRAKE INSPECTION CHART

GRAPHICALLY
WON'T GRAB
OR
SLIP

Compliments of: Thermoid Rubber Company Trenton, New Jersey

Actual size 24x36 in.

Thermoid Rubber Co.
Trenton, N. J.

Dept. 9.

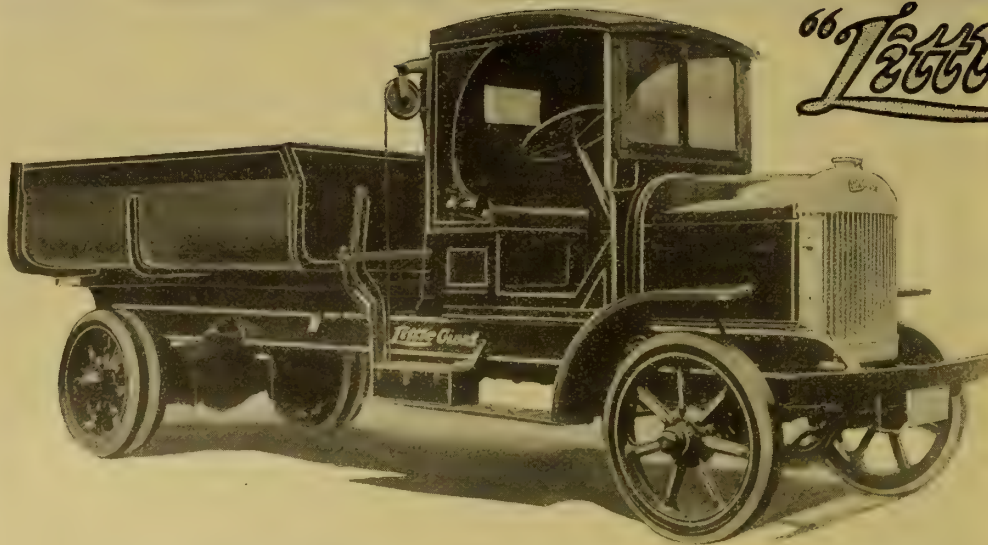
Please send me your **free** chart showing sizes of
brake linings for passenger cars and motor trucks

Name

Street

City..... State.....

If any advertisement interests you, tear it out now and place with letters to be answered.



"Little Giant"

**Anywhere
Quickly!**

Worm Drive Trucks

We have the solution of YOUR delivery problem in LITTLE GIANT Models for all business. One, two, three and a half and five tons
One-Year Guarantee backed by a Corporation with resources of \$14,000,000

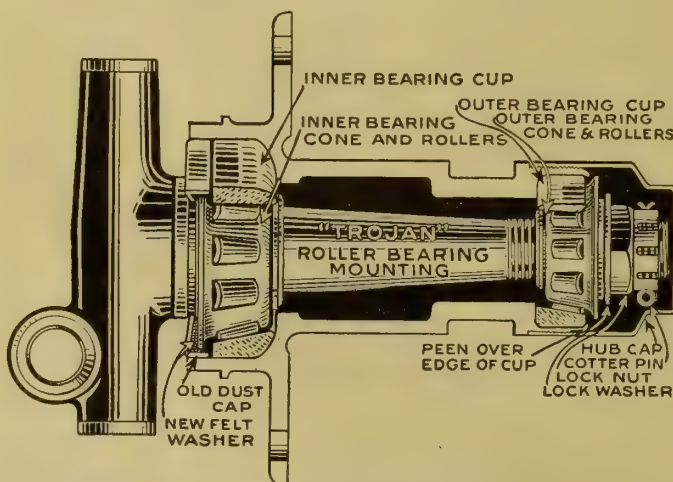
Little Giant Trucks are equipped with Duntley Gas Generator, permitting the use of Kerosene, Distillate or other low grade mixtures at a saving in fuel costs of full 50%.

Canadian Pneumatic Tool Co., Limited

For Territorial Agencies, write
Montreal Office

345 CRAIG STREET WEST
MONTREAL

BRANCH:
107 Church St., Toronto



**Trojan
Roller Bearings
for
Ford and Chevrolet
Cars**

Trojan Roller Bearings were designed to provide high grade and easy-running bearings for the front wheels of the Ford and Chevrolet 490 cars. They eliminate all the trouble in steering as they hold the wheels rigidly in line and parallel.

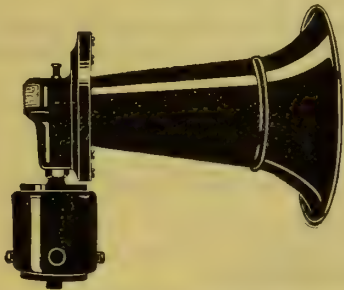
They Save Wear and Tear on the Tires

Made of high grade material, they will sustain a load many times greater than the old bearings.
No machine work necessary. Changed in 30 minutes. No fear of breakdown.

GREAT WEST ELECTRIC CO., LIMITED
WINNIPEG

Distributors of Laco Tungsten and Nitro Lamps

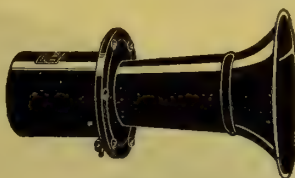
Driving without a KLAXON is like driving at night without any lights, or on a slimy pavement without chains, or down hill without dependable brakes. Why take chances?



KLAXON 20-L \$32.50



KLAXON 12-L \$18.50



KLAXON 6 \$9.25

The three KLAXONS illustrated are electric motor driven. They are sturdy, staunch, dependable and trouble-proof --- the famous Klaxon quality throughout. They operate in connection with any electric self-starting system, or on storage batteries, or dry cells.

CANADIAN GENERAL ELECTRIC CO.
LIMITED

Head Office: Toronto. Sales Offices: Montreal, Quebec, Halifax, Sydney, Ottawa, Cobalt, South Porcupine, London, Winnipeg, Calgary, Edmonton, Nelson and Vancouver.



Look for
the lever —
controlling
the stream

Price in the
Dominion of
Canada: \$12
east of Cal-
gary, \$12.50
Calgary and
West.

It's easy to sell if you show how it works

KEEP a Johns-Manville Extinguisher handy to show to the prospective buyer while you explain its fast operation and unwavering aim. Show how the controlling lever lets you pump pressure as you pump to the blaze and thus gives you the chance for instant action. Explain the value of a straight, steady stream of quenching liquid on the fire from the second you throw the lever open; and how this hastily-stored air pressure supplies this.

Make these facts plain as you go—and you'll find it's easy to sell the Johns-Manville Fire Extinguisher.

Johns-Manville Fire Extinguishers, and all other Johns-Manville accessories, are sold strictly on a jobber-dealer basis. Discounts are generous and uniform, regardless of the size of your order. Ask our nearest branch or your own jobber.

The Canadian
H. W. JOHNS-MANVILLE COMPANY, LIMITED

Montreal Toronto Vancouver Winnipeg
Hamilton London Ottawa



Johns-Manville

FIRE EXTINGUISHER

The New Presto Necessity



Presto Body Brace and Running Board Support for Fords

The Presto Brace—strong as a bull because built scientifically like a trussed steel structure—read these ten important reasons why it is a real necessity for Ford cars:

Stops vibration.

Avoids sagging of running boards and Prevents their breaking away from fenders.

Prevents broken springs.

Prevents side swaying.

Prevents uneven strain.

Holds drive shaft in position.

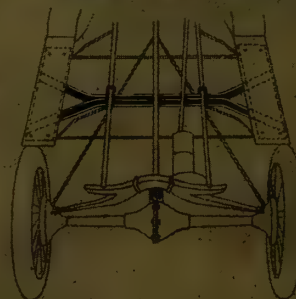
Holds all mechanical parts in alignment.

Equalizes spring action.

Easily installed; no holes to drill; no mechanic necessary.

Once used, it is practically indispensable because it enables you to carry 800 pounds on either running board if necessary without injury to your car. Dealers are amazed at the unprecedented success with which the Presto Brace is meeting.

Price in Canada, \$6.00. Satisfaction guaranteed. Order from your jobber, or write to us if he cannot supply you. Dealers—Here's a new one that's getting over big. Write and ask us about it. Satisfactory discounts. Write for literature and cuts of all new products. Presto products mean bigger profits through increased sales.



METAL SPECIALTIES MFG. CO.
338-352 N. Kedzie Ave. Chicago
Eastern Branch—16-24 West 61st St. New York City.
Western Branch—149 New Montgomery St. San Francisco.

Satisfied Customers Increase Profits

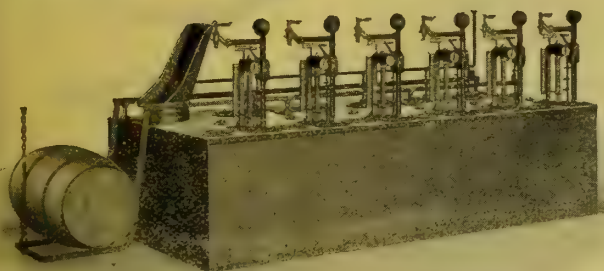


Fig. 105—Bowser Battery

Accurate measure, clean stores, and good quality of products all tend to please customers. Pleased customers cause repeat orders and new business.

Bowser Systems for storing and distributing oils and varnishes are the cleanest, most economical, and most satisfactory equipment on the market. Eliminate fire hazard.

Write for Booklet

S.F. Bowser & Co., Inc., Toronto, Can.

IF YOU ARE HIT

By the recent Government Regulations prohibiting importation of various lines of Sporting Goods, why not make up the loss by paying greater attention to the important and profitable business of selling bicycles and bicycle accessories.

Of course you will want a line which will be easy to sell and will give absolute satisfaction to your customers. In other words,

C.C.M. BICYCLES

in any of the following well-known name-plates:

**RED BIRD
MASSEY**

**CLEVELAND
PERFECT**

**GENDRON, COLUMBIA or
IVANHOE**

Canada Cycle & Motor Co. Ltd.

Montreal, Toronto, WESTON, Winnipeg, Vancouver

Dress up your car
with



**Diamonds
Win!**

All over the United States and Canada DIAMOND TIRES are winning a reputation for cutting deep into tire upkeep costs.

For after all what does purchase price amount to if the tires do not **cost less to run?**

In buying DIAMOND TIRES your customer begins to cut tire upkeep **from the first minute** and keeps on cutting the upkeep the more he runs them.

You'll save time in closing DIAMOND sales by just impressing your prospect with this fact:
When he equips his car with four DIAMONDS he is cutting tire upkeep four ways at once.

Order from

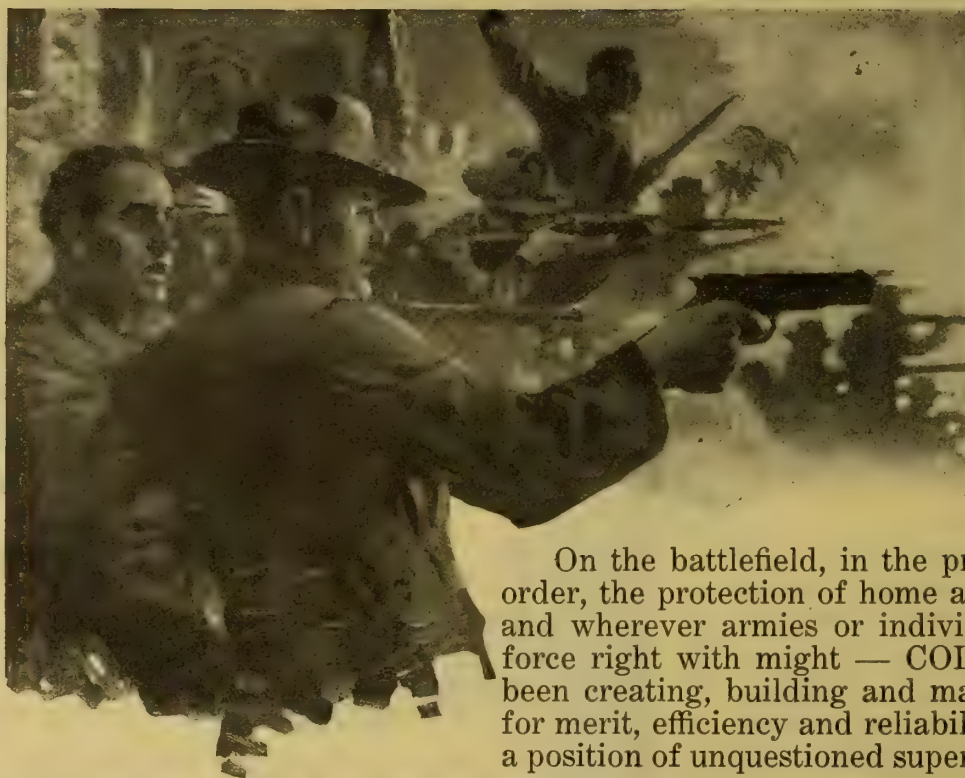
North American Hardware Supply, Limited

Wholesale Hardware, Diamond Tires and Accessories

222 NOTRE DAME ST. WEST

:::

MONTREAL



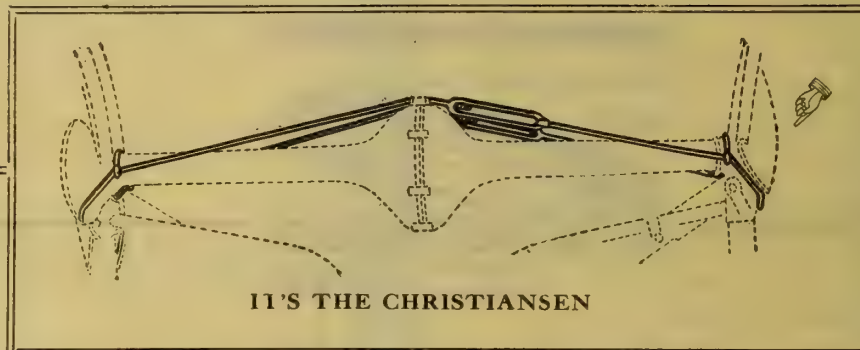
COLT

Firearms

**"THE
PROVEN BEST
BY GOVERN-
MENT TEST."**

On the battlefield, in the preservation of law and order, the protection of home and country—whenever and wherever armies or individuals have had to enforce right with might — COLT'S FIREARMS have been creating, building and maintaining a reputation for merit, efficiency and reliability that has resulted in a position of unquestioned superiority.

Colt's Patent Fire Arms Mfg.Co.,Hartford, Conn.,U.S.A. or A. MacFarlane & Co.,Coristine Bldg., Montreal



Note
where we get
the support

IT'S THE CHRISTIANSEN

and how
strongly
we hold

Every Man who Drives a Ford Knows—

He can save the differential gears of his car by installing a set of our Patent Truss Rods, now acknowledged to be the very best truss rods made.

For old type housing we provide special clamps.

Dealers when ordering state whether your customer uses shock absorbers and what make.

Sole Manufacturers

CHRISTIANSEN IMPLEMENTS LTD.

WINNIPEG - MANITOBA

THE RESPONSE IS QUICK AND STRONG



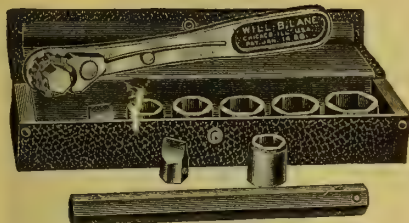
You have the right to look to the manufacturer for satisfaction. And your customer has a right to look to you. When you stock and sell NORTH STAR BATTERIES you have done much in guaranteeing your own interests and your customer's.

The name "North Star" helps make the sale.

Especially adapted for the most powerful ignition work on automobiles, motor boats and gas engines; also splendid for lighting Hand Lanterns, etc. Scientifically made of the best materials, under expert supervision, carefully inspected and tested.

The Western Battery for the Western Need
Also made in Waterproof Multiples for Convenience

CANADA DRY CELLS, LIMITED. WINNIPEG, CANADA



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.



STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex nuts, as follows: U.S. Standards from 1/4 to 1/2 in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to 3/8 in.

Autoists like that ratchet feature

**Lane's Unique Ratchet Wrench
is ideal for close work**

The autoist who has once discovered a few of the hard-to-get-at nuts and screws on his car is only too pleased to have some one introduce to him Lane's Unique Ratchet Wrench. He sees at a glance how effective the ratchet feature would be in close quarters where an ordinary tool would be absolutely useless.

Play up this ratchet feature and so arrange auto accessory displays that when motorists get up against the tool problem they will remember Lane's Unique Ratchet Wrench and come to you for a set.

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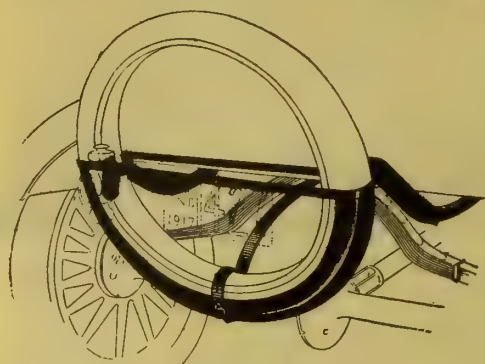
Will B. Lane

Chicago, Ill.

180 North Dearborn Street

The "NIAGARA"

Rear Tire Carrier for FORD Cars



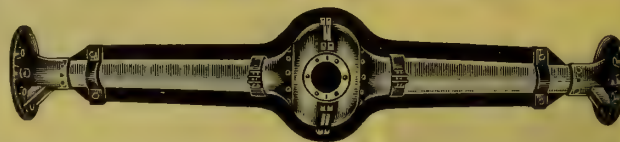
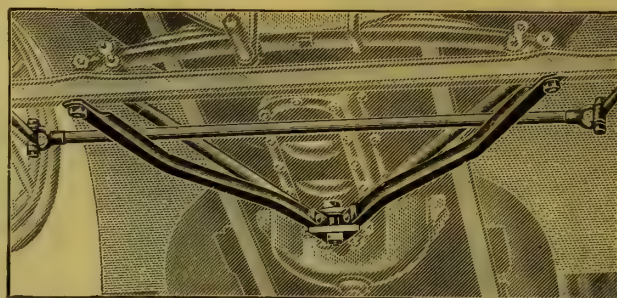
Quickly Attached, without drilling any holes.
Three Arm Support ensures rigidity.
No Chafing of Tires in Pressed Steel Basket.
Carries Demountable rim or plain tire.
Lock Furnished for safety.

Brilliant Finish in Baked Black Enamel.
Ample Clearance over the roughest roads.

Price \$6.00. Write for particulars.

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Kinzinger Bruce & Co., Ltd.
Niagara Falls Canada



Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw

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MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

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Special Cylinder Oil (for steam engines).

A Gas Engine Oil (for gasoline engines).

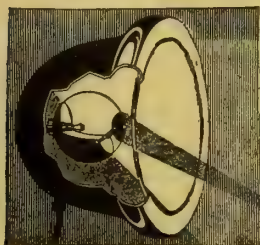
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Automobile Oil and Transmission Greases.



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The Perrin No-Glare in an Automobile Headlight

Perrin No-Glare for Auto Headlights

This device gives the best results for the money. Eliminates glare. Gives good roadlight. Is legal everywhere. Satisfaction guaranteed or money refunded. Retail at \$2.25 per pair. Special price to dealers and garages. Heads lists of approved devices in Manitoba.

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THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

"Write for HARDWARE and METAL Electro Booklet"



**Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins**



"Oil Cup"



"Ratchet"



"D"



"N"



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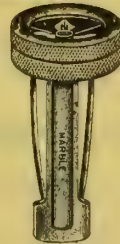
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Sent Upon Application

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TRADE MARK **MARBLE'S** Sixty Specialties

Remember! All prices advance 16% August 1st, 1918. We have held prices down longer than anyone expected we would, or could. At the advanced prices Marble's Specialties will represent the biggest values of their kind in the market. At present figures, considering the great increases made by competitors, the Marble line is ON THE BARGAIN COUNTER. Place a liberal order with your jobber now—to-day.

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Marble's Handy Coat Compass

Never goes wrong. Attaches to outside of coat and is waterproof. Always in sight and balances so readily direction can be taken while walking. Can not demagnetize. Also made in pocket style. List prices now \$1 to \$1.50.

Marble's Folding Fish Knife

Does all the work needed to get a fish ready for the frying-pan—cuts, rips, scales. Blade has keen edge, and is sharp at back of point for ripping. The back of blade, as shown, is an excellent scaler. A hunting knife, jack-knife and fish knife in one. Can be carried open in sheath or closed in pocket. Blade 4 inches. Weight, 3 1/2 ounces. List price now \$1.25.

Marble's Waterproof Match Box

Moisture can't affect matches in a Marble Match Box. Opens easily—yet its protection of matches is absolute and certain. The fastest selling match box on the market for outdoor people. It is well known as a "life saver." Made of seamless brass about the size of a 10-gauge shell, fitted with rubber-lined cover. Holds enough matches to last several days. List price now 50c.

Trade Supplied by Jobbers.

Write for catalog of entire line.

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5350 Delta Ave., Gladstone, Mich.



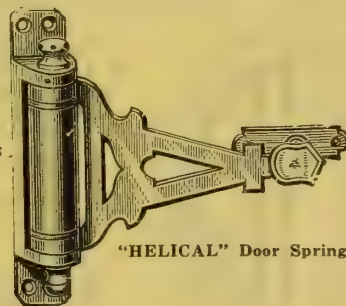
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Your
Back



Saves
Your
Tires

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HAMILTON, ONT.



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Ready Sales and good profits come from

NEWMAN'S LINES

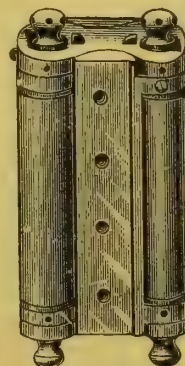
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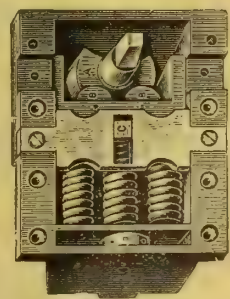
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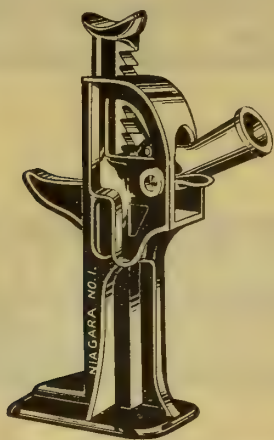
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Be sure to get
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Spring
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Checks and
Springs of all
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Bolts, Fan
Light Gear-
ing, etc.



The Niagara Jack For Medium Sized Cars Lifts up to 3,000 Pounds

This Jack is single-acting—works on short, downward strokes.

Works between 6 and 12 inches. Main lift operates between 10 and 16 inches.

Of best quality Malleable iron, steel pins, steel springs, and maple wood handle. Each Jack is thoroughly tested before packing. Packed in individual cartons. Shipping weight 51½ lbs. Retail price, \$2.75.

No. 90 Folding Auto Seat Hangs on Rear Door of Ford Cars

A new folding auto seat for Fords. Just what Ford owners are looking for. Also

Channel Box Bumpers for Fords. Channel Box Bumpers for Chevrolet.

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Rear Tire Carriers.

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We specialize
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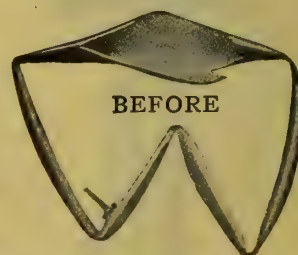
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CLASCO Lamps for Motor Cars
FORD CITY, ONTARIO

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For vulcanized patches on inner tubes.
No burning. No shortening life of inner
tube.

A **Permanent Repair** that costs only a
few cents. Every customer will want it.



For further particulars write.

AIR-TITE MFG., COMPANY

St. Thomas, Ontario

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WANTED—A HARDWARE CLERK, ONE with seven or eight years' experience preferred. Apply stating experience and salary expected. Box 306, Hardware and Metal.

WANTED—HARDWARE CLERK WITH EX-perience for live town in Sudbury district. Good position. Give experience, reference and salary expected. Apply Box 601, Hardware and Metal.

WANTED—ON COMMISSION FOR SIDE LINE traveller calling on hardware or machine shops or both for Canada. Apply Mechanic Tool Case Mfg. Co., 271 Euclid Ave., Toronto, Ont.

YOUNG MAN FOR WHOLESALE HARD-ware warehouse, one with some experience in blacksmiths' supplies preferred. Apply Edward Halloran, general manager, Kloefer Limited, 44 Wellington East, Toronto.

WANTED—A FIRST CLASS retail hardware clerk at once; one not liable for military service. Apply stating age, experience and salary required, enclosing testimonials. Manville Hardware Co., Prince Albert, Sask.

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CAPABLE AND ENERGETIC HARDWARE-man with seventeen years' wholesale and retail experience. Conversant with all lines and thoroughly reliable. Can handle position of trust satisfactorily. Not likely for military service. Seeking permanent position but not interested unless good salary offered. Box 109, Hardware and Metal.

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GOGGLES.

FIVE GROSS GOGGLES, GLASS CENTRE, wire guard, elastic connecting the two parts, one in a tin box. Send for sample if interested. \$7.75 gross. Box 503, Hardware and Metal, 128 Bleury St., Montreal.

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100 DOZEN REED'S PERFECT BRASS LAMP Burners, with cone reflectors. Size B, \$1.50 doz.; 10 doz. size A, \$1.15 doz.; 10 doz. lantern Reed burners (brass), \$1.50 doz.; 100 doz. job Banner brass lamp burners, 75c doz. It's up to you if you want a bargain. Box 504, Hardware and Metal, 128 Bleury St., Montreal.

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C. BRAND GUARANTEED FIRST QUALITY, only numbers 4, 5, 6. Packed in 1 lb. boxes. Any quantity, one-half the market price. Box 505, Hardware and Metal, 128 Bleury St., Montreal.

ENGLISH KNIFE POLISH

TEN DOZEN, 1 LB. BOX, 1 DOZEN IN WOOD cases. Unobtainable now. \$1.75 doz. Box 508, Hardware and Metal, 128 Bleury St., Montreal.

FOR SALE

LANTERNS

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FOR SALE—HARDWARE BUSINESS IN AL-berta. About \$4,000 will handle. Write for particulars. Box 98, Hardware and Metal.

CENTRALLY LOCATED IN TORONTO, ES-tablished retail hardware business for sale. Low rental and expenses. Ninety per cent. of business cash. Complete modern equipment and fixtures. Clean stock. Terms, half cash, balance arranged. Total about six thousand. Box 110, Hardware and Metal.

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HARDWARE STOCK AND BUSINESS FOR sale in live town of 800. First-class farmers' trade. Hydro just coming in. Apply Box 360, Hardware and Metal.

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MANUFACTURERS DESIRING REPRESENTATION in Province of Quebec are requested to send catalogue and communicate with Johnston Brokerage & Drayage Co., Sherbrooke, Que. Nine years' hardware experience, both languages, good connections.

TO REPLACE FOREIGN AGENCIES WHICH we have to drop on account of the war we are open for proposition from Canadian manufacturers of machinery, hardware and saddlery specialties with the view of acting as selling agents in the Province of Quebec. Eight years' experience. Strictly first-class references can be furnished and cash guarantee if necessary. Correspondence invited. International Agency, 416 St. Nicholas Bldg., Montreal.

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DOUBLE YOUR FLOOR SPACE—BY IN-stalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

MISCELLANEOUS

FIFTY DOLLARS TIED UP IN OLD FIX-tures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

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THE SUREST WAY FOR THE MANUFACTURERS' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

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A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.



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Vol-Peek is a splendid little specialty that enables every housewife to mend leaky pots, pans, etc., quickly and easily and without the aid of any tools. At a cost of about ½ cent a mend! Show Vol-Peek on your sales counter. There's a good profit on every sale and Vol-Peek always satisfies. At your wholesaler or from us direct.

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Box 2024 - - Montreal

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Handle

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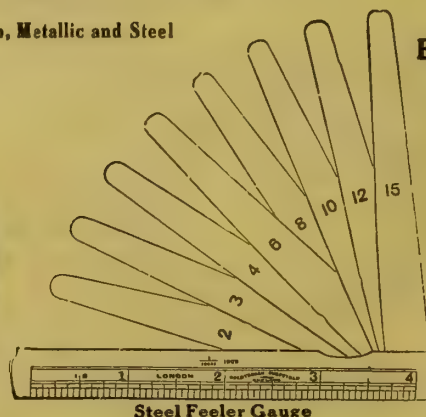
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way you take it,
and it's the best
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A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY
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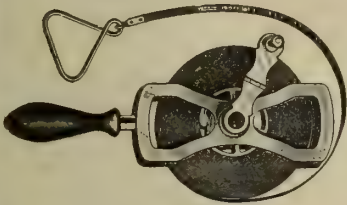
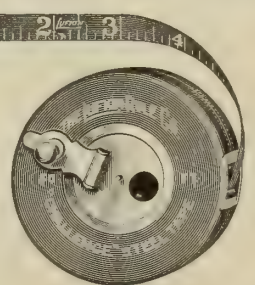
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TINKER TOM'S TALKS.

Talk Number One Hundred and Fifty-Five

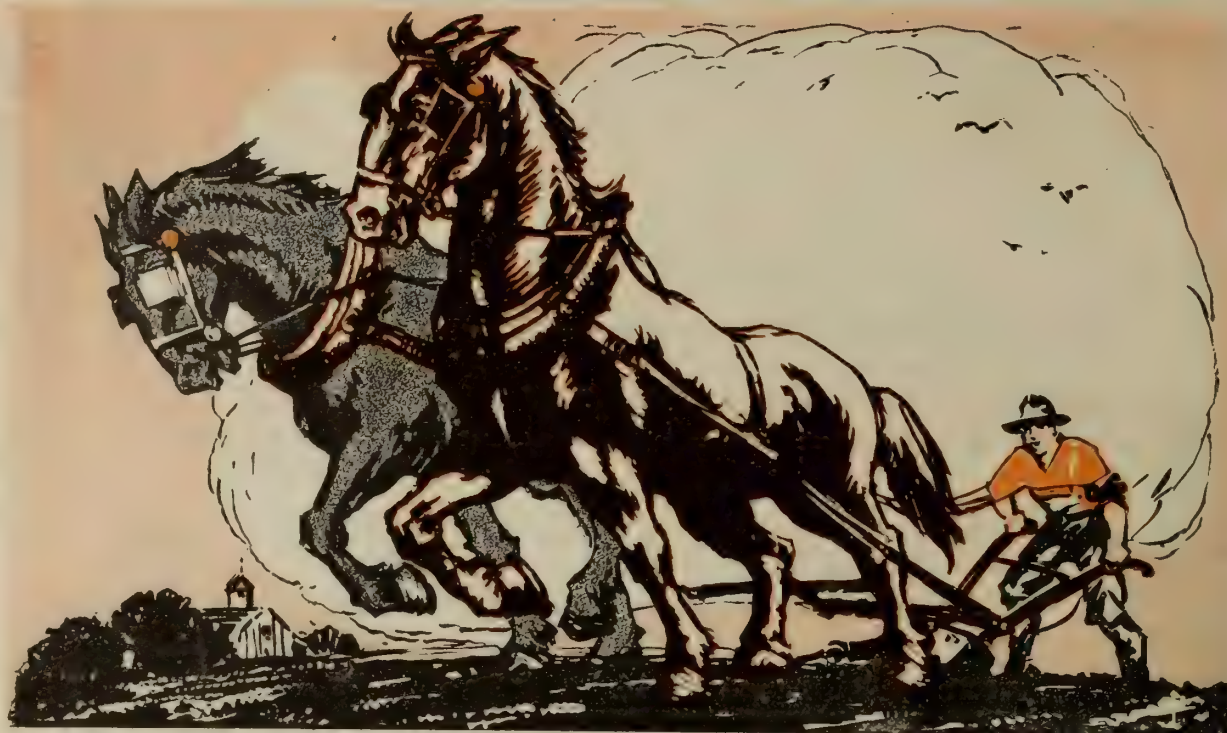
The coating on a "PREMIER" GALVANIZED STEEL SHEET averages 25 to 40 per cent. heavier than most sheets. We use the best electrolytic (Canadian) spelter and other virgin metals. Our method of applying insures uniformity. Our quality is the talk of the trade.

TINKER TOM.

Look for Talk No. 156 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA





DREADNAUGHT

Steel Hames

Doubletrees

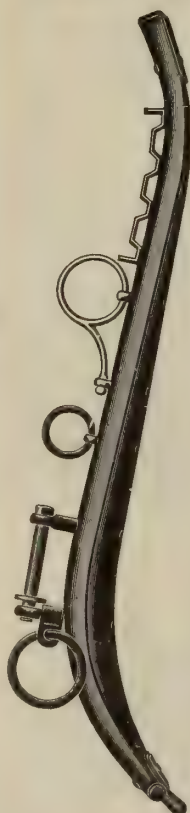
Designed and built on scientific principles. The two pieces of selected steel forming the body of Dreadnaught Hames reinforce each other, as do the steel rod and wood of Dreadnaught Doubletrees. They form a perfect Truss—the strongest possible construction. They are mechanically correct. For the heavy pulls and terrific strains of rough spring work they have no equal.

HELP THE FARMERS PLOW DEEP

We need big crops. Equip your farmers with Dreadnaught Hames and Doubletrees so they can do their bit. Write to-day for prices and description of these dependable, profit-making lines.

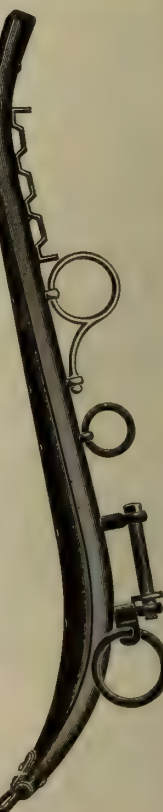
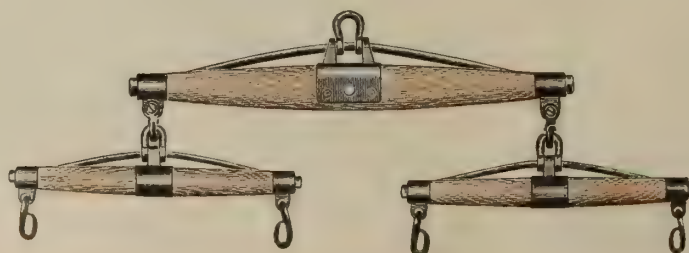
McKinnon Industries, Ltd.

ST. CATHARINES, ONTARIO



No. 8382

Two Piece
Double
Strength



No. 8382

Anti-Rust
Treated
Durable

Wanted

HELP WANTED

WANTED—A HARDWARE CLERK, ONE with seven or eight years' experience preferred. Apply stating experience and salary expected. Box 306, Hardware and Metal.

WANTED—EXPERIENCED PAINT TRAVELER for territory between Winnipeg and Vancouver. Apply stating salary desired, experience, and if subject to Military Service Act. A. Ramsay & Son, Co., Montreal.

FOR SALE

NATIONAL CASH REGISTER — THREE- drawer electric. Like a new machine. Box 315, Hardware and Metal.

ABOUT TWELVE HUNDRED POUNDS SASH weights, assorted; also a quantity of pipe fittings. Phone North 435, Toronto.

A SET OF THREE BOWSER PUMPS AND tanks, suitable for oils, turps, etc. Also Bowser gasoline pump and tank, underground; all in first-class condition. Terms may be arranged with responsible buyer. Box 309, Hardware and Metal.

AN OLD ESTABLISHED HARDWARE BUSI- ness in a border town in Eastern Ontario; reason for selling, poor health. Apply N. Willard & Co., Prescott, Ont.

HARDWARE STOCK AND BUSINESS FOR sale in live town of 800. First-class farmers' trade. Hydro just coming in. Apply Box 360, Hardware and Metal.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about \$6,000. Living rooms above. Good opportunity and terms for right man. Box 726, Hardware and Metal.

HARDWARE BUSINESS FOR SALE. STOCK about \$25,000; right on the main street; buildings 25 x 120, two-story; owner retiring. Apply P.O. Box 275, Sudbury, Ont.

HARDWARE AND FURNITURE BUSINESS FOR SALE.

ON ACCOUNT OF THE DEATH OF ONE OF the partners the hardware and furniture business formerly carried on under the name of Stewart Bros., Tilbury, Ont., will be sold. Stock in trade about \$10,000; fixtures about \$1,500; also store 26 feet wide, fronting on Main Street, 85 feet deep, fronting on Young Street; lot 115 feet long, with alley 12 feet wide at the back. Width of lot at the back, 82 feet. The building is a first-class two-storey brick, and the stock in trade is all new within three years. Business has been established thirty years, and has several first class agencies, including McClary's, Martin-Senour, Plymouth Binder Twine, etc. In addition to the lot there is another lot 66 by 120 feet, with weigh scales and coal sheds and stables. In the meantime business is being carried on as a going concern. Terms cash or approved securities. Applications will be received up to July 1st by Mr. Harry Collins, Chatham, Ontario.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

TO REPLACE FOREIGN AGENCIES WHICH we have to drop on account of the war we are open for proposition from Canadian manufacturers of machinery, hardware and saddlery specialties with the view of acting as selling agents in the Province of Quebec. Eight years' experience. Strictly first-class references can be furnished and cash guarantee if necessary. Correspondence invited. International Agency, 416 St. Nicholas Bldg., Montreal.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY IN- stallating an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

FIFTY DOLLARS TIED UP IN OLD FIX- tures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

MANUFACTURERS DESIRING REPRESENTATION in Montreal and the Province of Quebec are requested to send catalogs and to communicate with Imperial Supply Co., 104 Delorimier Ave., Montreal.



VOL-PEEK

—a specialty that every housewife needs

Leaking pots are common in every home. Vol-Peek mends all such quickly and easily. Pots, Pans, Graniteware, Aluminum vessels—all can be made ready for use in two minutes with a little bit of Vol-Peek. Sells at a good profit. Write us direct if your wholesaler hasn't got it.

H. NAGLE & CO.
Box 2024, Montreal

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MILBRADT LADDERS



will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.
155 E. 13th Street,
St. Paul, Minn., U.S.A.

Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.



Our Celebrated Hollow Cable Clothes Line Wire

is correctly woven for strength, pliability and smoothness

The Western Wire and Nail Co., Limited

London, Ontario
Wire Nails, Coiled Springs, Barbs and Plain Wire, Galv. and Annealed Wire, Staples, Fence Mesh, etc.



If you want easy-fitting eavetrough and conductor pipe, etc., order from us.

WHEELER & BAIN
TORONTO

**NOVA SCOTIA STEEL
& COAL CO., Limited**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

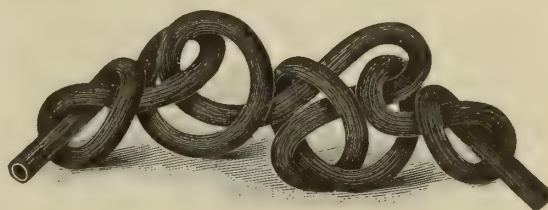
PEMBROKE - - - - - ONTARIO



It's a Pink any-
way you take it,
and it's the best
Peavey made.

"Multiped"

The Garden Hose That Doesn't Kink

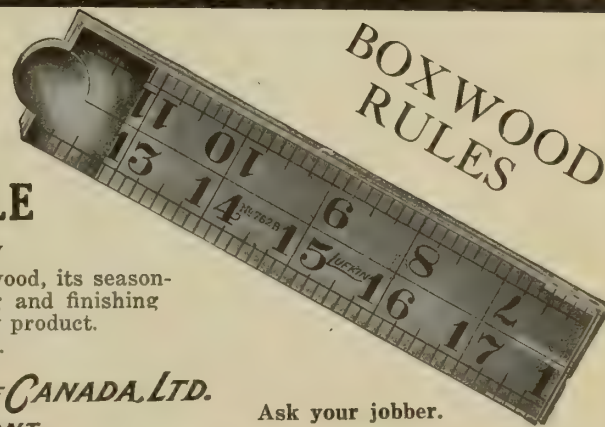


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY
STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria



RELIABLE
in every way

From the selection of the boxwood, its seasoning, the assembling, graduating and finishing of the rule, a uniform and high quality product.

A complete line.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Send for catalogue.

Ask your jobber.

TINKER TOM'S TALKS.

Talk Number One Hundred and Fifty-Three

Do the essential things first in your business. Many sheet metal jobs will hold over until the war is won. Some must be done now. There's not enough men or material to do all now—so do the essential jobs only—with "PREMIER" GALVANIZED STEEL SHEETS.

TINKER TOM.

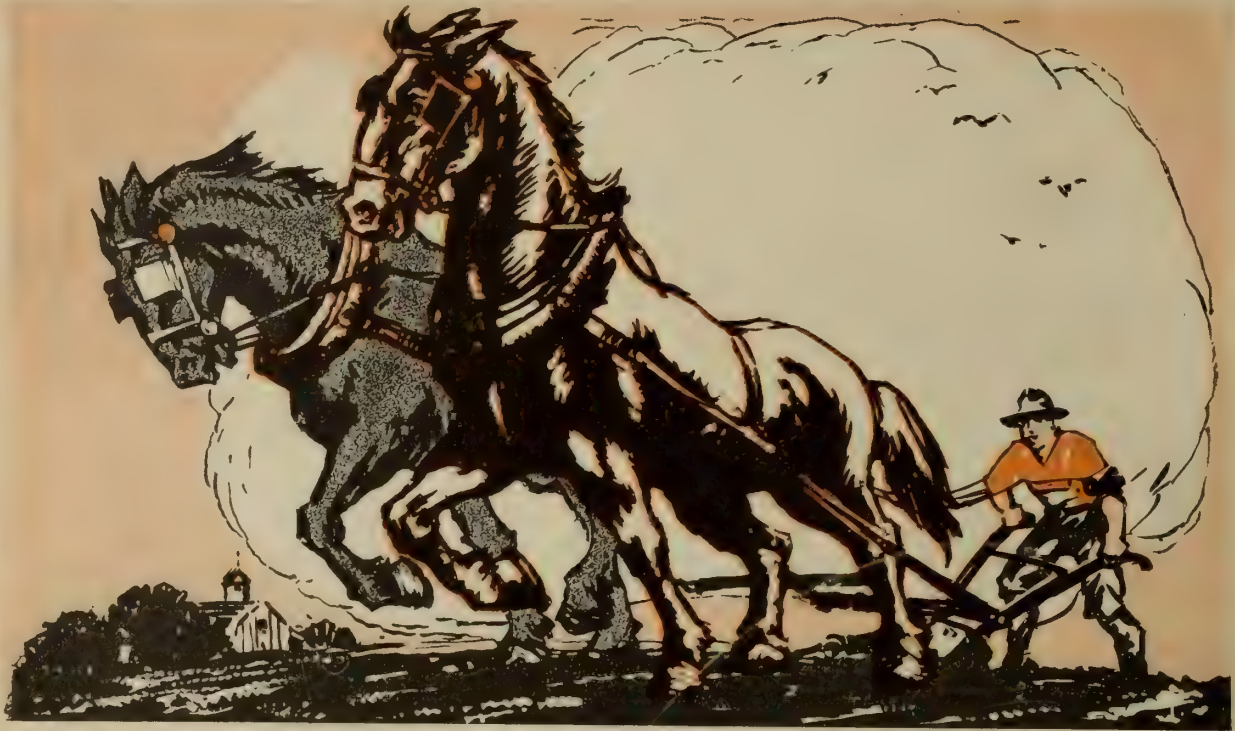
Look for Talk No. 154 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

DOMINION SHEET METAL CO. LTD.
PREMIER
HAMILTON, CANADA.

D.S.M. Co. 434





DREADNAUGHT

Steel Hames

Doubletrees

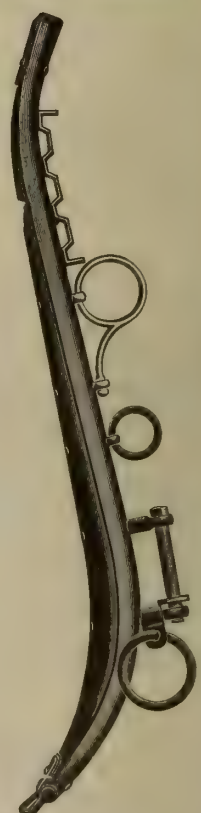
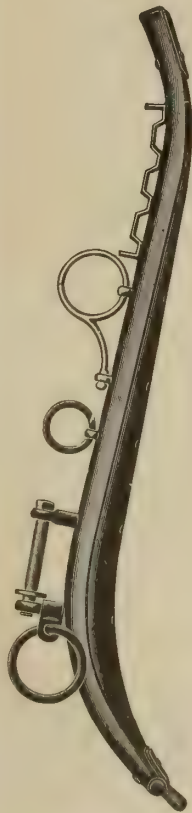
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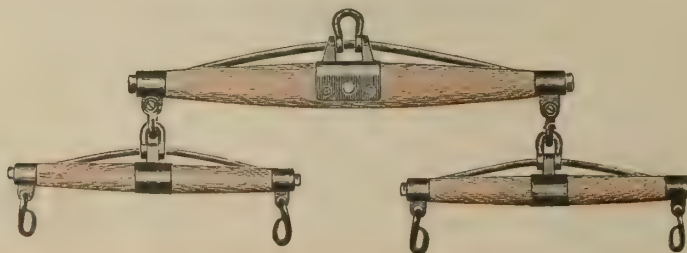
McKinnon Industries, Ltd.

ST. CATHARINES, ONTARIO



No. 8382

Two Piece
Double
Strength



No. 8382

Anti-Rust
Treated
Durable

HARDWARE^{AND} METAL

Vol. XXX

PUBLISHED EVERY SATURDAY SINCE 1888

July 20

No. 29

THE MACLEAN PUBLISHING COMPANY, LIMITED

1918

PUBLICATION OFFICE: TORONTO, CANADA

ELEPHANT GENUINE WHITE LEAD



CANADA'S FAVORITE
THE CANADA PAINT CO.
LIMITED

Westclox

— the trade-mark on the dials of good alarm clocks



THE alarm clock has outgrown its name. It started life as a wake-up call; and now it is used more often as a timepiece than as a call-clock.

To ring on time an alarm clock *must* run on time. So today, in the home, in business, in industry,—everywhere—the good alarm clock is known as an efficient, economical timekeeper.

In most homes, it starts the day. Then its duties have just begun. It has become the household timekeeper because it is accurate, dependable, willing.

Lots of homes use more than one alarm clock. You find them telling time in the kitchen, living-room, bathroom, laundry, and garage.

In shops, offices and stores where service counts for more than show, you find alarm clocks on duty.

In these uses as a timekeeper, the alarm clock has made good.

Whenever a practical timepiece is needed, put an alarm clock on the job.

Westclox alarms have done much to raise the standard of alarm clock efficiency.

A better method of clock making is back of *Westclox* success. All *Westclox* alarms have this patented construction. Needle-fine pivots of polished steel greatly reduce friction in the movement.

That is why *Westclox* are such good timekeepers. That is why it has been impossible to supply the demand for *Westclox* even with an output that has increased steadily from year to year.

Your dealer will be glad to show you the *Westclox* line. A choice of styles at different prices. They all bear the family name, *Westclox*; that is your guaranty of good time-keeping. Look for the word, *Westclox*, on the dial of the alarm you buy.

Western Clock Co. — makers of *Westclox*

Big Ben Baby Ben Pocket Ben America Lookout Ironclad Bingo Sleep-Meter

La Salle, Ill. U. S. A.

Factories at Peru, Ill.

Orange and buff tag



on every time-piece


This is what we said to your customers in the July 13th issue of the Saturday Evening Post and other National mediums
Western Clock Co., Toronto Office, 58-64 Wellington St. West



Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co. **Wiebusch & Hilger, Ltd.**
 Montreal, Canada New York City
Selling Agents




**Taps, Dies, Reamers,
Milling Cutters, Drills**

Highest Grade Materials—Expert Workmen—
Quality absolutely guaranteed.

**PRATT & WHITNEY CO.,
OF CANADA, LTD.**

Dundas Ontario Canada


Montreal, 723 Drummond Bldg.; Vancouver,
609 Bank of Ottawa Bldg.; Winnipeg, 1205
McArthur Bldg.



Yale Products **made in Canada**

Padlocks **Door Closers**

Night Latches **House Hardware**



The name Yale on locks and hardware is just as valuable to the dealer as to his customer. It means profitable sales and repeat sales and satisfied buyers.

The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

UNIVERSAL



UNIVERSAL
Window Cut-Out

UNIVERSAL Advertising justifies itself in volume of sales, but it isn't all printers' ink.

The best UNIVERSAL Advertising is the satisfaction delivered by the goods themselves.

UNIVERSAL Electric Home Needs

satisfy every demand for utility and their beauty of design and finish are famous.

You can make a handsome profit selling UNIVERSAL appliances for gifts. The line is so complete that every customer can satisfy his whims—be his ideas extravagant or modest.

When you sell the UNIVERSAL line you swing this business your way.

A postcard to us brings our catalog and suggestions for capturing profitable trade in fancy goods.

LANDERS, FRARY & CLARK, New Britain, Conn.

Canadian Representatives:

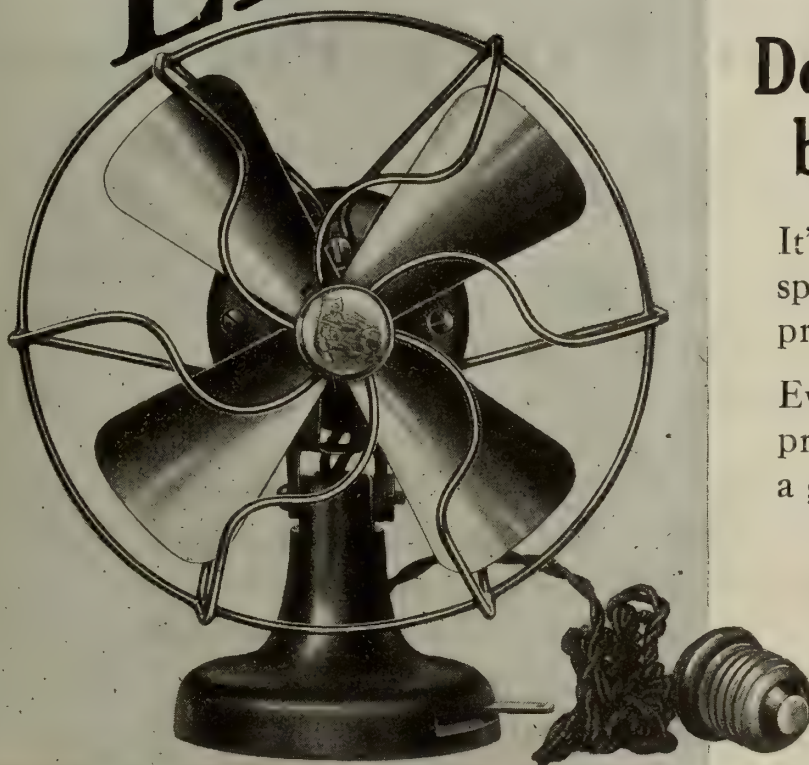
A. MACFARLANE & CO., LTD., MONTREAL

Polar Cub

REG. U.S. PAT. OFF.

Electric Fan

\$7.50



**Don't judge it
by the price**

It's as good in every respect as any of the high-priced fans.

Even at the above low price it pays the retailer a good profit.

BLADE 6"
HEIGHT 8"
WEIGHT 3 LBS.
5 oz.

Equipped with 8-foot cord and plug.

Adjustable to any angle.

Order a Sample NOW

LEWIS BROS., LIMITED

AGENTS

MONTREAL

The Famous Improved Stanley Planes. A Wide Variety—Fully Guaranteed Ready For Immediate Shipment!

Caverhill, Learmont Mail Orders

For fifty years Stanley planes have been the recognized standard and have been constantly improved to meet modern requirements.

A Plane for Every Purpose

We have 125 varieties with which to fill your customer's varied requirements.

Cutters made from the finest quality steel, tempered and ground by an improved process and honed ready for use.

Be sure and order by name—The genuine Stanley Plane. Sales will be quicker and profits larger than with slow selling substitutes.

***“The Mail Order House with a
reputation to maintain.”***

**CAVERHILL, LEARMONT & CO.
MONTREAL**



HOLE TO ADJUST HANGER
AND OIL BEARINGS

No. 88 Adjustable is built to hang on and stay on

Demonstrate how easily Model No. 88 can be adjusted vertically and laterally after the door is in position.

Show the prospect how easy it is to operate and how simple is the construction.

Point out HOW it will always hang close to the rail.

No. 88 Hanger is fully flexible and is equipped with our Improved Storm-proof Rail which really protects. It is packed the "National way," with everything necessary to its hanging, including a set of illustrated directions.

Have you a "National" Catalog?

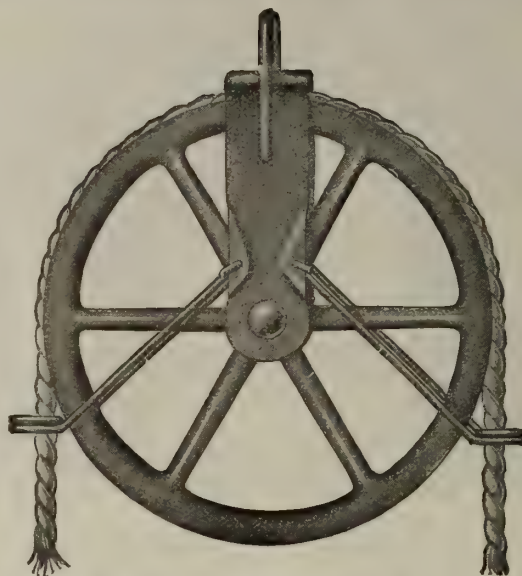
A post card will bring you one. Address

National Manufacturing Company
STERLING, ILLINOIS

THE ROLLSTON IS THE EASIEST AND MOST ACCURATE WORKING CLOTHES LINE PULLEY MADE

The Wheel is large,
which permits easy
running.

The Guides adapt
themselves to all con-
ditions and prevent
line getting out of the
groove in wheel.



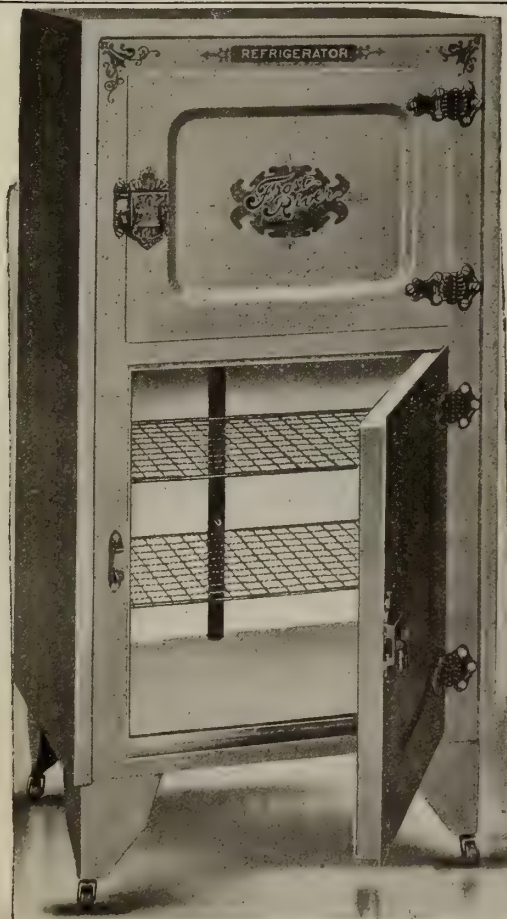
The Frame is made of
heavy gauge steel —
never binds, and per-
mits free action.

Its entire construction
allows the line to
work easily and give
years of service and
satisfaction.

It's an exceptionally good selling article that shows quick, big, profitable cash returns.

Manufactured by

CANADA STEEL GOODS COMPANY, LIMITED
HAMILTON, CANADA



Davidson's Well Known FROST RIVER

Refrigerator shown herewith

Made entirely of Sheet Steel Galvanized

The exterior is Japanned French Grey, beautifully finished with neatly decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in an oven of high temperature.

All inside parts are removable for cleaning purposes.

The drip pipe for the waste water has been carried outside the body, and does not run through the Food Chamber—as usual in other refrigerators.

Made in three sizes, the largest with double doors.

*NOW is the time to get your Orders in
for these goods and ensure
prompt shipment.*

The Thos. Davidson Mfg. Co.
LIMITED

Toronto

Montreal

Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.

What dealers say of the Plymouth Plan

Mr. James A. Spilman, Rolla, Missouri, says: "I received the Rope-by-the-Foot Schedule Card some time ago and am using the plan regularly in our rope sales.

"I find it a *great help* for so many customers ask for so much rope and want to know the cost in advance. The entire force appreciates and uses this plan."

PLYMOUTH ROPE

is especially adapted to this method of selling because of its uniformity. Your competitors selling other ropes could not use the Plymouth Plan without coming to grief. Some who have tried it have learned an expensive lesson. You lessen competition by selling rope on a basis that your customer comprehends.

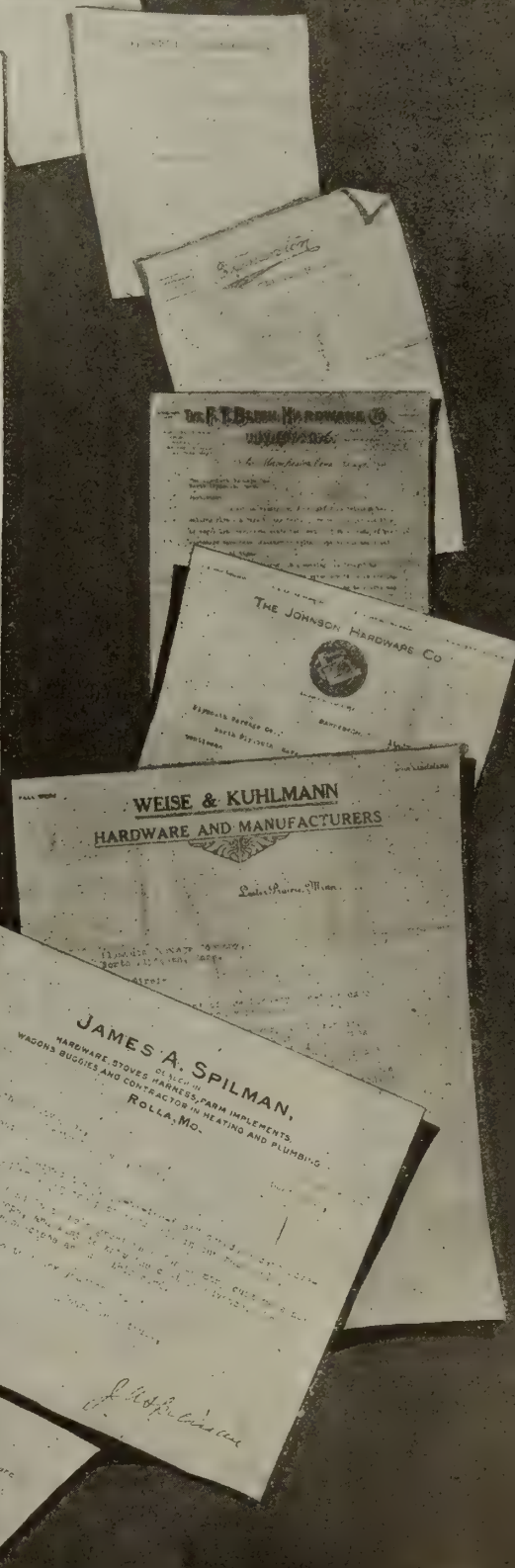
The F. T. Bliss Hardware Company, South Manchester, Conn., say: "We note in comparing the freight and prices by the foot that there is an advantage to us in selling on your plan and we anticipate that we are going to profit and like it better than selling rope by the pound."



**Plymouth Cordage
Company**
No. Plymouth, Mass.
Welland, Can.



INDEPENDENT CORDAGE CO., Ltd.
Canadian Sales Agents, TORONTO, CAN.



"YANKEE"

PLAIN RIGID DRIVERS

Cabinet Style No. 95

Standard Style No. 90

They cannot loosen in the handle in use or abuse.

You have our guarantee.

They are as durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

OFFICIAL
AWARD
RIBBON



PANAMA PACIFIC
INTERNATIONAL
EXPOSITION
SAN FRANCISCO
1915

Chas. H. Smith
PRESIDENT

John G. Butler
PRESIDENT OF THE SUPERIOR JURY

John G. Butler
DIRECTOR OF EXHIBITS

Oct. Pemberton
RECTOR OF THE INTERNATIONAL
AWARD SYSTEM

**MEDAL
OF
HONOR**
DEPARTMENT OF
MANUFACTURES AND
VARIED INDUSTRIES

Edward H. Cullen
CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG
NO. 55.

**TRIMONT
MFG. CO.**

55-71 Amory Street
Roxbury, Mass.
U.S.A.



TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN



The Needs of the Empire

NEVER BEFORE in the history of Canada has greater opportunity been offered her Sons and Daughters to render SERVICE to the Empire;—and

NEVER BEFORE have the needs of the Empire demanded as high a standard of QUALITY in thought, deed and product as at present.

HOW NOBLY CANADA has responded is now known around the World and history will record it for the future.

THE PRODUCTS OF OUR MILLS are at the Fronts and on the Seas, in the Shipyards and Factories and in the Fields, faithfully fulfilling their mission of reliable performance wherever the Government's War-Winning Programme directs, as we are, and have been, stripped for action since the first call to arms.

THE NEEDS OF THE EMPIRE are many and the War-Winning Programme changes as necessity demands; but it matters not, the needs of the Empire are paramount and must be supplied.

THEREFORE, if in these trying times, we do not deliver promptly to you such of the products of our Mills or Blast Furnaces as you may need, console yourself with the thought that through us, you are rendering Service to the Empire and to the Cause that matters most for the Liberty, Justice and Freedom of the World.

THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL



If any advertisement interests you, tear it out now and place with letters to be answered.

Stanley Tools



Stanley Nail Sets and Centre Punches



"STANLEY" Nail Sets and Center Punches are made of a special grade of tool steel. They are hardened on both ends by an improved process, given an oil temper and will be found to "stand up" under the most severe conditions.

Special care has been taken in selecting the proper knurling for the shank, and the user will find that the feeling of security as to "grip" is a particular feature of "STANLEY" Nail Sets and Center Punches.

The neat and handy boxes in which they are packed make them an attractive article for counter display.

MANUFACTURED BY

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



Are You Selling the Taylor-Forbes Post Hole Auger?

Like the other Taylor-Forbes hardware lines it is made to give the customer satisfactory results and long service.

Every hardware dealer should show it. Made in sizes varying from 4 inches to 10 inches, japanned and packed in bundles of 1/4 dozen.

Dealers can always recommend Taylor-Forbes Hardware. We are the largest manufacturers of hardware in Canada. Our lines are always made up to a standard beyond which there is no other.



The T. F. Hydrant Keys

TAYLOR-FORBES CO., LIMITED

Head Office and Works: GUELPH, ONT.



If any advertisement interests you, tear it out now and place with letters to be answered.

Screw Plates

Every Garage
needs a Set of
Little Giant
Taps and Dies



Little Giant Combination Screw Plates are a very important part of the working equipment of every up-to-date garage.

They contain taps and dies for cutting practically all sizes of screw threads found in automobile, truck or tractor construction, and besides the regulation stock and tap wrench, many of them contain a Bit Brace Die Holder which is very useful in threading out-of-the-way parts without removing them from the car.

Little Giant Screw Plates are made and backed by the largest tap and die manufacturers in the world.

Have you the latest Little Giant Catalog and Discount?

**Wells Brothers Co.
of Canada, Ltd.**

Galt, Ontario

Sales Agents: Canadian Fairbanks-Morse
Company, Limited

Canadian Factory: Greenfield Tap and Die
Corporation



GET THE REPUTATION

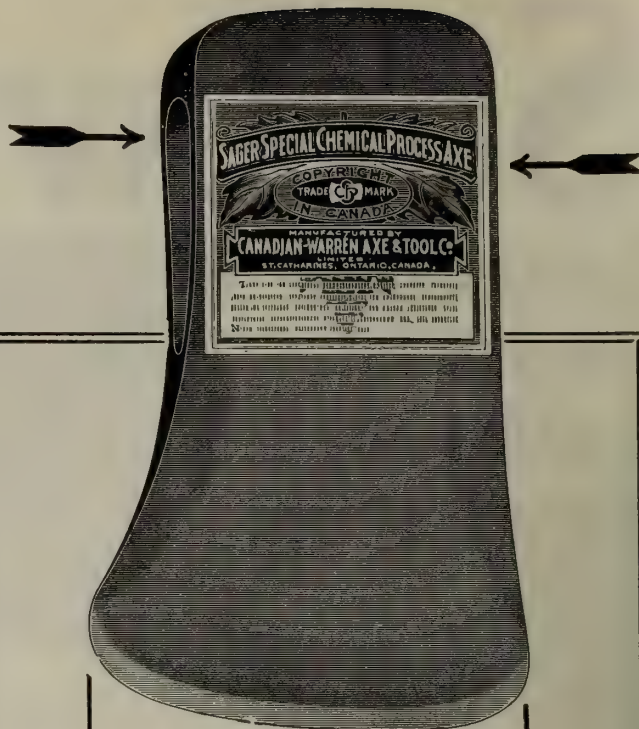
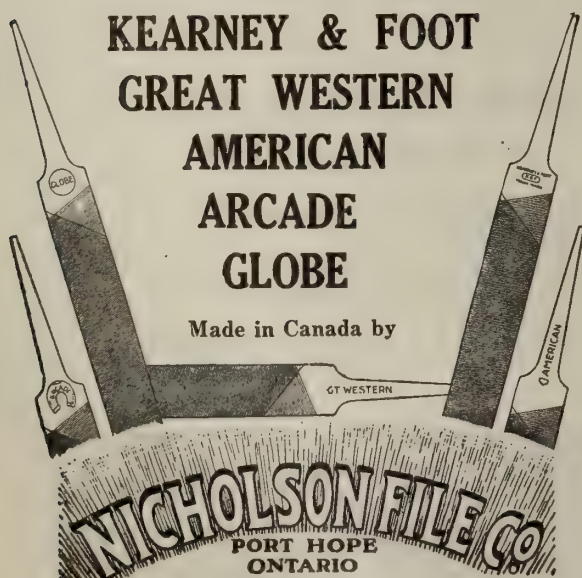
for selling "standard-grade" tools,
and you'll get the trade of every
good mechanic in your locality.

The "standard grade" for files is
the

"FAMOUS FIVE"

Specify them when ordering from
your jobber.

They are :



WHY NOT BE GUIDED
BY THE JUDGMENT OF
HUNDREDS OF WELL
KNOWN LUMBERMEN,
WHO ACKNOWLEDGE
THE SUPERIORITY OF

"SAGER AXES"

AND

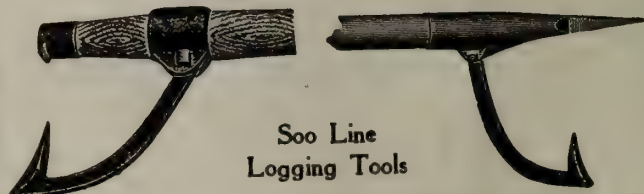
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED

ST. CATHARINES, ONT.



"Quality METALLIC First"

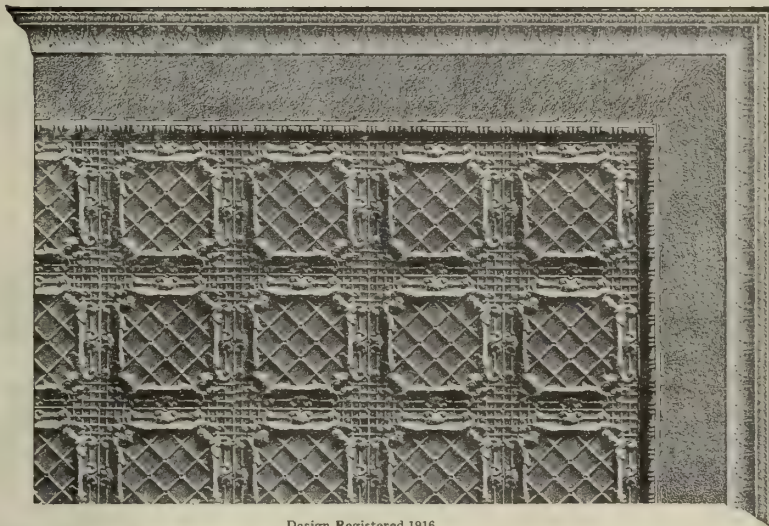
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

"Metallic" never cracks or falls off

In being put up it doesn't fill the place with dirt, muss, fuss and dust like lath, plaster and wall-paper. And "Metallic" is *easy* to put up — it's clean, sanitary, washable, paintable and permanent.

We help you land the business, Write to-day for catalogue and full information

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine Street Montreal



Design Registered 1916

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

Have You Read "7 Pumps That Take the Place of 700"?

Have you the idea that handling pumps is still an intricate and "fussy" business? Do you shy at the thought of pumps because of the huge stock you would be forced to carry? Are you passing up a good source of profit because you're afraid it would tie up too much space and money?

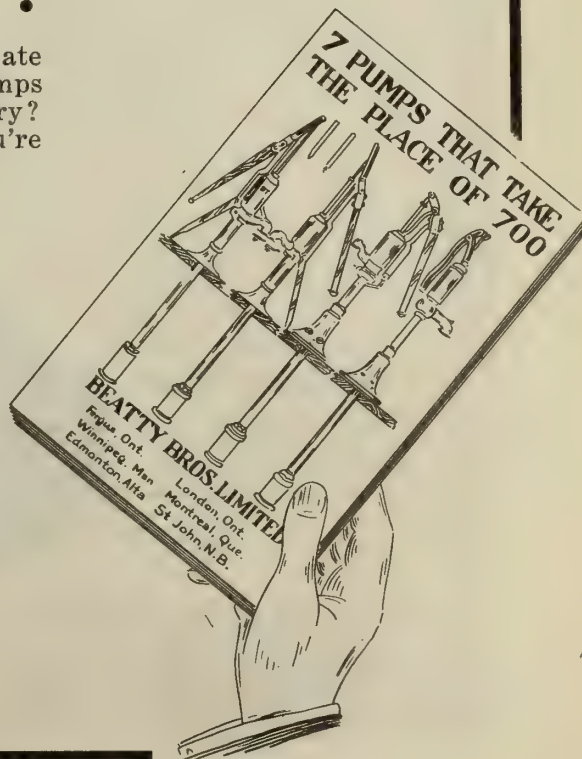
If you feel that way about pumps, send for a copy of "7 Pumps that take the Place of 700." Read it carefully and you'll get a new idea of the pump business. You'll realize that you're losing good money every day you are without BT Pumps. You'll understand how you can satisfy any demand without going to the trouble and expense of putting in a big stock. And you'll know why BT Pumps are so near perfect.

Send for a copy of this book to-day and read it all through.

Beatty Bros., Limited

Fergus, Ontario

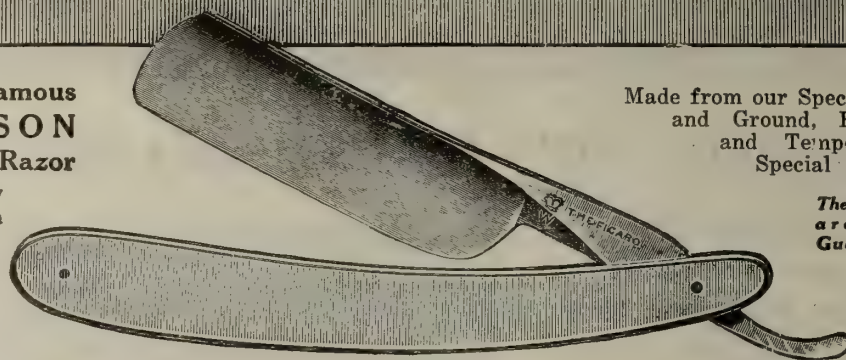
St. John, N.B. Montreal Winnipeg Edmonton



If any advertisement interests you, tear it out now and place with letters to be answered.

The World-Famous
WILKINSON
Sword-Steel Razor

—The envy of every
man who loves an
easy shave.



Made from our Special Steel,
and Ground, Hardened
and Tempered by
Special Process.

*These Razors
are Fully
Guaranteed.*

Anticipate
the "After-the-War"
rush by placing Orders
—NOW—

THE output of our
famous WILKINSON
Silver Sword-Steel Razors
has been largely restricted
through war requirements.
We feel the time has arrived
when factors and retailers
should be placing their orders
for "after-the-War" delivery,
and we invite such orders,
to be executed in strict
rotation as received. Every
effort made to meet sample
orders from present limited
output.

The
WILKINSON
SWORD
CO., LTD.

53, PALL MALL,
LONDON,
S.W. 1.

T. H. RANDOLPH, Managing Director.

The **PALL MALL**
7-Day Safety Shaver,

in Best Leather Case. Extra
Blades may be obtained for
the "Pall Mall" Safety Razor.
The blades are *solid*, there-
fore most suitable for *stiff*
beards and tender skins.



We are Makers of
RAZORS,
SHIVERS,
SWORDS,
GUNS,
PISTOLS,
CAMP
EQUIPMENT,
HUNTING
KNIVES, etc.



A Guide to Hack Saw Thrift

If you want to secure the last ounce of work from hack saw blades, you must bring the right saw and the right job together. The

Starrett Hack Saw Chart tells you instantly what number blade to use for any kind of metal or for any particular shape. It tells you the saw which will do the work quickest and with the maximum endurance—in fact, it is a real guide to Hack Saw Thrift.

A Starrett Hack Saw Chart 3 will be sent free to any address. Ask it—It Knows.

Starrett Hack Saw Chart

MATERIAL TO BE CUT	NO. OF BLADE FOR HAND FRAME		NO. OF BLADE FOR POWER MACHINE	
	All Hard	Flexible or Soft Back	Light Machine	Medium Heavy Extra Heavy Machine
Light Angles	102	253	115	255
Light Channels			115-B	255
Light Tee Iron				255
Light Ornament				255
Heavy Angles	112			256-B
Heavy Tee Iron				256-B
Light Structural	112			256-B
Heavy Structural				256-B
Cast Pipe	103	252		256-B
Brass Pipe			255-B	256-B
Soft Steel		252	114	256-C
Cold Rolled Steel		252	114	256-C
Machine Reel	103		114	255
Sheet Metal	112			254
Less than 18 gage			115	259
Over 18 gage	253	258		
	102	252		

Numbers above are those given in the catalog and on the boxes containing the blades.

THE L. S. STARRETT CO., ATHOL, MASS., U. S. A.
THE WORLD'S GREATEST TOOL AND HACK SAW MAKERS

The L. S. Starrett Company

THE WORLD'S GREATEST TOOLMAKERS

Manufacturers of Hack Saws Unexcelled

ATHOL, MASSACHUSETTS

NEW YORK

LONDON

CHICAGO

42-793



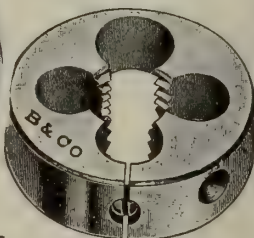
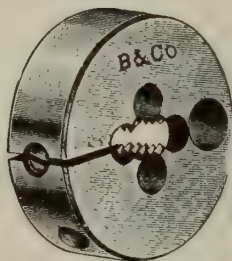
Butterfield's Tools Have Many Years' Reputation for Accuracy, Speed and Strength

They come into your store every day—users of Butterfield Tools.

The Butterfield reputation for serviceable Taps, Dies and Reamers has taken years to build up.

It is at your disposal, however, in strengthening sales by bringing customers to your store.

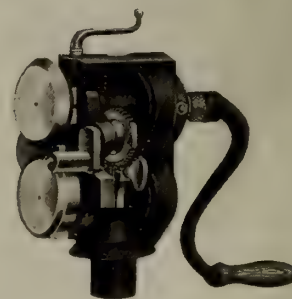
Write for a copy of our catalogue.



Butterfield & Company
Inc.
ROCK ISLAND, QUEBEC
CANADA

SMALL MACHINES

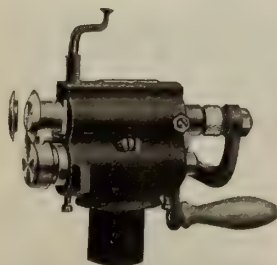
Are Made for Service. They Combine
Durability, Speed and Accuracy



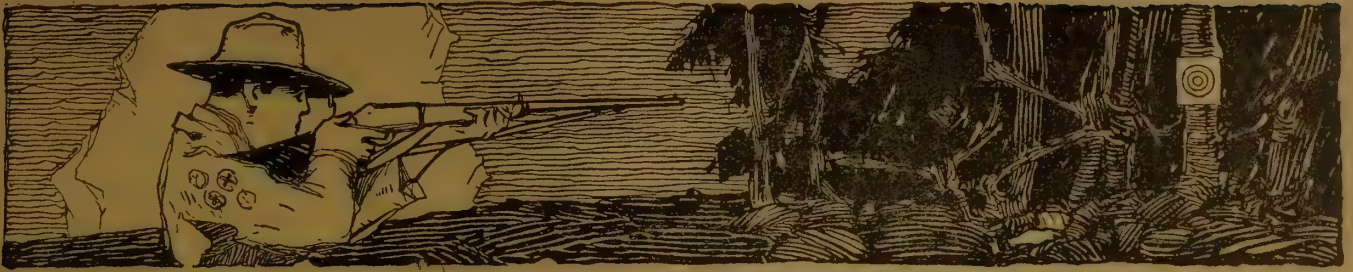
No Tinshop can afford to be without a set of these machines

We manufacture a full line of Tinnners' Tools

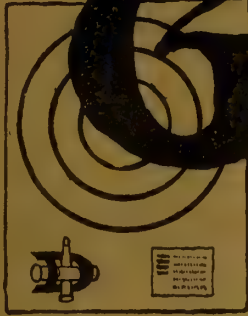
Drop us a line for full particulars and prices



The Brown-Boggs Co., Limited
Hamilton, Canada



Get the Boys



The quality of Dominion 22's has been demonstrated by their use by members of rifle clubs in Canada and by cadet teams that competed successfully abroad.

22's that stand tests like these, where accuracy, positive operation and penetration are not only necessary but essential, will go over your counter easily.

Thousands of boys are shooting in Marksmen's Clubs throughout Canada. Every marksman is using

Dominion 22's

If you haven't a rifle club in your town let us help you develop one. It will mean new customers for you—the boys of to-day, who are the big buyers of to-morrow.

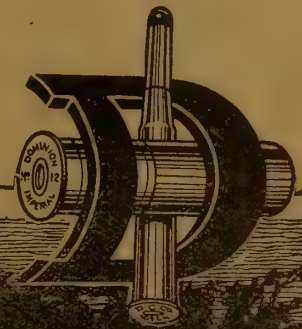
Write for our Handbook on Rifle Shooting and Club Organization.

This, and a full stock of all Dominion 22's, will be a means to new ammunition profits to you.

B. B. Caps
C. B. Caps
.22 Short
.22 Long
.22 Short Mushroom
.22 Long Mushroom
.22 Long Rifle
.22 Extra Long
.22 W. R. F. (Black Powder)
.22 W.R.F. (Smokeless)
.22 Winchester Automatic.

Dominion Cartridge Co., Limited

120 St. James Street,
Montreal



FIVE WORKS—OVER 3,000 EMPLOYEES

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

Gunmetal and Brass Valves and Cocks.
Steam, Water and Compressed Air Fittings generally.

Cast Iron Stop and Sluice Valves.
Semi-Rotary Pumps.

Extruded Brass and Bronze Bars.

Brass Bolts and Nuts, Studs and General Turned Work from the Bar

Cast and Malleable Iron Cocks and Pipe Fittings.

Pressure and Vacuum Gauges.

Injectors, Engine Governors.

Spraying Machinery.

Coppersmiths' Work.

"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

Business After the War

If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office at the address below.

**UNITED BRASSFOUNDERS
and ENGINEERS, Limited**

EMPRESS FOUNDRY

Cornbrook, Manchester, England



Why You Should Be A Michelin Dealer

No.
14

Michelin Advertising Produces Unusual Results

Michelin advertising produces extraordinary results because it does something which no other tire advertising undertakes or could accomplish.

Michelin advertising not only tells about Michelin durability, but it actually points out unique features in the construction of Michelin Tires which even the most inexperienced motorist must recognize as leading inevitably to greater mileage.

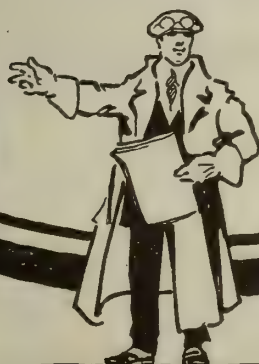
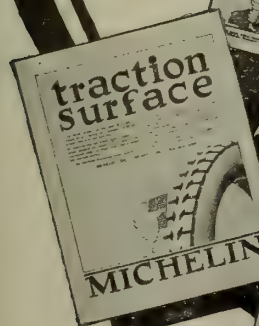
Michelin advertising appears the year round.

It reaches practically every motorist in the country—and above all, it is different and better.

Write for the Michelin Dealer Proposition

**Michelin Tire Co. of Canada,
LIMITED**

782 St. Catherine Street W., Montreal



MICHELIN

THE BICYCLE YOU OUGHT TO SELL

FOR FATHER

H
Y
S

FOR MOTHER

HYS



LOP

L
O
P

FOR SISTER

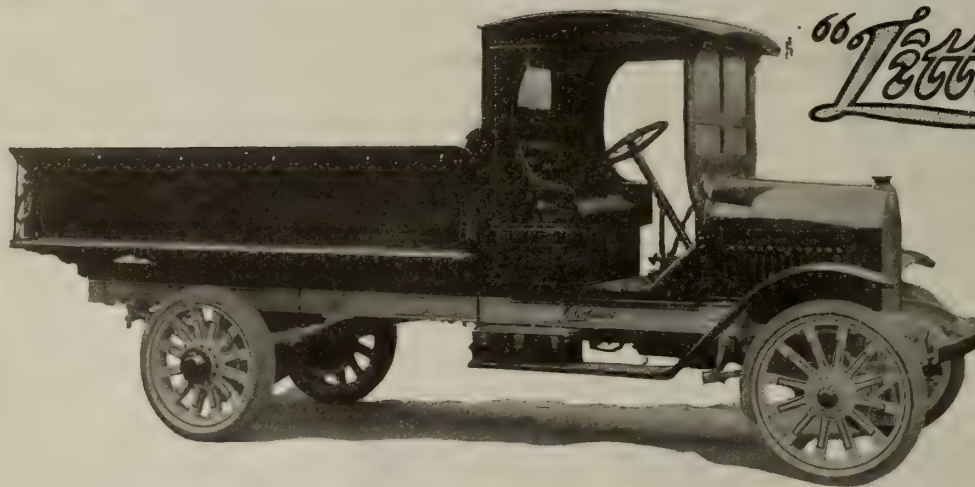
Models for the whole family

It will pay you to write us for our proposition.

FOR BROTHER

HYSLOP BROTHERS, LIMITED

SHUTER AND VICTORIA STREETS, TORONTO, ONT.



"Little Giant"

Worm Drive Trucks

Anywhere
Quickly!

The solution of YOUR delivery problem lies in a LITTLE GIANT Model for your business. One, two, three and a half and five tons

One-Year Guarantee backed by a Corporation with resources of \$14,000,000.

Little Giant Trucks are equipped with Duntley Gas Generator, permitting the use of Kerosene, Distillate or other low grade mixtures at a saving in fuel costs of full 50%.

Canadian Pneumatic Tool Co., Limited

345 CRAIG STREET WEST
MONTREAL

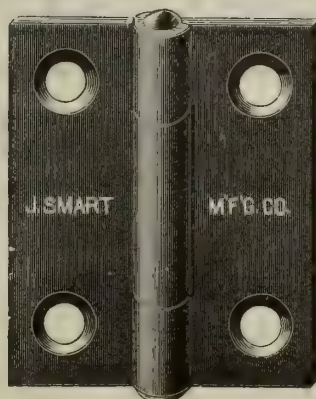
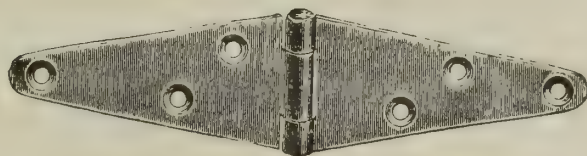
For Territorial Agencies, write
Montreal Office

BRANCH:
107 Church St., Toronto

CANADA FOUNDRIES & FORGINGS LIMITED

ORIGINAL PRODUCERS AND DISTRIBUTORS

BUTTS AND HINGES



Complete line of Butts and Hinges of all sizes and styles.

Highest grade of steel and first-class workmanship.

Write for prices and particulars.

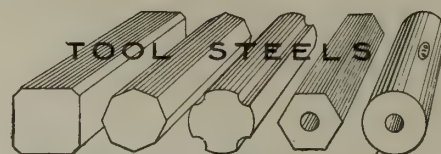
PRODUCED AT

THE JAMES SMART PLANT

BROCKVILLE, ONT.

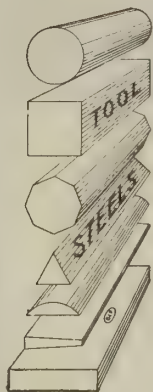
WINNIPEG, MAN.

TOOL



STEEL

FOR ALL PURPOSES



Every Description of Rolled Iron and Steel
BARS, SHAPES, PLATES, SHEETS, BOLTS, ETC.

BAINES & PECKOVER

IRON AND STEEL MERCHANTS

TORONTO

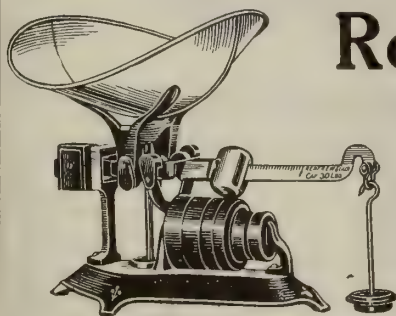
Warehouses:
98-116 Esplanade

Yards:
Harbor District

18-23

The Dispute Settler

Here is a scale that captures confidence the minute you show it. And confidence "sells goods." In a dispute over correct weights, for instance, the owner of a Renfrew can defend its accuracy against any other scale, no matter how elaborate. The Government Inspector's Certificate, accompanying every Renfrew, is indisputable evidence of accuracy in every weight from $\frac{1}{2}$ oz. to 30 lbs. That is one reason why the Renfrew sells like everything, these days. The housewife is ferreting out every leak due to honest mistakes in weighing. Get the



Renfrew

HOUSEHOLD SCALE

Capacity $\frac{1}{2}$ oz. to 30 lbs.
Government inspector's certificate with every Renfrew.
Finished in black or all nickel plate styles.
Write to-day for literature and attractive selling proposition to

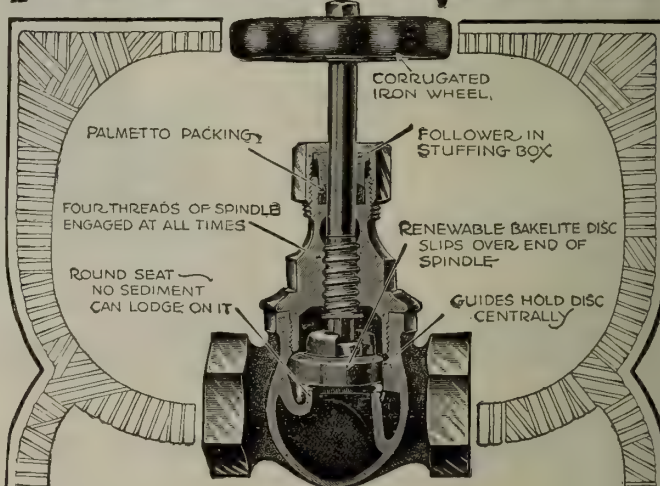
The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.

Eastern Branch; Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scales, Tractors, Wood-Saws, Grain Grinders, etc.

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa,
Toronto, Hamilton, Windsor, Winnipeg,
Saskatoon, Calgary, Vancouver, Victoria.



P X H
TRADE MARK

FILES

**HARD AS A DIAMOND
AND
STRAIGHT AS A STRING
TWO BRANDS
ONE QUALITY—THE BEST
They Cut Faster and Wear Longer**

**PORT HOPE FILE MFG. CO.,
LIMITED**

PORT HOPE - ONTARIO

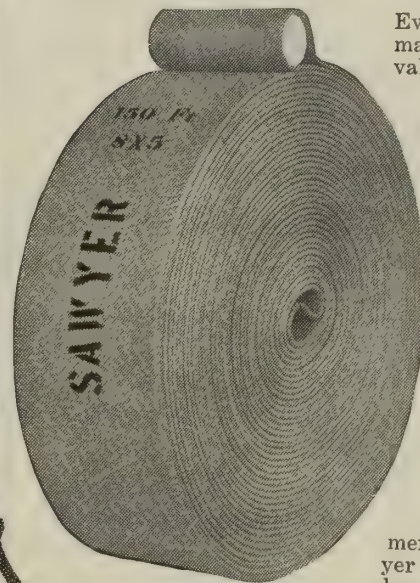
"Ask your jobber"

IMPERIAL

TRADE MARK

PLEWES LIMITED

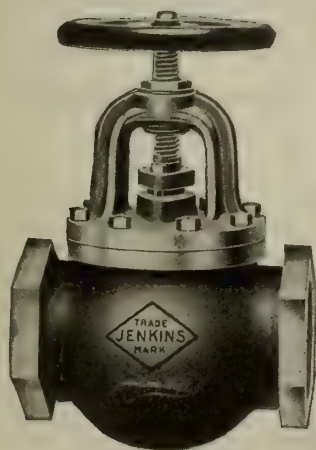
The Famous Sawyer Endless Thresher Belt



Every thresherman knows the value and quality in a Sawyer Belt. He knows they'll stand up under hard usage, remain pliable and elastic in all weathers, are uniform in weight, strength and surface, and unaffected by heat and cold.

There is no gamble for the merchant in Sawyer Belts. They always sell.

WINNIPEG



**FIG. 141
JENKINS BROS.**

**Standard Pattern Iron
Body Globe Valve
Screwed with Yoke.**

For use under steam service there are no valves quite as satisfactory as

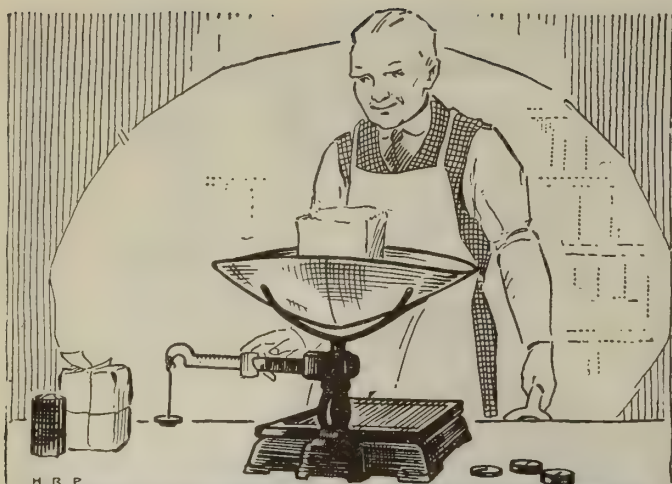
JENKINS BROS. Globe and Angle Valves Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. JENKINS BROS., Limited MONTREAL



Fairbanks Scales

For over 85 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton,
Windsor, Winnipeg, Saskatoon, Calgary,
Vancouver, Victoria

Collins' Patent Stove Pipe

is Easiest

Put Up and Strongest Pipe Sold



A strong and serviceable stove pipe—easy to put together and easily sold.

Fastened with two rivets. Holes are punched true.

We'll ship the same day we receive your order.

The Collins Mfg. Company

LIMITED

415 Symington Ave.

Toronto

HARVEST GLOVES COTTON GLOVES

Also a full line of Leather Gloves and Mitts, Horse Blankets in stock for next season.

Fall goods arriving every day.

Order early and be certain of your fall and winter supply.

Thos. Birkett & Son Co.

LIMITED

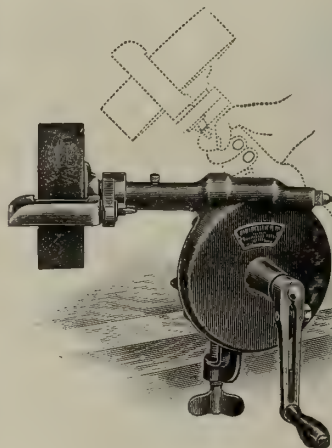
OTTAWA, ONTARIO



American Self-Oiling Grinders

Manufactured by
American Grinder Mfg. Co.

MILWAUKEE, WIS.



Will find a ready sale in Canadian hardware stores. Anyone who has tools to sharpen will readily recognize the superior features of these grinders. Let us recommend your displaying them in your windows and stores.

Leading jobbers catalogue and sell them.

Agents for Canada:

Merchants Hardware Specialties Co., Calgary, Alta.; D. Philip, 138 Portage Ave. East, Winnipeg, Man.; John H. Graham & Co., 113 Chambers Street, New York City.

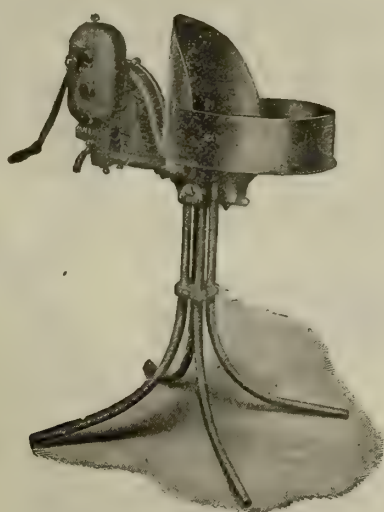
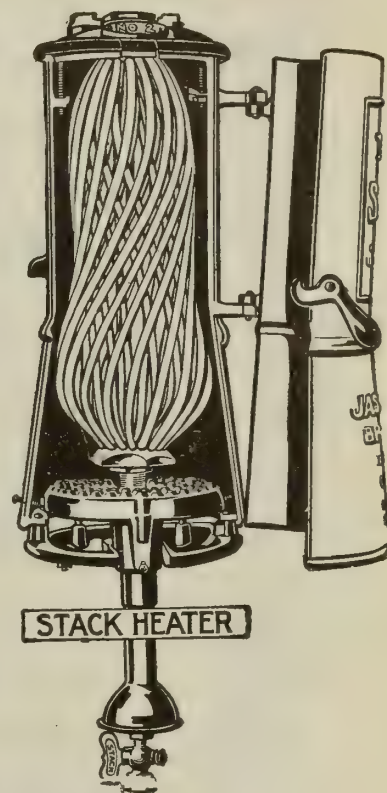
Most Durable and Longest Lived Gas Water Heater Made— And Quickest to Instal

The Morrison Stack Gas Water Heater, in addition to being the most durable and longest-lived copper coil Gas Water Heater made—is the easiest and quickest to instal.

The small extra cost of the Stack is quickly covered by the saving afforded.

It makes hot water in one minute.

James Morrison Brass Mfg. Co., Limited
93-97 ADELAIDE STREET WEST, TORONTO



Canadian Rivet Forges are built to last.

Easy running blower, powerful, uniform blast, rigid steel plate construction.

Write for Catalog 100-19.

Canadian Blower & Forge Co.
Kitchener, Ont.

STOVER HARDWARE

This popular hardware is salable during all seasons of the year. Many items are suitable for 10 to 25c counters. The quality is the best and will make your stock more attractive to the trade.

Send for our new catalog, P-17. Some of the articles it shows are:

Mop sticks	Stove Trimmings
Fireplace fixtures	Pulleys (all kinds)
Latches	Coat & Harness Hooks
Ice Picks & Shaves	Hinges
Chest Handles	Lamp Brackets
Saw Vises	Waffle Irons
Cast Hatchets	Door Pulls
Lemon Squeezers	Nut Crackers
House Numbers	

WE ALSO MAKE

Wind Mills, Feed Mills, Ensilage Cutters and Gasoline Engines.

STOVER MFG. & ENGINE CO
Freeport, Ill.

Canadian Agents:
Duncan & Cadman,
618 McIntyre Block,
Winnipeg.

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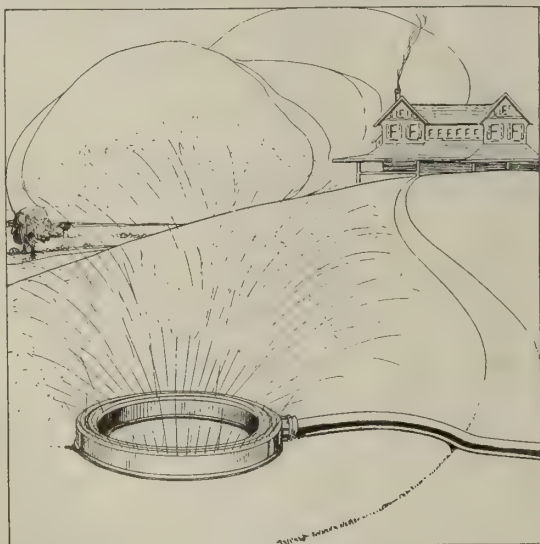
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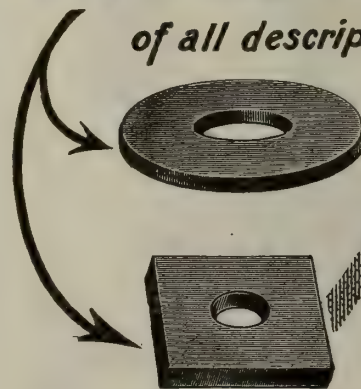
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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX.

TORONTO JULY 20, 1918

No. 29

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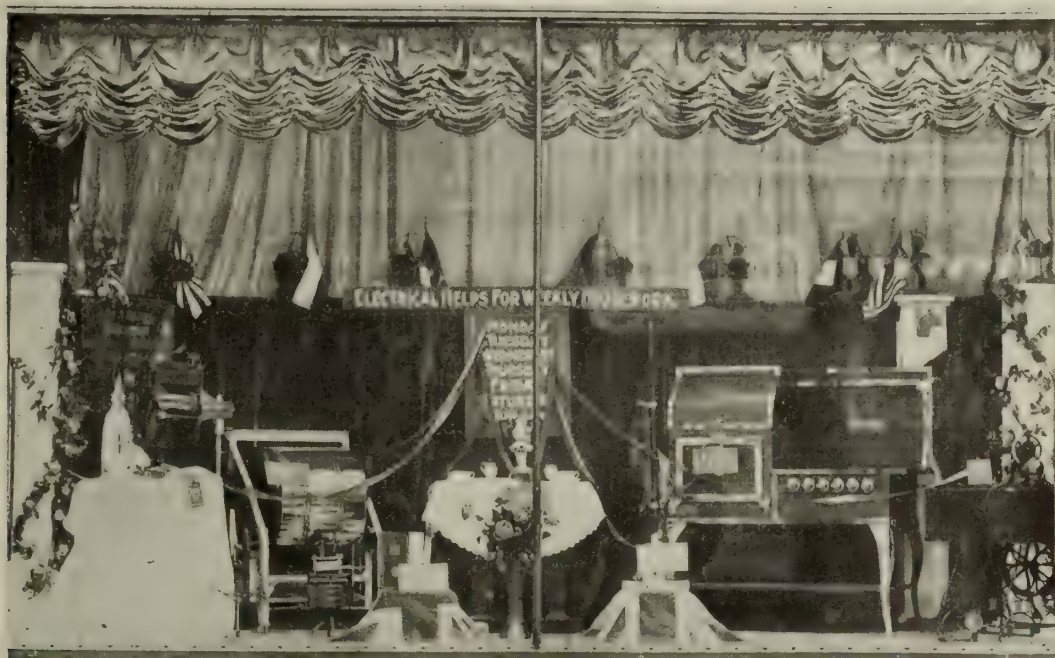
Ask your jobber's salesman about the O-Cedar Special Assortments and O-Cedar Profit Deals.

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Save Coal By Using Electricity

Only in Niagara District is There Shortage of Power at Present—All Other Systems Have Ample—Shortage Will Soon be Overcome in Ontario—Electrical Appliances For the Farm



An Attractive Window Showing "Electrical Helps for Weekly Housework."

THAT the cost of cooking by coal is very wasteful as compared with the cost of cooking by electricity is apparent from the fact that it is estimated the average family of five consumes for cooking purposes about 800 pounds of coal per month. To supply this family with ample cooking current requires 262½ pounds of coal at the central station. In the one instance it requires 5 tons of coal per annum for the cooking arrangements of the average family: in the instance of electric cooking it requires only 1½ tons of coal per annum—only one-third as much.

Taken on the basis of 800,000 homes in Canada who use coal there would be an annual saving of 2,800,000 tons per annum in the difference between what it would cost to cook by electricity and the cost by coal. This is a saving that reaches an astounding figure. And the saving does not stop in the mere item of coal either. For there is a labor saving and saving in the cost of transpor-

tation and the number of freight cars and engines required to transport that amount of coal each year. To bring the coal from the mines in Pennsylvania and other points entails a haul of several hundred miles. The use of electricity for this purpose would do away with the hauling of thousands of coal cars hundreds of miles each year.

Opportunity For Real Conservation

And it should be remembered that this saving is only in the one item for cooking purposes alone. The Society of Electrical Development of the United States estimates there are 9,000,000 users of coal for cooking purposes in that country. And these users require 90,000,000 tons of coal per annum. The amount estimated as used in Canada is taken on the same basis, according to the difference in population.

In Canada where there is an abundance of water power there would be an even greater saving. With the trans-

formation entirely to electrical heating and cooking there would be an enormous saving. This is a condition that is bound to come about. For the present methods of heating and cooking by coal are wasteful and inefficient. It is within the march of progress and events that all waste should be eliminated within the years immediately in the future. There has been such an enormous drain upon the nations of the world in this war that they will be compelled to economize in every possible way in their industrial life.

This is being realized in Great Britain at the present time. In that country a commission on conservation was some time ago appointed to report on ways and means of husbanding the nation's resources. One of the recommendations that committee has made is that there shall be something like sixteen super-power stations located in various parts of the islands for the generation and distribution of electrical current. Coal

that is now used in the individual homes will be turned into power at the central stations and distributed to the users. The saving thus effected is estimated at 50,000,000 tons of coal per year.

Electrical Development in Canada

There are signs that Canada is not backward in her development along electrical lines. Increases in the power facilities are being made as fast as possible. Only recently at London, Ont., it was announced by Sir Adam Beck that orders-in-Council had been passed authorizing the development of 130,000 horsepower at Lake Nepigon, providing for an increase in electrical equipment at Niagara Falls to the extent of \$500,000, and for the development of from 25,000 to 30,000 horsepower at High Falls on the Rideau and on the St. Lawrence Rivers.

Soon Be Plenty of Power

There is a scarcity of power in the Niagara district at the present time, but it only applies to that one particular district. This has been occasioned through the great use for electricity on munition work. There are several sys-

tems in the province of Ontario besides the Niagara system, and all of the other systems with the exception of the Niagara have an abundance of power. For instance, the other systems comprise: The Severn system, Eugenia system, Wasdell's system, Muskoka system, St. Lawrence system, Ottawa system, Port Arthur system, Renfrew system, Central Ontario system and the Ontario Power Company.

The chairman of the Hydro-Electric Commission stated that the province of Ontario would be in a position to supply the United States with 200,000 horsepower by the Fall of 1919, increasing 30,000 horsepower a month until a maximum of 300,000 horsepower was reached. From this it will be seen that there will soon be an abundance of power available for every purpose. During the past two years the capacity of every system in Ontario has been doubled. It is the plan of the commission to have available within five years 2,250,000 horsepower, which is equivalent to 50,000,000 tons of coal.

Power for the Farm

And it is not alone in the city that this power is going to be available.

Already it has been carried to many of the farms of the Dominion and will be carried to still a great many more. The lighting of the barn and the farm house by electricity will soon be as essential as the use of the automobile. In each of the farm homes of this Dominion there is the possibility for the sale of electrical equipment and appliances. Each farm will require its lighting system, its motor-driven churn, its motor-driven washing machine, motor-driven sewing machine, motor-driven separator, automatic milkers, electric ranges, electric toasters, electrical fixtures, electric irons. The list of articles is indeed innumerable. The hardware store is the logical place for the farmer to get the majority of these lines. The hardwareman should be prepared to take care of this trade when it is ready to come to him. It has already started to come to him in considerable amount, but the business possibilities of these lines have as yet only been scratched. Electrical development is the trend of the future and those who take time by the forelock and prepare for it now will be the ones who will benefit when the full surge of the business sets in.

The Specialized Newspapers

Why the Daily Press Does Not Publish the Important Information Bearing on Conduct of the War is Explained by Col. Maclean—The Business and Technical Newspapers Have Made Careful Study of Conditions

LIEUT.-COL. John Bayne Maclean, president of the MacLean Publishing Co., has been writing for MACLEAN'S MAGAZINE a strong series of articles on the war which have without doubt been creating more interest among Canadians than any other articles published. They give a clear insight into conditions under which we are working and go into a great many points untouched by the daily newspapers. In the July issue of MACLEAN'S Col. Maclean, deals with the influence of the specialized business paper and explains why it is in position to give its readers definite, practical information that the daily press either has not access to or not the specialized writers to present it properly and intelligently. His article says:

"The question has been asked many times how it is that the big daily newspapers have not had access to and thus have not published the long series of important and conclusive information bearing on the war and political problems that have appeared in our columns. Do we know more than the dailies? Generally, no; on many matters, yes.

"The writers on the dailies are far better informed on a greater variety of current topics of general interest than we of the specialized press, but we have the advantage in our much more thorough knowledge of a number of particular topics.

"The dailies are the general practitioners of the newspaper profession,

while the financial, business, technical, agricultural and other class newspapers are the specialists. In fact the smaller dailies and rural weeklies are to some extent specialized also, in that they devote the greater part of their space to local problems. Many weeklies now give no space to national topics excepting where they affect local conditions. One rural editor told me that when Queen Victoria died not a line appeared in his paper, but that week he devoted a column obituary to an old resident in a back township.

"Specialized newspapers are a development of the last half century, to fill a demand for more complete news on certain important topics than the daily papers can afford to procure or give space to. Many of the greatest class papers are little known outside of their own field; but there, if they are well edited, they are very powerful and have built up such a reputation as accurate, honest, fearless authorities that the good will of any one of half a dozen leaders is valued at more than the good will of combined dailies of Toronto. The *Iron Age*, for example, the weekly authority in the metal manufacturing industry, is valued to-day at over \$3,000,000.

"Some years ago the city of Toronto paid the editor of another class paper \$10,000 for his advice on an engineering problem which he prepared in his spare time. You can estimate the value of his regular weekly services to the permanent readers of his paper. Notwithstand-

ing this there are some newspaper editors in Toronto who are still so far behind progress that they want such papers suppressed that they may have a monopoly of news selling. The manipulation of the Associated Press in the interests of inefficiency shows what would happen if they had their way.

"Many of the specialists on the class papers are recruited from the best writers on the daily press, and there may be several of them, highly paid, studying, investigating, travelling at great expense in the interest of papers that have not more than 2,000 to 3,000 subscribers. But these subscribers may be the most important men in the country, having invested in that particular field tens of millions in money and employing or depending upon them hundreds of thousands of Canadians; and who depend, for their most important news, upon these specialized newspapers.

"There is another great difference between the work and training of the general and the specialized writer. The chief aim of the former is to seek out the current, novel and sensational, and to write and to display it in the way best calculated to attract attention and promote the street or newstand sales of his paper. He must be most careful to please his readers by expressing no opinions or by appealing to their prejudices. Otherwise they will buy a competitor's paper next day. There are, of course, some outstanding exceptions where a paper is so much stronger than others in its field

that it can afford to be, and is, independent.

"The specialists must not only follow their own particular lines and keep in touch with all the topics handled by the general writers as they affect their readers, but must dig deeper down. The general writer's work is done when he records happenings, sometimes inaccurately and unfairly for lack of time. The writers in the business papers must also study the immediate and future effects on the investors and men and women employed in his particular industry and indirectly on the whole country.

"Again, the general writers cover primarily the official world, and the chance occurrences that originate there, from the police and fire halls, courts, municipal buildings, small ward politicians, public meetings, conventions and on up to the departmental officials and professional politicians and wire pullers at the provincial and national capitals. We do not pay as generously as we should, and there is no doubt we have many able men in our public service and life who could earn more elsewhere, but who are enthusiastically and conscientiously devoted to their work. But a great many are mediocre in ability and regard their jobs as the life pensions for party services. Yet these are the men who, to a great extent, inform or misinform, and inspire the general writers, the Associated Press and special correspondents.

"The special writers come in contact with very few of this class. They have to handle the big problems, and their information must come from the highest sources. Their daily life is spent among the leaders in finance, industry, business, agriculture and labor. If it is a question affecting business they must see the Cabinet Minister in whose department it is, or the Prime Minister himself. And usually he is just as anxious to see the specialist as the latter is to see him. For often he knows more about the matter and the effect it may have than does the Minister. If it is a big railroad problem the presidents must always be seen. An important financial matter calls for an interview with the ablest bankers or other specialists. All for information, not inspiration or advice. The class newspaper specialists must see other sides to a question and act on what is in the best interests of all—the general public as well. Also they must be accurate whether it pleases their readers or not.

"In the evidence which came out in the correspondence seized by the Government in the grocery and in the metal trades combines investigations some years ago many letters were made public showing the strenuous, but unsuccessful, efforts that had been made by some of the big men in these powerful organizations to secure the support of *The Canadian Grocer* and *Hardware and Metal* to policies that we, with our broader outlook, saw would rebound, as they did rebound, upon the promoters. Two of the men who were defendants in these cases were big enough to tell me since that we were right. It is interesting to note now that for years I was accused of being in

league with these combines. The publication of some of the seized correspondence and minutes showed that while our relations were friendly I had refused right along to be their organ. Our policy lost us many thousands of income in advertising, but became an asset in the increased confidence of our subscribers.

"What I have written is in explanation, not condemnation, of a condition and a system the world over. In proportion to population no country is more honestly or better served by its big dailies than is Canada. But they are liable to be misled by men seeking to gratify their own envies or prejudices. The Canadian Associated Press as it exists to-day originated in my own office—see records Canadian Press Association—at a time when British news came to us through New York, where it was sometimes doctored to meet the prejudices of certain U. S. readers to such an extent that it was developing a misunderstanding of the motherland in Canada.

"But the C. A. P. can even now be unfairly manipulated. When Colonel Bruce and his committee of Canadian officers on Sir Sam Hughes' instructions investigated our medical organization he uncovered fearful conditions due to inefficiency, favoritism, neglect, under which our men suffered and millions of Canadian money was wasted. Sir Sam's enemies and the men responsible for this state of affairs brought influence to bear, and an Imperial officer, Sir William Babbie, was requested to pass on the Bruce report, which he did in very unfavorable terms. Influential in the Associated Press were certain Canadian newspapers which were fanatical in their dislike of Hughes, and the Babbie report was played up right across Canada. Then a peculiar thing happened. The report of the committee investigating the Mesopotamia affair showed that Babbie was the man chiefly responsible for the medical arrangements that will go down as one of the most disgraceful occurrences in our military history. Yet the Canadian Associated Press in dealing with this gave all the other names, but carefully omitted any reference to Babbie and the severe exposure of his incompetence. Not a word of this got out in Canada until we published the real facts in *The Financial Post*, taken from the original reports in our own office. The London papers of that date were then referred to and it was found that none of them suppressed Babbie's name, which suggested conclusively that certain interests behind the C. A. P. had intentionally omitted it. It is needless to say that such tactics created intense indignation among the more reputable dailies. It was brought up at a meeting of the C. A. P. but certain Toronto interests have so far succeeded in side-tracking a free discussion.

"The specialist in journalism leads a strenuous life. He is constantly in conflict with rival interests and he must ever be on the alert to avoid being misled. The only advice I got from my chief, when I began to specialize on finance and business, was: "All men are liars when their pockets are affected; verify everything." I have not found them so. I have seldom

been misled by a big man. But small men hedge or are untruthful.

"The problems and information I have been dealing with in these columns may be new to the general writers on the daily press, but they have been more or less part of my daily life for well over thirty years. We have had to follow them for their immediate and future effect upon the business interests of the country. And I have had the additional advantage of twenty-eight years' continuous service in the Canadian militia, nearly all of it as an Adjutant or Commanding Officer. Add to it the control for many years of the *Canadian Military Gazette*, in our long fight for the Army against Headquarters inefficiency and political interference. Finally a short experience attached to an Imperial Cavalry Brigade, with Gen. French in command and Haig as one of his staff, gave me an insight into British army conditions as they are; and an increased admiration and respect for the splendid capacity of our military leaders, if given the support and opportunity our damnable politicians refused them.

"International affairs have not hitherto come within the sphere of Canadian writers, and I have had perhaps a little more experience than the average Canadian journalist. My best friends in Europe for many years were two Tory journalists, J. M. Maclean, M.P., a relative of the former Canadian Chief Justice, born in the West Indies, educated in England, lived many years in India; and Lord Glenesk, owner of the *Morning Post*. The big political problems of Empire were their constant topic of conversation and correspondence. They feared the present international developments. Premier Salisbury's inactivities and his and Balfour's surrenders to Germany and Russia in the East worried them. Lord Glenesk considered the Asquith Ministry a positive danger to the Empire. Writing me shortly before his death he said: "I am sure that your active intelligence and powers will be steadily worked at this crisis when the doings of our new ministry are tending to imperil so much of what you and I hold precious." He clearly saw where such a group of incompetents were leading the Empire.

"I would have been very useless, indeed, if, with all these experiences I had not gained a fair knowledge of actual conditions and come into most cordial and confidential relations with a number of the truly great British soldiers and sailors who have been doing some of the big work in this war. Some of them have not hesitated to write me frankly and fearlessly in endorsement of the policy I have been following.

"Anyone with common-sense can see there is no miracle in obtaining the information I have published, or in pleading for the changes absolutely necessary to help our army and navy to win the war. I am merely reflecting the views of our great men who are on the spot and know what they are talking or writing about. They demanded first "Pitiless Publicity," knowing that it will lead to reform and efficiency. One of the

(Continued on page 48.)

More Paint Should Be Used and Sold

Charley Wright, of the Acme Hardware, Gives Jim Rogers Detailed Suggestions For the Financing and Administration of a "More Paint" Campaign—He Criticises Present-day Methods of Advertising and Its Distribution

IT is out of all records when Jim Rogers had ever sat as long in any one place, and allowed any one man to monopolize the long end of a discussion as completely as he had permitted the proprietor of the Acme Hardware Co. to do in presenting his views concerning the paint trade and the possibilities for its extension in Canada with his "more paint" idea.

It wasn't from lack of interest in the subject. It was downright, unmitigated concern in these new viewpoints that kept him glued to his chair and his attention fixed on Charley Wright's proposed extension of co-operation in the trade. There appeared no incongruity in the minds of either this retail buyer or the travelling representative of the manufacturer of paints and varnishes that such a scheme should be hatched over a plain oak desk in the two by twice office of an average town merchant. Charley Wright had selected bold facts as the basis for his argument, he spoke from the accumulated depths of everyday experience in presenting his reasons for changes and co-operation. Yet how often had weightier men directly responsible in a larger measure for the distribution of paints and varnishes discussed hitherto unco-ordinated fragments of this question in upholstered luxury around the directors' mahogany and without approaching a solution as comprehensive as Wright was propounding.

The evening dusk gradually extended the length and density of the shadows in the Acme office, but it in no way dampened the ardor of either Wright or Rogers who were all unconscious of time as their conversation waxed in interest from one point to another on the subject of more paint!

A lull brought about by Rogers' persistent devotion to his notebook drew Wright's attention to the deepening shadows. He reached up and turned on the tungsten.

Rogers thinking that possibly this might be a hint for adjournment remarked, "Your wife's welcome home will feel as though it had come from the ice-box if I keep you here much longer, Charley, a cold shoulder and a cold supper for yours to-night."

"I'll fix that up over the phone," answered Wright. "Since we're both warmed up to the subject I'd rather take a cold snack than leave a half-baked argument."

"Same here," rejoined Rogers, "give me that phone and I'll fix it with the International for a dinner when we're through, there ought to be something on me after all this talk, even if it's only a meal."

Committee Ready For Action

"Let me see," reflected Wright, "I guess it's about time we were getting down to details—and any discussion of details is never a one-man job, so we'll have to ring in that committee representative of all branches interested in the trade. Under the limited circumstances you and I'll have to constitute a quorum to thresh it out."

"Motion before the house is moved and carried," applauded Rogers, "anything to boost this thing along. Committee is now ready for action. You're chairman, I'm secretary. We'll find a treasurer easy enough when we've raised the cash for this enterprise."

Anyone to whom an advertising appropriation has been doled out grudgingly or otherwise and who has followed the conversation between Charley Wright and Jim Rogers will readily agree that they were rapidly approaching the Gordian knot of their more paint project in any attempt to budget through the necessary financial backing.

Rogers had learned, from scraps of conversation with the advertising manager of his house, that extracting the where-with-all from the big boss for any new advertising venture was the direct antithesis of taking candy from the baby.

"As you said awhile back, Charley, the chap that can devise ways and means of separating sufficient coin from all the branches of the trade to put this scheme over

will certainly have to take a bull-dog grip on the hip-pocket end of the trade and pull for grim death."

How to Get the Cash

"It all depends on how you put it up to them," countered Wright. "If you approach them for contributions, subscriptions or anything of that sort with an air of 'come across, old chap, it's for the general good of the cause,' you're pretty sure to meet with a 'Oh, yes, put me down for a ten-spot, now beat it; I'm busy' response. The low per capita consumption of paints and varnishes in Canada points to excellent returns on a sound investment in this propaganda. My idea would be to approach each one just as confidently as if you were selling Victory Bonds or C.P.R. stock. The financing of this more paint scheme will stand far better chances for survival if we call it an investment and treat and administer it as such."

"I agree with you there," responded Rogers, "but I happen to know that individual advertising investments have never been unduly thrust upon their respective managers; unlike mushrooms, they don't spring up just anywhere overnight. The most important question before the house seems to me to be how are we going to collect from the variety of interests that ought to be in on this scheme?"

Wright's hesitation signified a measure of apprehension of the difficulties in this direction as well, although he approached the question without dismay. "We mustn't lose sight of the fact that this whole scheme is to be co-operative, the carrying out of the details must be administered in the same fashion with constant attention to having the returns collective and co-operative. It will be also necessary to remember that like all individual advertising investments, the measure of the cloth will determine the size of the coat to be cut. However, we might look at it from the other end, too. Considering those figures stuck up in front of us last fall, we have pretty well sized up the subject to be fitted and could tailor away accordingly. In other words the amount to be invested should be determined by the size of the opportunity and task presented. Now this ought to keep our committee out of mischief and provide other diversion than auction pinocle or figuring up and comparing our probable income tax. Each branch of the trade could have placed before it some idea of the possible returns and would be expected to invest accordingly."

"Can you put your ideas down in figures, Charley?" pressed Rogers.

"You want to get me on thin ice, don't you?" parried Wright. "However, here's where our pencil and paper will get some more action. In the first place let's divide up our collection of interests into little bits and go at it one piece at a time."

"As chairman you do the dividing, Charley, and being secretary, I'll engineer the pencil and chart out the plot," volunteered Rogers.

"Take them down in this order," began Wright; "manufacturers of paints, varnishes and colors, manufacturers of linseed oil, pigments and other raw materials, can makers, master painters, makers of brushes and other supplies, jobbers and retailers."

"Any sub-heads?" enquired Rogers.

"No! I'll probably dive deep enough into this budget, stay under longer, and come up drier than any chancellor of the exchequer ever dreamed of, without using sub-heads for sinkers," laughed Wright.

Manufacturer in the Press

"Alright then, let's put the paint manufacturer in the cider-press and see how much juice you can extract," suggested Rogers with a twinkle in his eyes.

"As I pointed out last fall if our more paint plan could induce Mr. and Mrs. Householder to make their annual paint up every three years, as it should be, it would come pretty close to netting Mr. Manufacturer

\$15,000,000 annually instead of the present \$3,000,000 he now realizes for the protection of our 1,600,000 homes."

"That means \$12,000,000 increase which you'll admit is some figure," added Rogers.

"This world is forgetting to figure in anything else but millions and billions," continued Wright, "and taxes are jumping into their own accordingly so we'll assess our friend Manufacturer 1-5 of 1 per cent. on his expected returns."

"That gives us \$24,000 to start with," noted Rogers, jotting the sum on his pad, "that sounds simple enough but do you think they will cough up?"

"Never know till you try," suggested Rogers, "if I could pour into the ear of old Colonel Cap. I. Tal the cold proven fact that \$24,000 would return \$12,000,000 or even half or quarter of that sum, I could lead him around by the lug wherever I chose."

Raw Material Now in the Hopper

"Alright, then, let's put Mr. Raw Material into the hopper and see how much you are going to separate from him," continued Rogers.

"Naturally his returns will ratio with those of the manufacturer, although I'll have to rely on you for the figures this time, Jim. How much of this \$12,000,000 would be represented by raw materials in the products turned out?"

"Offhand I'd say from 50 per cent. to 60 per cent.," replied Rogers.

"How much of that is the can and package maker responsible for?"

"Probably 10 per cent. to 12 per cent."

"And say the linseed oil crusher?"

"Probably 20 per cent. to 25 per cent.," ventured Rogers; "of course, Charley, this is only a rough estimate in dollars and cents value, no doubt the house could figure it out more closely if they wanted to."

"Approximate estimates will serve our purpose for the present, Jim, it would be up to the permanent executive bureau to collect these figures more accurately from the different manufacturers. Now for argument's sake we'll hold the supply houses responsible for 60 per cent., or \$7,200,000 of the manufacturer's increase and we'll tax them 1-10 of 1 per cent."

"Another \$7,200 to grind out 'more paint' education. This beats a tag-day for the Belgians to a frazzle," gloated Rogers.

"Of course this would be divided up amongst them in proportion to the amounts that they supply."

"By the way," interrupted Rogers, "you didn't suggest how you were going to settle each manufacturer's share."

"No, they'll have to settle that amongst themselves. I don't want to deny them the privilege of settling a certain amount of these details. While this scheme is a co-operative affair, I don't wish to attempt to extinguish any existing individual identity. There are several ways that they might do it—as for instance each manufacturer could contribute pro-rata on his invested capital—or they might do so pro-rata on the gallonage each one produces. However, that's a matter they can decide amongst themselves."

Master Painter in the Scheme

"Now then for the Master Painter," suggested Rogers with a good deal of curiosity in his eye and voice. "He's your next victim."

"H'h," murmured Wright, "now then we have a real nut to crack. I happen to know that there are a good many of the more wide-awake master painters that are quite well aware of the possibilities of a 'more paint' campaign. In fact, some of them are doing all in their power to promote efforts along this line. Their plight lies principally in their lack of organization and when you face that problem you go up against a real hard stone wall. It is a great deal more difficult to allot any levy against unorganized effort than it is to ask a thoroughly organized branch of any trade to invest in such a proposition as ours."

"You've said something now," affirmed Rogers, "but it strikes me that if this 'more paint' idea carries, it would afford the master painter an excellent opportunity to organize more thoroughly and to assume more of its responsibility as it goes along."

"That's just exactly one of the things I wanted to bring out later on when I told you about Jake Saunders

and his work on Bob Wagner's house," answered Wright. "Now perhaps we can use some of our figures to give the master painter an insight of what lies before him. Of course the biggest percentage of his returns will be in labor, and when you come to tax labor you can begin to look for a fuss with compound interest. His possibilities can be approached in two ways. We've estimated 1,600,000 homes in Canada, which if each one is painted every three years, gives him 533,333 or thereabouts to work on annually. Now I don't suppose he'd undertake to paint these under an average of \$50 apiece for labor alone."

"Your estimate happens to be low, lower perhaps than mine was for paint materials for the average house," interrupted Rogers.

Great in Labor Possibilities

"We'll let it go at that," continued Wright, "but as low as that may be it would yield upwards of \$26,500,000 annually. That looks pretty big and it is big. If our 'more paint' idea did nothing else than promote the opportunity for that amount of labor it certainly would accomplish something. No single industry in Canada had a wage bill anywhere near that size in 1915. In fact there were only two or three groups of industries that anywhere approached it. The food industries paid a little over \$22,000,000, textiles \$27,000,000, iron and steel products \$27,267,716, timber, lumber and re-manufactured products \$28,964,555. These were amongst the largest wage bills paid. The trouble is our figures for the master painter at best are only estimates, and we have no known statistics under normal or existing conditions to make comparisons with. There is another way of approaching an estimate of his returns also. Take into consideration the possibility of \$15,000,000 for the manufacturer, and the usual estimate that about 75 per cent. of the cost of painting is used in labor, this would give us a labor bill of \$45,000,000 for paint application. Modify this by the fact that perhaps 50 per cent. of your manufacturer's goods would be used by the householder himself which would leave \$7,500,000 used by the painter, with a consequent labor bill of \$22,500,000. Even this is a pretty large sum to swallow, so to be on the safe side, let's take a whole lot of possible considerations into mind and shave our estimated labor returns down to a net of \$15,000,000 in wages for our friend the master painter to handle."

"Jumping Jehoshaphat!" yelled Rogers, "you're nothing if you're not an optimist, Charley. The way you look off into starry space would make the horn-rimmed high-brow at the end of the Lick telescope look like a small boy viewing his first eclipse through a smoked window-pane."

"I'm glad you've got that off your chest, Jim. This is a business meeting and not a cartoon exhibition," replied Wright, with some heat at Roger's levity. "I'll admit these estimates for the painter are pretty much guess work. It may appear grotesque to you, but what I'm trying to do is paint a picture in words and figures of what the future possibly has in store for him."

"Alright, I'll stop throwing cold water on your ideas," hastened Rogers soberly. "I think the boss had men of your type in mind when he told a bunch of us one day that a man who would make suggestions for the firm was worth ten who sat mum and tight in their ruts, even if his suggestions were all wrong. How much revenue are you looking for from Mr. Master Painter?"

"Put him down for 1-20 of 1 per cent.," said Wright decisively, "we might not get all of it but we'll put it up to him, anyway."

"That's \$7,500 more in grist for the mill," responded Rogers, putting the sum down in the estimates. "Now then for our other friends such as the brush manufacturer. Do you think he'll stand for a touch of this nature?"

"Forget that word 'touch'!" protested Wright; "as I pointed out to you we are considering the financing of this scheme as an investment and I'm taking this matter seriously as such. We have discussed this matter pro and con from a good many angles and I haven't any doubt that there have been a good many pro arguments and advantages in it that will hold out good sound financial inducements to the brush manufacturers to come in as well. Let me point out a single instance. You've

(Continued on page 44)

Make Stencils for Rapid Cardwriting

Midsummer is a Month of Sales in Order to Stimulate Business — Show Cards Will Help Move Goods—Colored Cards Have Drawing Power—Cardwriting Made Easy

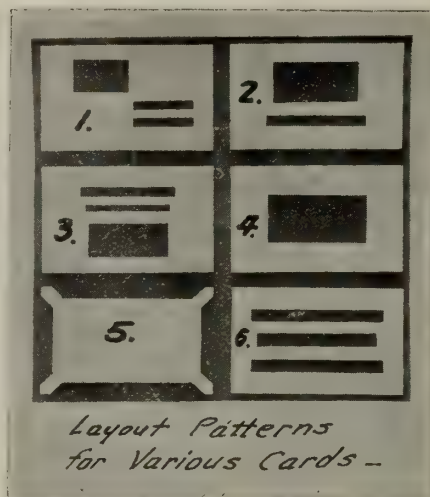
By Robt. T. D. Edwards

JULY or midsummer is universally recognized as the season for sales. This has come about on account of it being a quiet time of the year for the retail store, and in order to stimulate business sales of regular stock or specially bought goods are put on. So with the knowledge that these sales must have some special display cards it behooves the cardwriter to make his plans now.

This month's lesson is especially dealing with quick work, both in letter formation and in method of doing it. There are two things we must recognize as being most important for sale cards. They are speed and effect. First, we must select an alphabet which can be formed quickly with as few strokes as possible, and on the other hand, the cards must be effective and hit the customer as being something out of the ordinary.

The alphabets we are showing in the chart are very speedy and yet readable, and can be worked up with two color combination on show cards, with good effects.

Both these alphabets are entirely brush stroke throughout, the first being of Egyptian formation and the second a knock-out type, which is much more



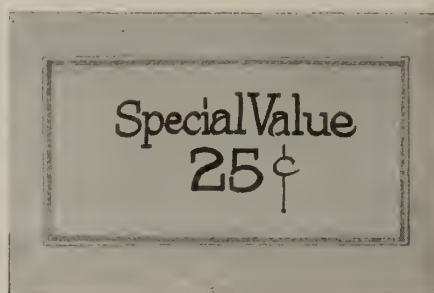
cards, as shown in Fig. 2, were lettered at the rate of seven seconds each. This does not include ruling the border. Of course, this takes considerable practice, and would take the person, who only does a few cards a day considerably longer.

Practice is the main thing. Practise each and every stroke many times, and the ones you have the most difficulty with you should practise most. Each stroke is numbered and should be made in its turn. Draw the brush from left to right and from top to bottom.

Make sure that the brush is in good working order at all times. It should be kept flat-pointed with a good clean chisel edge, both in use and when put away. Always wash the brushes out thoroughly in clean water, making sure to remove all particles of color from around the ferrule. This is one of the most important points in the care of the brush. If the color be allowed to remain in the upper part of the hair, in time the hair will split and render the brush useless. Remember good brushes cost money and should be taken care of as you would your watch.

Life Needed in Sale Cards

If the brushes are in the best of con-



dition you will find that a finishing stroke is not necessary to make the ends of the strokes square. The straight edge of the brush skilfully handled will suffice.

For sale purposes you need more life to the show cards than just white card with a black letter. Many various color combinations are worked out by the various stores. Some use a white card with a blue letter, or a white card with a green letter, both being good summer colors. Many use colored railroad cardboards, with colors of ink to correspond.

A blue board with a white or black letter, or a combination of both, make a good card, or a green card with a black letter. There are many other combinations, especially for two-color work. The use of yellow and red cards, in our estimation, is just a little too warm for the hot weather and should be avoided.

Of course, there are some cardwriters who do not have a great number of cards to make, and who can make all their layouts individually. But the majority have at frequent intervals to do many cards of the same lay-out, and it is to these that we make the following suggestion:



Standard-Sized Cards

Throughout your store you, of course, have standard-sized cards, and in all probability they are 5½ x 7, 7 x 11, 11 x 14, etc. The lay-outs of these cards, with the possible exception of a few, are all very similar. For instance, you have price cards only—those with one line at the top and a price, also two lines at the top and a price; price at the top and one line underneath, and three lines without a price. These will invariably catch the majority of lay-outs, and they should be standardized—that is, they should be kept uniform, and to do this successfully you require various lay-out patterns for the different sized cards to be used. These patterns can always be kept on file and ready for instant use.

By this method you are always sure of getting the lines square on the card without the worry of using a "T" square, and

**Lawn Mowers
Garden Hose
Rakes Etc.**

*Reasonably
Priced—*

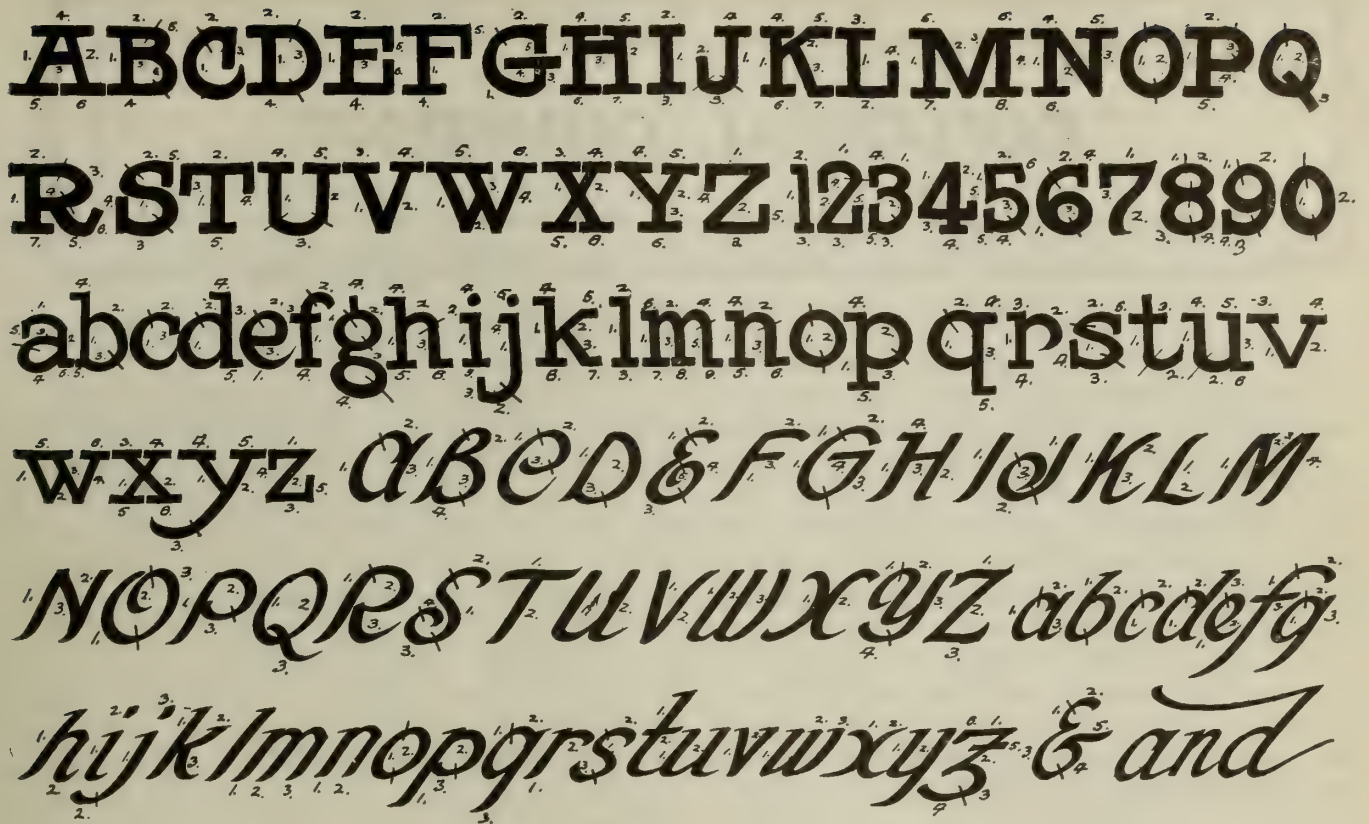
speedy than the first. No finishing strokes are needed on this one. The latter type is especially adapted for rush sale work. For quick work this formation cannot be beaten. A 7 x 11 in. card with one line and a price can be made in a few seconds.

For Better Class Show Card

While these two forms of lettering are especially adapted for sale purposes, they can be used to good advantage on a better class of show card as well. If you work in a large store, it is well to adopt a uniform style of lettering throughout, and no better type could be selected than the one illustrated. There are no unnecessary strokes used.

Speed in Cardwriting

Just to give an idea of how quickly the slant type can be formed, four 5½ x 7



the work can be done in a quarter of the time.

Decide on Letter to be Used

The first thing to do is to decide on a standard-sized figure and letter to use. Then make the various lay-outs you require. Mark them out in pencil first, making sure all lines are parallel with the top and bottom of the card. When this is done, cut out the spaces where the lettering is to be, as shown in Fig. 1.

The stencil should be made of some stiff cardboard, which will wear well, and a sharp mat cutter's knife should be used to do the cutting. Have the stencil edges clean, not ragged.

To do the ruling use a hard lead pencil and make the lines very faint, and they will not require erasing. A stylus is sometimes used to rule the cards. This makes a crease only, but should not be made too deep. A round stick of hard wood, such as a penholder with the reverse end sharpened, makes a very satisfactory tool for creasing the cards.

Your attention is called to Fig. 1. Here stencil. This is the most popular lay-

out in large stores. The first line can be used for description, the second for regular selling price, and the third for the reduced price.

No. 4 shows a single price stencil.

No. 5 shows a stencil that can be used for ruling a pencil border. The four points on the corner are left so as to get the pattern straight on the card.

No. 6 shows a three-line stencil. This are six lay-outs which will give a fair idea of what a completed stencil looks like. The black inside sections are the spaces which have been removed.

No. 1 shows a two-line and a price stencil. This can be reversed and have the two lines at the top, with the price spaced at the right-hand bottom.

No. 2 shows a space at the top for the price and a line underneath for some wording or regular price. This stencil can also be reversed to put the single line at the top and can be used for various wordings.

No. 3 shows a two-line and price lay-out is very often used for a descriptive card. There are many other lay-outs which could be shown, but these will give you an idea of how to carry out the stencil idea to your own lay-outs.

The collection of cards shown here illustrates some of the various ways this quickly formed type can be used. These cards are not intended for masterpieces, but merely to show how readable a quickly made alphabet can be.

Finance Corporation is organized and ready to do business, but a serious difficulty has been encountered in dealing with the class of cases for which it seems to have been chiefly designed, which consists of corporations in need of capital either for refunding or expansion purposes. It had been assumed that bankers would provide the capital wanted in such instances, and then recoup themselves by borrowing upon their own notes through the War Finance Corporation, which, above its own capital of \$500,000,000, would obtain credit at the Federal Reserve banks. But it develops, as might have been foreseen, that bankers are unwilling to expand their liabilities in this manner. Commercial bankers would be outside their proper field of operations in lending them credit for the purpose of providing capital, and investment bankers would find the policy equally impracticable. Their business is not to carry investments, but to distribute them, and they need to have their capital in hand.



U. S. WAR FINANCING

The circular of the National City Bank of New York says: The War

EDITORIAL COMMENT

BRIEFS

THE extent to which enemy inspired incendiarism and sabotage has prevailed in the United States has been so much greater than in Canada that many of our plant owners may be permitted themselves to be lulled into a false feeling of security. An ounce of prevention is better than a pound of cure, and precautions against enemy damage are just as essential as precautions against fire, contagious disease or any other known and avoidable danger. Despite the care and knowledge displayed in the erection of war time factories, there are always some few things which need adjusting after work is started and many of these involve a high degree of tact and good administration before they are finally disposed of.

* * *

MERCHANDISE is the equivalent of money from a trading standpoint, and should be dealt with in the matter of credits similarly to the manner in which money is handled by the banks. Many persons who could not raise a loan of any small amount of money from a bank can negotiate a credit of many times that amount at the local hardware or grocery store simply because the local merchant in his desire for increased volume of business shuts his eyes to the undesirability of granting credit to certain customers and to the matter of educating the public to place a higher valuation upon his credit.

* * *

MODERN methods are being established throughout the business world to-day in keeping with the advances of the age, and those who adopt such principles are gaining increased prestige and more friends than the ones who stick to the old careless methods of years ago. Efficient service in every branch of the business is admired by the buying public and respect and admiration is gained thereby. There is no reason why customers of all classes cannot be educated to settle their bill promptly at stated intervals. There is in fact no good reason why most of them should not pay cash.

REMOVING OUR BURDENS

THE hope for meeting the burdens which the war has placed upon us in the way of interest obligations is in the production of goods which will utilize our natural resources and which can also be

manufactured with our present resources and marketed with more or less facility.

The attitude of Canadian manufacturers toward export business has been the subject of much discussion in recent months, and in view of disparaging remarks from some parties it is interesting to note that the Canadian Bank of Commerce has not grounds for attributing to Canadian manufacturers reluctance to enter foreign markets.

Discussing the impression that a foreign buyer is not as reliable to do business with as a domestic customer, the bank referred to declares this to be erroneous—"It is true that the foreign importer frequently seeks time on his purchases, so that if our exporters hope to secure orders in countries where it is usual to allow 30, 60, 90 or 120 days on purchases, credit must be granted in accordance with the prevailing custom. Credit risks must, of course, be carefully scrutinized in the foreign markets as in those at home, but the banks and mercantile agencies are only too pleased to secure reports on foreign traders and to place their facilities at the disposal of all shippers. . . A great many of our exporters are inclined to insist on cash with the order or cash on production of the documents at the shipping port, but little can be gained in endeavoring to develop an export business along these lines. . . Other exporting countries have seen fit to grant reasonable credit where conditions warrant it, and if our exporters hope to succeed in their foreign endeavors they must at least accord similar terms; otherwise the business will go elsewhere."

DEPARTMENT STILL SLEEPING

IT is refreshing to note that the daily newspapers are at last awakening to the seriousness of the "deathlike stillness" of Canada's Department of Trade and Commerce. For the past two or three years the trade newspapers have been urging that some action be taken at Ottawa to put some life into the Department of Trade and Commerce. At times it looked as though some action would be taken to waken the sleepers, but matters have been allowed to drag on as usual. During the past few weeks many daily newspapers throughout Canada, alive at last to the serious effects which are bound to become apparent, are urging that the Department awake to its

duties and opportunities. The *Toronto Globe*, one of the newspapers which has taken up the matter, comments as follows:—

"Canada owes to the creditors abroad who have loaned money to the National, Provincial and Civic Governments, or who have provided capital for railway building, for house building, and for the development of industry, not less than three billions of dollars. It requires more than a hundred and fifty millions to pay the annual interest bill. The payment does not take the form of gold or silver. The production of these metals totals scarcely thirty million dollars yearly. The interest bill is paid chiefly by shipping out the products of Canadian farms, forests, and factories, and if the exports of Canadian products are not at least a hundred and fifty million dollars a year greater than the total of the country's imports either the people of Canada during that year have failed to pay the interest on their foreign debt, or their creditors are not demanding their interest payments, but are reinvesting them in Canada. This last consideration may be left out of the calculation at the present time. The people of Great Britain, who are the chief creditors of Canada, are not reinvesting interest in Canada. They need every dollar they can gather from their investments abroad to finance their tremendous war efforts.

"If, therefore, the debtors of the Dominion individually and collectively are to pay the interest on their obligations Canadian exports for the first quarter of the fiscal year which began on April first should be about \$37,500,000 greater than the imports. What are the facts? Imports, \$251,391,000; exports of domestic produce, \$258,673,000. This is an exceedingly poor record, the worst in years. The falling off in exports compared with 1917 is \$71,815,000 for the three months. The decline is chiefly in agricultural products, the exports of which dropped from \$141,105,000 in the first quarter of 1917 to \$81,502,000 in the first quarter of 1918. This enormous decline took place at a time when the farmers of the Dominion were raising live stock and producing dairy products upon a scale never before attempted in the Dominion.

"What is the explanation? Manifestly a shortage of shipping. Since April first almost a million American soldiers and the necessary supplies and munitions for their use have been transported to France. That has caused the diversion of Allied shipping from all over the world to American ports. Canada has suffered in the process. There must be large accumulations of Canadian products at tide-water and interior depots. The Department of Trade and Commerce has a plain duty to perform. Now that the first rush of American troops is over there should be insistence on the return to Canadian trade routes of vessels diverted from them. The liners which formerly sailed from Montreal during the season of St. Lawrence navigation carried great quanti-

ties of dairy products and other perishable freight. If the flow of our exports to Europe is stopped, paralysis of industry, and especially of agricultural industry, will speedily follow. There is need for Sir George Foster and the officers of his department to be up and doing. Canada needs more ships—now."

ON KEEPING A SCRAP BOOK

HOW often does it happen that the merchant sees in his trade journal or elsewhere some idea that he thinks at the time he could make use of? He makes a mental note to keep track of that idea, and then something crops up, an extra busy week, or clerk away or something of the kind, and before he knows it the idea is either entirely forgotten, or the details of it mislaid. Memory is not always to be counted on, and for that reason many a good idea is wasted. For this reason one progressive merchant has adopted a policy that might well be of service to many. He keeps a scrap book, a scrap book devoted to his store. When he reads in his trade paper something that might be of service to him in his business, he promptly clips it out and pastes it in the book. Items of interest in his business culled from the newspapers and many other sources are also included, and as a result he has gathered a treasure trove of ideas and information that is of constant service to him. The idea may not be of service at the moment, but may come in useful later. *HARDWARE AND METAL* has received many letters asking for information for this or that item that appeared in its columns perhaps years before. This information can usually be supplied, but there are a multitude of other sources of assistance that once neglected cannot be recovered, and for such as these the scrap book idea is one that might commend itself to the majority of merchants.

TEAM WORK IN THE STORE

THERE are far too many merchants who do not make the most of their clerks. They look upon them as merely instruments for passing the goods across the counter. When a merchant adopts that attitude he has no good ground for complaint if the clerk does just that and lets his interest in the matter drop when the last sale has been made.

The great majority of clerks, however, will one day own and operate their own stores. They are there not only to earn a salary, but to learn a business. In the vast majority of cases they will take a real interest in the welfare of the store if this interest is encouraged. The merchant who depends on himself to generate all the ideas is putting himself at just that much of a disadvantage. Many times the clerk is more closely in touch with the customers than is the proprietor. If he is put on his mettle he will in nine cases out of ten largely increase his own selling power and that of the store. Many merchants have found this fact to be true in actual experience, and have found it of value to delegate some of their authority to their clerks.

Make the Chimney Draw Well

Much Depends on Kind of Ventilator Placed on Top — Emerson Type Deflects Wind From Whatever Direction it Blows and Gives a Horizontal Current of Air Over Top of Chimney—How to Make Ventilator

THIS is the season of the year when hardwaremen with tinsmithing and heating departments should begin to look forward to the fall trade. Evidence of this is already to hand by an inquiry as to the way to make a ventilator for a chimney top. The method of making a ventilator has previously been described in *HARDWARE AND METAL*, but for the benefit of those who may be interested again the process is again described.

The accompanying illustration, Fig. 1, describes a type of ventilator which appears at first glance to be a common one. Many sheet metal workers simply make this top with pieces A C and D, but such tops are little better than ornaments, except that piece A serves as a cover to the pipe D.

The top described in Fig. 1 is known as an improved Emerson ventilator, the old and original Emerson top was fitted with a flat top, which took the place of the solid cone A.B. It will be noted that the two slanted surfaces B.C. will deflect the wind from whatever direction it blows, so as to form a horizontal cur-

rent of air over the top of the open end of pipe D, and not only will this top give satisfaction as a ventilator, but also as a chimney top too.

The first step to take when developing patterns for such a piece of work is to draw the elevation Fig. 1. The size of cone A.B. and flared piece C should be about two-thirds the diameter of the pipe and the cone should have a depth from upper and lower point of about one-quarter its own diameter. Piece C should be flared at a little over twice that of the cone. The perspective view, Fig. 4, shows a fairly well balanced design, which is not only effective, but looks well proportioned.

Having drawn the elevation on the centre line a b extend the slant line c d to e on ab as shown at d e, and with e as centre draw a circle, Fig. 3, which is the half pattern of piece C.

Next place the compass at f and draw two arcs from c to dotted line ab, and divide this arc into five equal parts, 1, 2, 3, 4, 5, 6, and transfer same to arc in Fig. 3, and repeat, beginning with 6

to 1, and 1 to 6. Then by using e on Fig. 1 as centre and d as radius, the half pattern of C is completed except that allowance for locks and seams must be made.

To develop the cone requires two full pattern pieces, one should be at least one-quarter of an inch larger all round to allow for seam.

Place point of compass at a, and with g as radius draw an arc as shown in Fig. 2, and transfer the measurements from quarter pattern E, Fig. 1 to Fig. 2, as shown, beginning at 1 to 6 and 6 to 1. This will only give pattern for one-half of the design which means that four pieces like Fig. 2 are required to make a cone.

The quarter pattern shown at E in Fig. 1, is simply a round flat flange which forms the lower half of piece C. No seam allowance is needed for this pipe as it should be fitted to the underside of C, and C should be made large to enable it to be placed over piece E. Fig. 1 is almost self-explanatory and requires no further description.

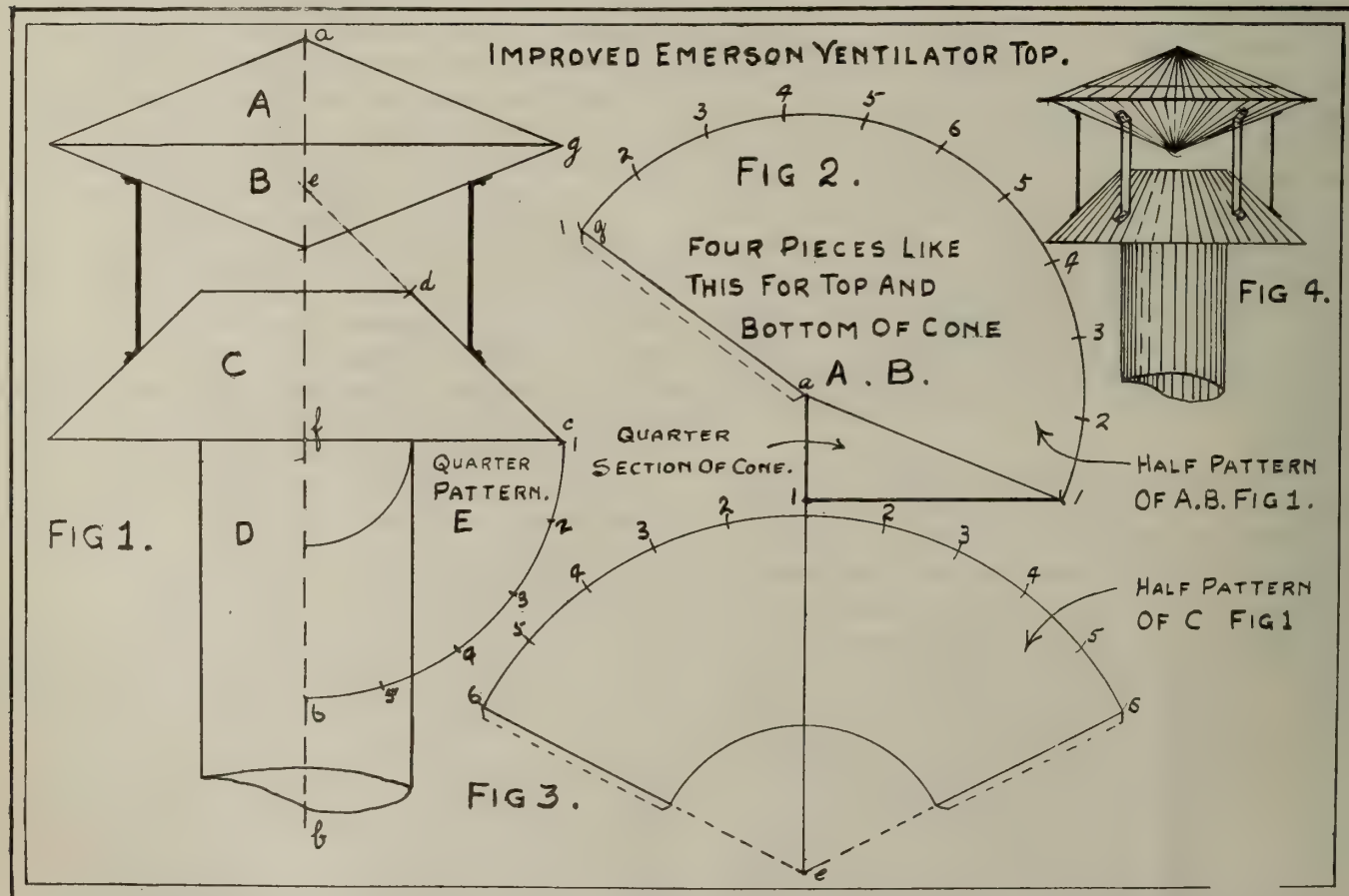


Fig. 1

Have You Dressed Up Your Auto Accessory Window?

If you have and you think it a good one, why not have a photo taken and enter it in HARDWARE AND METAL'S contest for the best window displays of auto accessories? Four cash prizes are offered:

First Prize—\$10.

Second Prize—\$5.

Third Prize—\$3.

In addition \$1 will be paid for each window that does not get a prize but which is good enough to receive honorable mention and which we can reproduce.

Auto accessories are becoming a big line with the average hardware store. They will become still greater as time goes by. Many are right now considering the idea of taking on the line.

Those who are already handling these lines should take a keen interest in their window displays. It is one of the very important points in connection with the selling of these lines.

Here is an opportunity for hardware merchants and salesmen to show what they are doing in the way of accessory displays. Your selling windows will no doubt be improved because you make the effort to have them the best you know how.

Photos of windows must be at least 5 inches by 7 inches and preferably 8 inches by 10 inches, printed on glossy paper, as the latter kind of paper is best suited to have cuts made therefrom.

Contest closes July 20 and photo must be mailed not later than that date. Winners will be announced in our issue of July 27.

**GET INTO THE CONTEST AND SHOW
YOUR ART AT WINDOW DISPLAY.**

EVENTS IN THE TRADE

Business Changes

CANORA, Sask.—R. R. Sturgeon has purchased the hardware business of I. D. White.

Obituary

ELMIRA, Ont.—Michael Weichel died on Tuesday of this week. He was the founder of the hardware firm of M. Weichel & Son, of Elmira and Waterloo. Mr. Weichel was in his 76th year.

LONDON, Ont.—The death occurred here last week of E. H. Grenfell, for upwards of 40 years a travelling salesman for the McClary Mfg. Co. of this city. Mr. Grenfell was one of the oldest and best known and also best liked travellers on the road.

Personal

George Peacock, hardware merchant, Mimico, Ont., was a Toronto visitor early in the week.

J. McIntyre, hardware merchant, Whitby, Ont., was in Toronto on business during the week.

Mr. Smith of Smith Schaffer, hardware merchants, Bolton, Ont., spent a day in Toronto this week.

J. B. Kee of Lawrie's Hardware, Forest, Ont., has joined the staff of the Sarnia Hardware Co., Sarnia, Ont.

Frederic Sara, manufacturer's agent, Calgary, Alta., visited the Toronto office of HARDWARE AND METAL during the week.

D. B. Ritchie, St. Chrysostome, Que., visited the Toronto office of HARDWARE AND METAL during the week. Mr. Ritchie proposes purchasing a hardware business in Ontario and moving his family to the province.

Joseph Granatstein of M. Granatstein & Sons, Ltd., manufacturers of cotton waste, Toronto, is ill with typhoid fever. His condition is reported as favorable and progress towards recovery being made. Mr. Granatstein recently joined the ranks of the Canadian army.

Montreal News Notes

Mr. Knox of Weller Bros'. Department Store at Victoria, B. C., was in Montreal, where he called on the trade.

Fr. Max Hill, manager for the James Walker hardware store, Montreal, is taking a holiday of several weeks.

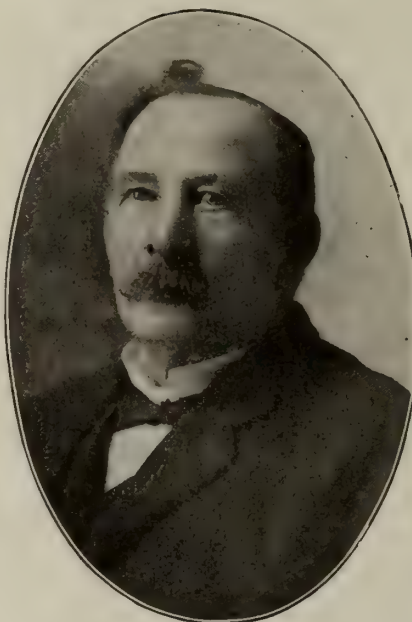
J. M. Shellenberger, with Baeder, Adamson and Co., Philadelphia, was a visitor to Montreal this week.

Thos. A. Arzidone of the sales department, Binney and Smith Co., New York,

spent some time calling on the Montreal trade this week.

L. M. Croft, manager of the Western division of S. C. Johnson and Son, Racine, Wis., was in Montreal during this week.

E. Bourret, late warehouse manager of Lewis Bros., Ltd., died recently and was buried from his home in Montreal. His connection with Lewis Bros., Ltd., covered many years, as he entered their employ while still a boy.



Late E. H. Grenfell for upwards of 40 years a traveller for McClary Mfg. Co., London, Ont.

L. I. Matts, for many years a general merchant of Ferne Neuve, Quebec, died very suddenly last week. Mr. Matts had just gone to his summer cottage at Old Orchard Beach and was suddenly stricken after arriving there. He was quite widely known in this district, having been also connected with a number of other business enterprises.

Mr. Taylor of the late firm of Taylor Bros., Vankleek Hill, was in Montreal this week. The above firm is succeeded by the Perfection Manufacturing Co., Ltd., who will undertake the manufacture of milking machines at Vankleek Hill.

Foreign Trade agent E. I. Omeltchenko, of the Central War Industries Committee of Russia, at Washington, stated in Montreal a few days ago that there would be splendid opportunities for trade between Canada and Russia

after the war. Among other things he advocated a direct steamship line between Canada and Russia, in fact two of them, one to operate between Vancouver and Vladivostock and another between Montreal and Petrograd. He emphasized the value of the work done by the Canadian Trade Commissioner to Russia and advocated the continuance of this.

London Picnic

Date Changed

On account of transportation difficulties the London, Ont., hardwaremen have changed the date of their annual picnic to Wednesday, August 7. The hardwaremen are planning to hold a bigger and better picnic than ever, and as a result, to make further donations to the Byron Sanatorium, a most worthy institution.

Sanderson-Pearcy Co.

Burned Out

TORONTO, Ont.—A spectacular fire destroyed the warehouse, paint and oil plant of Sanderson Percy & Co., Adelaide Street, on Sunday morning. The fire was a most stubborn one to fight requiring the efforts of a large force of firemen and over 30 streams of water, including the high pressure system. The loss on stock and fixtures is estimated at \$130,000, with insurance of \$123,000. The company has already opened temporary offices at 88 Adelaide street west and is now carrying on business. It is probable that new premises will be acquired where trackage facilities are available, and where there will be greater room for the company's expanding business.

Toronto Hardwaremen

Hold Picnic

The third annual picnic of Toronto Hardware Travellers and Merchants was held on Wednesday afternoon at Lambton Park. A motor parade formed at Queen's Park and upon arrival at Lambton Park an extensive programme of sports was carried out. A baseball game and a drawing contest also proved popular features. In the evening dancing and entertainment at the pavilion provided a pleasant evening for the picknickers. Donations of prizes were made by manufacturers and wholesalers. The officers in charge of the picnic were J. C. McFadden, chairman, J. Buscombe, secretary, J. Caslor, treasurer.

MANUFACTURERS ADOPTING WAR-TIME FINISHES

Manufacturers of mechanics' tools, cutlery and steel goods with a polish are now turning out their products without the former finish, terming it a "war-time" finish. Nail hammers, for example, are now being shipped with a black finish, only the pole and the outside of the claws being polished. This change, however, will not in any way effect the working qualities of the tools but they will not have the same highly finished appearance that they had formerly.

These changes have been made at the instigation of the governments, in order to release high-priced labor for more essential work, and it is to be hoped that the users and the trade in general will treat these conditions in the proper spirit and so contribute in this way to the release of this class of labor.

It will, of course, not be possible for jobbers to advise their customers of the changes as they come into force and the only intimation that such changes have been made will be when the goods are received by the merchant.

Thos. Pink Co.

Plant Destroyed

PEMBROKE, Ont.—For the second time within a week this town has been visited by a disastrous fire, the second fire starting where the first one was stopped. The plant of the Thos. Pink Mfg. Co., manufacturers of lumbering tools, occupying a whole block, has been destroyed with a loss of upwards of \$400,000. Despite the fact that two watchmen were on the property the fire had made great headway before being discovered. Among other places destroyed in the same fire is the hardware store of Stewart & Bowden.

Halifax Building

is on the Boom

HALIFAX.—The work of reconstruction goes on rapidly, and the value of the building permits for the month of June, chiefly on this account, was \$200,000, as compared with \$102,750 for the month of June last year. The total for the year to date is \$975,192. The total for the month of May was slightly higher than in June, namely, \$298,940. These totals do not include the work that is being carried on by the Dominion Government or the military authorities.

The Relief Commission will start work soon on the construction of forty houses of concrete in the devastated area, and in addition some wooden houses in Dartmouth. Preliminary work for the temporary building and train shed at the south end terminals is going ahead. Work on several hospitals will soon be completed, including an addition to the children's hospital.

Change in Eastern

Steel Co.'s

SYDNEY, N. S.—Col. D. H. McDougall has resigned as manager of the Dominion Steel Corporation and will become president of the Nova Scotia Steel and Coal Company, succeeding F. H. Crockard, who has resigned to enter upon new duties in the United States. Mr. Crockard succeeds Col. Cantley.

Mr. McDougall was appointed assistant general manager of the Dominion Coal Company in 1909.

Mr. McDougall's connection with the

Dominion Iron and Steel Company has been almost continuous since the turning of the first sod in the construction of the plant at Sydney, since which time he has been successively resident engineer, resident manager of the Wabana iron ore mines, superintendent of mines and quarries, and latterly general manager of the Dominion Steel Corporation, which position he has filled since the beginning of 1916. The Steel Company properties have undergone extensive expansion under his direct supervision. Mr. Dougall's successor has not yet been named.

F. Morton Morse Back

F. Morton Morse, president of the Miller-Morse Hardware Co., Winnipeg, has returned from Victoria, B.C., after an absence of five months. He went there for his health, after an attack of double pneumonia. At one time his condition was critical, but his friends will be glad to learn that he has completely recovered.

Reducing Deliveries

Important Savings Effectuated by Retail Stores

WASHINGTON.—It has just been reported to the conservation division of the War Industries Board that practically all of the retail stores of New York City have decided to comply with the request of the Government for economies in delivery service. The request is that each store shall make only one delivery a day over each route, eliminate special deliveries, and refuse to accept the return of merchandise that has remained in the customers' possession more than three days.

Other cities in which the merchants have recently adopted the conservation programme are St. Paul, Minneapolis, Detroit, Denver, Boston, Memphis, New Orleans, Montgomery, Baltimore, Newark, Los Angeles, Portland, and Oakland. These are in addition to those which have previously complied with the request made by the Government in time of war for the general welfare of the country.

The adoption of this programme has made it possible to avoid replacing employees who have been drafted or who have entered essential war work. The

large stores of 30 cities have been able to operate with 35 per cent. less of a force, and the saving in automobile trucks has been 40 per cent. This is according to the reports made by these stores to the War Industries Board. Limiting the return of merchandise to not more than three days has made an average reduction of 36 per cent. in the amount returned, because of greater forethought in the selection and ordering of goods.

In smaller stores one delivery a day has enabled one delivery man to do the work that formerly required two. In 30 small stores in several towns in one Eastern State the number of delivery men employed has been reduced from 116 to 55, as their men have been called away for other service.

British Manufactures

to Extend Trade, etc.

Through co-operative scheme mean to cover trade in Canada more thoroughly—Will give Canadian buyers better service and price—Details being worked out at present—Various metal trades will be interested.

A policy of very considerable significance is contemplated by a large group of British manufacturers in connection with their overseas trade development. This will apply primarily to Canada but it is proposed to make it so comprehensive as to encompass most of the Overseas Dominions.

The schemes proposed and now receiving consideration are, in the first instance, confined to the development of the bicycle and accessory trades. Recently, however, it has been considered possible to embrace several other lines of manufactured goods and in this connection various products of copper, brass and other metals will figure prominently.

HARDWARE AND METAL is informed on the best of authority that plans are thus far advanced to the point where a real active interest is assured by those approached in the scheme outlined. Legislation is being secured and the details are now under advisement. In the near future HARDWARE AND METAL will be in a position to further inform its readers of the details and to give a more specific announcement of the proposals.

It is probable that when such details have been completed, stocks of many British lines sold through the trade will be available with a minimum of delay and at very favorable prices.

A Gasoline Tax

DETROIT.—Announcement from Washington that the Treasury Department has recommended to the Ways and Means Committee of the House of Representatives a list of "luxuries" upon which it suggests that heavy taxes be levied in the new revenue bill, and among which recommendations is a tax of ten cents a gallon on gasoline, created a feeling little short of consternation among automobile manufacturers.

MORE PAINT SHOULD BE USED AND SOLD

(Continued from page 35.)

probably noticed during the last winter that one of the brush manufacturers has been advertising his goods in some of the larger daily papers, amongst them were paint brushes. His ads. were good, well illustrated and showed up fine. I must confess I took more than usual interest in them. Time and again he had them running when there wasn't a paint ad. anywhere in sight in newspapers or anywhere else. That looked funny to me, and the more I thought it over, the more I admired the independent courage of the man in bucking up against what seemed to me a lack of sequence in events. I've sold a good many gallons of paint out there in the shop, Jim, and followed it up with a lot of sales of brushes, but I've yet to sell a brush and then have a man buy paint for the sake of getting action out of his purchase. You can see for yourself that if we sell more paint, the sale of more brushes will naturally follow not only to painters but to householders as well, but I haven't very much hope that the sale of more brushes will have much encouragement to the paint trade. I don't mean to discourage this man in advertising his individual brand of brushes. He's done good work and I'm going to sit up and take more notice of his goods from what he's already done. But you can see with one eye that a little investment in this 'more paint' fund would not only bring him results from that source, but would greatly strengthen returns from his individual efforts."

Time and Place Even For Advertising

"Never thought of it that way before," mused Rogers, "my old dad always tried to drum it into me that there was a time and place for everything—but like a lot of other fellows I never thought it applied to advertising."

"Too many advertisers have been tricked into thinking that all they had to do was shut their eyes and cast their advertising bread upon the waters at flood tide, ebb tide, or any old time and then wondered why it never came back even after waiting many days and moons. It has often come to me that a little more logic injected into some advertising I've seen done would lead to less disappointment and more returns."

"Right you are," affirmed Rogers, "but since we're only at the dollars and cents stage of our plans how much money do you expect from him."

"It would be difficult to tell just whether this 'more paint' campaign would increase the sale of brushes in proportion to the expected returns for paint or not. Since his actual production has only been about 15 per cent. of the paint manufacturers during the same periods we could only expect him to put in his investment in that proportion. However, I've told you about this to show the probable effect this scheme would have upon other trades related to the paint business."

"That makes another \$3,600; going up like a regular little old Patriotic Fund," exclaimed Rogers; "now then for Mr. Jobber."

Here Wright laughed. "Mr. Jobber is so unused to getting into water of this kind that he'll shiver like the small boy at the old swimmin' hole before his first spring plunge."

"Tie knots in his shirt and throw it over on the other bank so's he'll have to swim for it," cried Rogers, "that's the way I learned to swim. It's roughstuff but it gets you on to the knack of keeping your head above water."

"Seriously though," proceeded Wright, "I guess you and I know Mr. Jobber well enough to realize that he will have to be just invited in and leave it to his own free will to drop whatever small change he feels like on the collection plate."

"I'm not very strong on donation parties, Charley. It leaves you about in the same fix as the country parson after the church's annual donation bee. A couple of Sundays after it took place, his family came marching down the aisle just as he was announcing his text: 'Behold Solomon in all his glory was not arrayed like one of these.'"

"How much have we in the treasury now, Jim?" asked Wright with amusement at Roger's smile.

"Forty-two thousand three hundred dollars net—plus your jobbers friends' free will offering," replied Rogers after totalling his figures.

"By the way," enquired Rogers, "where do you retailers come in on this investment?" Looks to me, Charley, as though you're trying to slide out the side door and pass the buck to the rest of us. Mighty nice of you to stand round waiting till this scheme works out, then reach up on the shelf for the paint and tap up your cash register without throwing into the hat for the piper."

"Ha!" laughed Wright, "now you're pinching me, Jim. Think you've got a shirker, don't you? Well, I'm one of the breed, afflicted by and with all the sins of omission and commission, common to the tribe. However, you've been on the road long enough to know that we are a pretty ornery bunch when it comes to forking over real money. In a good many ways we are as bad as you manufacturers in camouflaging our business to ourselves because we've never stood off and given ourselves a good straight up and down look over. We're pretty good fellows all round but to deny that we've got our faults would be foolishness in the extreme. As a whole we're not much better nor not much worse than other bodies of men. We've got some kinks that could very well be straightened out and we've got some good qualities that I think could be developed in our paint departments with a 'more paint' campaign to back us up. I can't for the life of me bring myself to think that now and for all time the manufacturer cannot do absolutely without us in the distribution of his goods. Co-operative societies, mail order houses and recent developments in house-to-house canvassing have convinced me that we retailers have got to step up and toe the line in retail merchandising. Some fellows think they are indispensable as retailers. All right! Let us suppose that the manufacturers should suddenly jump out from behind us both in supplying us with goods and in advertising. It would leave us pretty high and dry. I don't think they will, but still I can never get it out of the back of my head that some day they might have the power to do so. However, to-day and for some days to come our interest will be pretty much entangled with each other—perhaps I ought to say knitted—because good knitting is a mighty sight more useful than a tangle. Now then it's up to both the retailers and manufacturers to tend closer to this knitting, straighten out any snarls and promote their mutual interests with a clear understanding of each other's aims and usefulness in the trade."

"A good deal of a salesman's job is to spread the salve," ventured Rogers; "the hard knocks of the road teach him to pocket the kicks and shortcomings of his customers, keep the glad hand wagging and shoot the sunshiny smile. However, I believe I can safely confide to you, Charley, that I often feel as though I'd like to put a well-placed number ten boot into some retailers' business methods where it would do the most good."

Retailers the Spoiled Babies

"You've hit it right there," broke in Wright, "it's been a case of too much for nothing in your wasteful advertising competition. You paint fellows have been paying too much attention to out-doing each other in giving stuff away instead of making your advertising pay. You've made us retailers the spoiled babies in the trade—and it's no wonder that you've developed the little tin-god idea in the heads of some whose perspective is askew in ideas of merchandising. I heard a missionary say once that if you give Bibles away to the heathen they forget or neglect them—charge them a little and they take them home and read the Good Word. It's pretty much the same with your advertising. Fix it so that we get a little of our own money tied up in your advertising. Where you get our money tied up you're sure to drag in a little of our moral support with better returns for both of us and far less wasteful expense to yourselves."

"Is that your idea of getting the retailer to chip in on this investment?" asked Rogers.

"It's about the only way that I know of that's likely to be successful. Make us fellows paddle our own canoes for a while. It won't hurt us to get a little advertising exercise of this sort—fact of the matter we would be a healthier bunch if we did. If you manufacturers undertake a general 'more paint' campaign you'll have your hands full without dabbling into every little local hole and corner on the map. Supply us with all the ideas you can scrape up. Let us know what's going on. Give us

cuts and other helps if you want to, but make it plain that we've got to pay for the space used."

"The trouble is," exclaimed Rogers, "a lot of fellows won't use them. I've seen the town pump and horse trough taken right up under the noses of some of my customers and then they'd refuse to drink."

Wright smiled. "You'd probably have to do as the darky explained to his colored brother about conscription: 'Dere's no use bein' a conscientious objector; de government 'll just come 'long and take you wheder you wants to fight or not. Dey'll hand you a gun and a bayonet and march you up to de firin' line wid shells poppin' off all 'round you; after dat dey leaves you to use your own judgment.' You paint men can make general advertising campaign shells pop all 'round and if a man can't use his own judgment to take advantage of it, there's plenty of others around that will. In a nut shell my idea is that you fellows should provide a general awakener to the public by means of this 'more paint' campaign. Use it as a background for the retailers' local advertising. Put it up to the local man to use it along lines which you can outline in your trade papers and through the mail and you'll probably find that the retailer can contribute a pretty neat little sum in this way."

Some Wide-awake Retailers Pay

"You're right there," reflected Rogers, "there's more ways than one of choking besides on butter. While there's a lot of my customers foot part or all of their paint advertising bills, there's a lot that put up an unholy roar if you even hint at them paying out a little for their own welfare and profit. But I've noticed this that those that do pay, are the most wideawake and we have less trouble and kicks from them about business being on the eternal blink."

"Now there's another way to gauge this budget that'll perhaps show us where we can cut down on this sum. Perhaps you already know that our friends in the paint trade across the border have organized to put a 'more paint' campaign of this nature into operation. They figure on \$100,000 per year to cover their population of 100,000,000 people. Figuring on these proportions, we could very comfortably consider \$10,000 to \$15,000 for Canada and it would be a sum not at all out of the way. However, I have some new wrinkles in mind that would make, say, \$20,000, a nice little sum to have around. Divide this up in the proportions we have just gone over and it wouldn't make a very heavy investment for any of those concerned."

"Well that looks reasonable to me," replied Rogers, "so just for the sheer swank of loosening up with some loose coin I'll vote you your \$20,000. Now let's see how much financial debauchery you can execute with that sum in your jeans."

Financial Debauchery?

"Before I begin leaving stubs in your cheque book, Jim, there's one far-sighted provision that our United States brethren have arranged that strikes me will be the keynote of their success, and I think we ought to consider it very carefully. They have based their estimates on an amount which shall be a minimum for at least five years. To my mind this 'five-year determination' of theirs will be the real key to their success. If you fellows had got together with a five, eight or ten-year determination to keep pounding away at fall painting, clean up and paint up, indoor month painting or whatever all year round effort you undertook, I believe you'd have something to show for it to-day and my paint department along with many others would be up in the front of the store where you wanted it. It takes the public some considerable time to break away from ingrained habits handed down to them from time immemorial. It's only by continually battering away year after year in season and out that you can hope to accomplish anything. Just between you and me and the town constable, I believe that that five-year provision of theirs is just as important as the money they are raising. Anyhow it's going to do more to insure returns for their investment, perhaps, than any other part of the scheme. Furthermore, if you're not prepared to hand out that \$20,000 for the next five years, Jim, we might as well save our breath, shut up shop and call the deal all off."

"Twenty thousand dollars for five years it is then, Charley," assured Rogers.

"Thanks, Jim, that's the kind of sand I like to see a man put into any proposition."

"A little money mixed with a lot of persistence and determination goes a long way," affirmed Rogers. "As a salesman, I'll say your point is good—in fact, I know it's good from bitter experience. I've seen lots of things, put on the market, fail because those behind put in the money but forgot to mix a little persistence with it. I've also seen sales managers, advertising managers, salesmen, everybody down to the little blonde haired flinger of form letters hoist themselves into the seventh heaven of anticipation over some new-fangled idea that had lots of merit but lacked the backing of this 'five-year determination' as you call it. Everything and everybody starts off with a hurrah the first year and flattens out ker-plop the second year or third; because some other idea distracts and sidetracks their enthusiasm. In reality many such propositions would be just about ready to sit up and take their own nourishment when somebody takes the bottle, nipple and milk and feeds it to the new infant in the family. Quite true it's money makes the mare go, but a little bit of the persuader on her flanks don't do any harm occasionally."

An Instance of Co-operative Advertising

"If this scheme works out as other co-operative advertising efforts have done it's quite likely we won't be content to tie ourselves down to just that little \$20,000 per year," added Wright. "I understand the Portland Cement Association of the United States have been increasing their co-operative advertising and promotion investment each year since they started it. In 1915 they spent \$220,000 and increased it to \$650,000 in 1916. And you know men of this caliber don't increase their investments for nothing, so it wouldn't surprise me if we might have to fall back on our original estimates and perhaps increase our tithes as this thing gets swinging along year by year."

"You're handling cement here in the Acme, aren't you?" asked Rogers.

"Yep! And I know that we have felt the benefits of the work they have done," confided Wright.

"So you think that general advertising of this nature works?" pressed Rogers.

"I sure do," was the confident reply.

"That settles it," exclaimed Rogers, "if it works with one class of building material like cement, why wouldn't it work with another? And paints and varnishes are used not only when a building goes up, but should be used as long as one board holds to another. Another thing: There's no doubt our American brethren will be using the bigger magazines in their advertising which come into Canada at the rate of about 300,000 a month. You can't tell me but what that'll have a tremendous influence over here. If we Canadians don't do something along the same line to clinch that influence by supplementing it with advertising in our own papers and magazines then I say we ought to be classified amongst the galoots. Boy, oh boy! what a chance we'll have if the trade will take this thing to heart and prepare itself to take the field when our American friends do. If ever they had an opportunity handed to them on a silver platter it will be then."

"What's the matter with this little Canadian organization of ours, loosening up their glad hand and extending their co-operation to big brother Uncle Sam?" quietly asked Wright.

"Well, it wouldn't hurt Uncle Sam and it would certainly do us a lot of good, and I know Sam's got big enough heart to say, 'Come right along,'" answered Rogers.

Rogers by this time had satisfied himself that Wright's general working plans would hold water. Undoubted proof of the success of co-operative advertising plans carried out by other associations in both United States and Canada were furnished him in a booklet which Wright had given him during their conversation. Eagerness to learn Wright's ideas to the last detail lead him to press for more ideas which he fully recognized came from a practical mind balanced with sufficient grounding in every-day experience to avoid anything entirely Utopian.

(To be Continued)

NEW HARDWARE GOODS

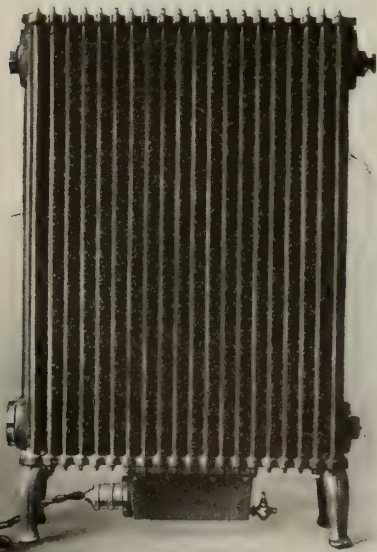
OFFERED TO CANADIAN HARDWAREMEN

MANILA CLOTHES LINES

The Plymouth Cordage Company is placing on the market a new article in their Plymouth Manila Clothesline, which is being furnished for the first time by this company in convenient hank form. It is claimed for this product that it has all the features which clotheslines must have to be saleable and serviceable. It is asserted by the manufacturers that the new line will not stain the clothes or chafe the hands, will not stretch, is very pliable. The lines are furnished in unit hanks of 50 feet each—four hanks connected, which gives the chance to sell in convenient 50-foot, 100-foot, 150-foot and 200-foot lengths. The hanks are packed in substantial cartons, which hold one-half gross or six dozen hanks each—a dozen hanks forming a bundle.

ELECTRIC STEAM RADIATORS

Rapid Radiators, Limited, 196 King St. W., Toronto, is placing on the market a new electric steam radiator. It is claimed for these radiators that they will heat a room quickly and can be set up with a minimum of trouble. It is also claimed for these radiators that they not only create heat but conserve it for suitable distribution, as the radiator circulates the heat on all sides in the same manner as ordinary steam radiators. No. 15 radiator is stated to weigh 50 pounds, using 660 watts in 10 hours. No. 20 radiator is stated to weigh 62 pounds, uses 880 watts, and the claim is made for it that it will heat a room 8 x 10 x 9

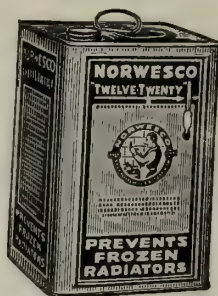


Electric Steam Radiator

with one window and two sides exposed from zero to 70 degrees temperature. Ten feet of extension cord, socket and plug are supplied with each radiator. The heating element in each radiator is stated to be guaranteed for one year.

NON-FREEZE SOLUTION

By perfecting a non-freeze solution that the motorist can test with an ordinary battery hydrometer, the Northwest-



Twelve-Twenty Non-Freeze Solution

ern Chemical Co., Marietta, Ohio, feels that it has supplied a need which has been long felt by every motorist who has ever driven a car in freezing weather. Norwesco "Twelve-Twenty" is the name of this liquid. The easy-to-test feature is stated to be the big idea back of it, but running close second in importance is the fact that "Twelve-Twenty" requires no mixing or dissolving—it comes ready to use right out of the can. Because it can so readily be tested, it is claimed "Twelve-Twenty" does away with all guesswork in connection with radiator protection.

If evaporation or leakage cause changes in the solution the hydrometer discloses that fact and a weak solution may then be restored to standard strength by the addition of fresh materials. If the test shows undue strength, dilution with water corrects the defect. A motorist may test his non-freeze solution as he does his tires or his battery.

The fault of "finding" scales is said to be totally lacking in "Twelve-Twenty." On the contrary, it is claimed, the tendency of the new product is to keep the cooling system fluid-tight. Its boiling point is 12 degrees higher than that of water, so it evaporates very slowly. In this way it overcomes one of the chief objections to alcohol mixtures. The claim is made, also, that it warms the motor more quickly than water, thus reducing the "popping" and enabling the engine to settle sooner into a smooth,

easy motion. The product is to be sold in one-gallon, three-gallon and five-gallon cans.

Y PLUG SOCKET

The Metal Specialties Manufacturing Co., 338-352 N. Kedzie Ave., Chicago, is placing on the market a new article, known as the 3P Double Outlet Y Plug Socket for automobile dashboards. Unlike the straight plug socket, it is claimed, it is made in a Y shape. This shape it is asserted, converts a single outlet into a double outlet. By using this Y plug socket the owner uses his single dash lamp socket for two purposes at the same time, for example, one side of the plug may be used for spotlight and the other side either for an inspection lamp, regular dash lamp, or cigar lighter. The Presto Y plug has a standard Edison type plug connection on one end which can be plugged into any dash lamp socket on the dashboard of an automobile. It is stated the Y plug is neat and ornamental with the exposed parts handsomely nickel-plated. It is made in three styles as follows: Double contact, single contact, and double to single contact.

REED CALIPER

The Reed Small Tool Works, Worcester, Mass., are manufacturing a new design of caliper micrometer that has recently been placed on the market embodying some new features. The frame is made of drop forged steel. It is claimed



Reed Caliper Micrometer

ed for it that the concaved web is a natural finger fit and that the tool as a whole is well balanced. One spanner is used for all adjustments which it is asserted makes a simple way of quick changing. The manufacturers claim their micrometer caliper will check with the Johansson gauges to an accuracy of one ten-thousandth of an inch. It is claimed for the micrometers that they are simple, accurate, pleasing in design and high value.

THE CLERKS DEPARTMENT

"JUST AVERAGE ABILITY— BUT WORK, AND AN IDEA"

Marcus Loew's Own Estimate of His Methods in Reaching Success of Continent-Embracing Kind in the Theatre Business

"I FOUND that there was no royal road to success, but that what we have in this world comes, as a rule, only through sheer hard work of hands and brains. It was by fighting for favorite street corners that I learned which boys I could lick. It was by sizing up my customers that I added to my knowledge about human nature. And it was because of absolute necessity that I forced my brain to figure out plans to increase my sales of newspapers."

These words read like the first lines of the first chapter in the history of more than one great business builder of this continent. Not many business men, however, know that Marcus Loew, the amuser of millions, the man who has made it possible for people to enjoy a show pretty much just whenever it suits them from daylight to dark, began as a newsie. That was just how Marcus Loew started, however, and here in his own words is an account of one of his methods of making more sales than his rival newsies could manage.

"On Saturday nights," he says in the *American Magazine*, "I always went to the newspaper offices on Park Row, and slept on a bale of bags. I did this because, if I waited until Sunday morning to get the papers I should have to compete with the other boys. As it was the men woke me up at three or four o'clock in the morning; I had my papers all folded, and I was out on the street several hours before the wagons brought the papers to the other newsboys. When the other boys came on the street they would not find me there, and they used to wonder why I never sold Sunday papers. It was not until years later that some of them discovered what I had done, and how I managed to be in bed by the time they were starting to work.

Good Gear in Small Bulk

"When I meet new people this is generally what happens: First, they ask me how I managed to become the owner of more than two hundred theatres in this country and Canada. Then they look down curiously at my five feet six inches, and I know they are adding, in their own minds:

"How did a little fellow like you ever do it?"

Forty-six years ago I was born on the East Side of New York of parents

so poor that it hurts to look back to those days. Conditions were so bad that at the age of six I was selling papers on the streets, running errands, and doing all sorts of odd jobs in the endeavor to help out at home.

The Spark That Lit Loew's

Sometimes I went to school, but always I sold papers. Though I was little more than a baby I fought bitterly to hold on to corners where crowds of people were passing. My mother would beg me not to go out in the freezing weather or in storms; but there was a spark of something in me that drove me out, not only "to get on the job" but to try to make my father and mother proud of me.

Yet, hard enough though the life was, it did me good.

Small Physique as a Spur

From the time I was eight years old I worked at various things. At twelve I entered a shop where maps were made. At the time I was much smaller than other boys of my age. The matter of my height and weight came a serious problem to me. I once even thought of having my neck stretched in an attempt to be as tall as other boys. But somehow I came to realize that it doesn't matter what your physique is, if only your brains and knowledge are big enough.

It was my ideas on this subject, however, that made me throw up that job, for when I asked for a raise one day, the boss shouted at me:

"You Little Peanut!"

"You little peanut! You ought to be glad you are getting such wages. You are only a little kid yet."

I resolved, then and there, to show this man what a "peanut" could accomplish in the world. So I told him to keep his old job, and I marched out.

When I was fourteen I got work as salesman for a printing plant. I did nothing extraordinary—unless you call hustling all day long "extraordinary"—but the boss liked me and, in spite of my being shy on both years and inches, I became a full-fledged partner.

For three years I remained there, and then came the period which arrives to many young fellows who achieve a small measure of success: I began to think I knew everything there was to know about the business world. The printing business was too small for my abilities, I thought. So I quit the firm and went into the fur business on borrowed money and credit.

To be brief, I failed, after two years of up-hill struggle. During those two

years, I had sense enough to make a proper estimate of myself and to see that I was not quite as smart as I had once thought I was. Even more important was the learning of a lesson that I have never forgotten. I was only nineteen and so was not responsible for the business debts I had contracted. Many well-meaning friends pointed this out to me when I came face to face with the proposition either of evading payments of my debts and starting a new store with fresh credit, or of going to work as an employee in order to save enough money to pay what I owed. There was only one thing to do, and I did it. I went out on the road and became a salesman at \$30 a week, paying my mother \$12 a week to support her, and saving what I could from the remainder to pay back the \$1,900 I owed. That involved, of course, much self-denial, but the happiest day in my life was the one when that debt was paid off.

It was not until I was twenty-three that my big chance to make money came along. A man induced me to go into the manufacturing of silk capes. And we did well from the very first.

Began Theatre Idea at Thirty

For ten years, from 1894 to 1904, I manufactured silk capes. At thirty, I had a large sum of money put away, and a prosperous business, but still I wasn't satisfied with my life. I was beginning to wonder where I would be at forty. And so, happening to meet just then the man who is now the dearest friend I have, one of the noblest characters I have ever met, and my business partner still, I went into the theatrical business on a small scale with him. I refer to the greatest character-actor in America to-day—Mr. David Warfield.

In Pittsburgh, Warfield had met, and had become interested in, a salesman for a wonderful machine. You dropped a penny into it, turned a crank, and saw moving pictures before your eyes. These were the forerunners of the "movies" and Warfield was delighted with the novelty of the idea. He put the proposition up to me and, eager to invest my money in something new, Warfield and I, together with some other men, put up forty thousand dollars, and built and opened the Penny Arcade on Fourteenth Street, New York City. It is still running.

The place was a success from the very start; but my ideas of management differed from those held by the other partners in the concern. So, after a short time, Warfield and I withdrew our money, and started other arcades under our own management.

Another Failure

I hated to locate them where they would be in direct competition with my former partners, and so I chose other locations, which turned out to be poor ones. At the end of three years I was forced to confess that I had made a failure.

But I would not give up. I still had faith in the future of penny arcades, and moving pictures, and when another chance came to go back to the manu-

facturing business, I turned down the offer.

The value of faith and keeping up good cheer is shown, I think, by the fact that an arcade purchased a few weeks later in Cincinnati turned in a profit of fifty thousand dollars: the first year I ran it. Yet I had worked no great magic; I had only installed some new machines, freshened up the place a bit, and then just watched the crowds pour in day and night.

But it was too dull for me, with nothing to do all day long except watch the young and old drop their pennies into the machines and turn the cranks to see the pictures. I was impatient for some real work; and yet it was by watching these people that the great idea of my life came to me.

Success, and the Reason For It

I had been asking myself the reason for the popularity of these machines, and I worked it out like this:

"They are successful," I said to myself, "because they are a cheap and popular entertainment—above all a cheap entertainment. The poor man with a small earning capacity wants to be amused and entertained just as much as the comfortable man or the wealthy one. The only difference is that he cannot afford to pay two dollars, one dollar, or even fifty cents for a seat in a theatre, and, therefore, he crowds the arcade."

Then the development came to me. If he was willing to spend three or four cents to stand up and look at pictures, he would be just as willing to pay five or ten cents to sit down in a comfortable seat and watch the real motion pictures on the screen.

"The Movies"

I tried in Cincinnati the idea of a theater devoted exclusively to pictures—and it was an instantaneous success. People came flocking to the place at a five-cent admission. Realizing that New York City would be a gold mine if the same principles would work there, I came to New York and opened the first real motion picture house the city had ever seen, taking in as my profit the first week five hundred and twelve dollars, at five cents a seat.

My theater contained only one hundred and sixty seats, but they were continuously filled afternoon and evening. I gave some six reels of pictures and the entertainment lasted for about half an hour.

I could not patent the idea of showing only motion pictures, but I could realize quickly on it. In six months I had organized and run under my management forty-two theaters in the heart of New York, each one of them charging five cents and each one making a big profit. New York seemed to go wild over the idea; and other men began to compete with me by opening bigger and better picture houses.

The Typical Loew's Theatre

It was then that I developed the idea of the neighborhood theater. I had been right in my idea of the masses seeking cheap entertainment, and so I had enough confidence in my judgment to carry the thing one step further. I had been observing that the man or woman who had worked hard all day, and who had traveled down-town to work in the morning and up-town again in the evening, did not care to travel up and down again, get dressed up, and spend the car fare necessary to reach a theater. In many cases a man would not do this even if he could afford to pay the high prices; and so I figured that from these two classes I could draw enough patronage to fill a theater giving vaudeville as well as motion pictures. So I began to build up my circuit of vaudeville houses.

I rented a regular theater in Brooklyn that had been playing two-dollar

attractions, and put in my idea of a good family vaudeville show at prices ranging from ten to twenty-five cents, making it fifteen cents in the afternoon. Everyone scoffed at the idea of turning such a fine theater into a movie house, but the first year of my lease it earned sixty-three thousand dollars.

Encouraged by my success I went to other cities, picked out favorable sites, and either built or leased theaters which I ran under the same policy. As the business grew, the small theaters were given up and we built newer and more modern houses, costing from a half million to a million dollars each. In Brooklyn, where I made my first start, we are now building a theater that will cost two million dollars when completed.

EMERY PAPER

In names given in Hardware Letter Box, page 50, July 6th issue of **HARDWARE AND METAL**, showing where supplies of emery paper are procurable, the name of Alexander Gibb, Montreal, was omitted. Mr. Gibb represents the United States Sand Paper Co., of Williamsport.

THE SPECIALIZED NEWSPAPERS (Continued from page 33.)

three greatest British generals, famous in this war, has written me a three-page foolscap letter full of most valuable and helpful information. In the course of his letter he said of my February article on "Why We Are Losing the War," "I THINK YOU ARE ABSOLUTELY RIGHT," etc. He then proceeds to show how the great military leaders are in accord with and want the co-operation of the business men, and how certain politicians have prevented it, as I have been contending all along. What stronger endorsement do I need than these words from such a man?

"What I cannot understand is that other writers and politicians do not see things as I do, and carry on the same campaign. It requires only ordinary common sense. Possibly Sir Harry Johnston's explanation as given in a recent article in the *University of Cambridge Magazine* when he said:

"A person who like myself is always anxious to realize the exact truth about everything, who

thinks the truth more wonderful, more intricate than fiction, who believes that departure from the truth or oversight of the truth is much more due to laziness, to deficient powers of observation, than to maliciousness or direct inspiration from the Devil, is not very happy in the world of our own time so fond of illusions. Firstly, he is not liked. He finds most of those who should be his natural associates and classmates persisting in error, preferring the wrong view to the right view because a change of views is tiresome. Anyone, therefore, who tells them how to spell the name properly, how to read the text correctly, how to detect the sham or the anachronism is as objectionable as the malaria expert at the India Office or the accurate translator of Rumanian at another office. Secondly, he is not believed. He can't be right because Ruskin did not think so, because the Church has always held, etc., because the Cabinet must have been fully aware at the time. . . . Because you would not surely set yourself up against Mr. Gladstone? and you don't imagine for a moment Sir Edward Grey overlooked this, or Sir Sidney Lee forgot that, or Sir Oliver Lodge invented the other thing? In short, we are most of us disinclined to question the authority we are too busy or too idle-minded to investigate. We are a prey to that inversion of genius which is an incapacity to take pains. It is so much easier in writing and in painting to be vague and inaccurate than whole schools of art and literature have arisen under the false religion of the imagination; nay, religions themselves have been painstakingly reared on false premises and exaggeration, on dreams and guesses, on hearsay that was not verified, on anything rather than a plain statement of fact, even though that fact or that group of facts was far more wonderful to an educated mind than the silly and impossible legend or the reputed miracle could be to the untrained intelligence which so easily believed the incredible."

TO ORGANIZE AUTO OWNERS

Active steps are now being taken to organize a protective association for automobile owners of the Island of Montreal, and it is the intention to call this much needed organization the "Montreal Automobile Association."

It is proposed to make the annual fee \$5, and in addition to maintaining an accurate and up-to-date route information bureau, many features for members will be arranged, such as free legal advice, reduced insurance rates, club rooms, etc.

The aims and objects of the association will be to promote the interests of its members generally, and it is hoped that at a very early date the membership will be strong enough to make its weight felt and so enable the executive to thoroughly tackle the very many burning questions of importance to automobile owners.

T. C. Kirby is devoting his entire energies towards the organization of this association and the governing body will consist of a number of influential Montreal motor enthusiasts.

FINDS USE FOR ENVELOPES

R. S. Woodruff, hardware merchant of Chinook, Alta., finds a good use for all empty envelopes from his mail by putting them in a convenient place near the wood screws and uses them to wrap screws and other small articles.

HORSE A CURIOSITY AT AUSTIN PICNIC

Dominion Day celebration at Austin, Man., was the largest for many years, in fact, the crowd of 2,000 people who gathered in the town for the sports constitutes the record in Austin's history, states a report in one of the local newspapers. Gladstone, MacGregor, Sidney and other nearby towns all sent large quotas while there were also many from Winnipeg, visiting friends in the district.

One of the most noticeable features of the day was the fact that only one buggy was to be seen. The farmer has deserted the horse for pleasure driving and over 200 automobiles of every description, from the ubiquitous Ford to the big touring car, were to be seen.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

ANOTHER eight to ten-cent advance in linseed oil has been recorded during the week, and the future is one of decided uncertainty. Most certainly lower prices are not looked for and that even higher levels may be reached seems quite possible. Seed shows another jump in price for the week, and the outlook for supplies is none too bright.

Mixed paints are in a very firm position, and higher prices have been reached as **HARDWARE AND METAL** goes to press. The advances in linseed oil, with prospects of further ones being made, coupled with the recent advances made in white lead in oil, are considered factors.

Eavetrough, conductor pipe, ridge roll and kindred lines have made an advance of 10 per cent. during the week. This follows higher prices named on corrugated sheets, metal ceilings and shingles some time ago, and is in line with predictions made in **HARDWARE AND METAL** at that time.

Revised prices are announced on tarred roofing felt, tarred and dry building paper, coal tar, roofing cement and heavy dry and tarred strawboard. The present scale of prices provides for advances in each instance, which, while not very heavy, reflect the tendency of the market.

Manufacturers of woodenware are faced with continually increasing costs which is borne out in many advances on their lines. Among the lines affected this week are clothes pins, clothes horses, pastry boards and skirt boards, with higher levels looked for on tubs.

Wool waste and wipers have both reached a higher level of quotations. One manufacturer of cow ties, dog and halter chains, tie-out chains and kindred lines has announced new prices which show an advance of about 12½ per cent., though jobbers have not yet changed their quotations.

Other lines to undergo revision during the week are food choppers, single-barrel shotguns, cross-cut saw handles, toilet clippers, flashlight bulbs, mouse and rat traps, steel squares, night latches, tackle blocks, rivet sets and egg beaters. Advances are recorded in each instance.

MONTREAL MARKETS

MONTREAL, July 18.—Hardware markets are quiet this week within the city. Country trade is very much better, a good demand being noticeable for harvest tools and these are going forward in good order at the present time. Price changes are being worked out on certain lines and in the meantime the revisions for the week are confined to various lines of auto accessories and to seine twine, which scored a strong advance, one brand of horse nails, ready roofing and felt, wire rope thimbles and a line or two of building paper. The tendencies point to higher prices for stoves and ranges, although bookings are

being accepted on present prices for shipment up to September! All twines are firm. Tin is again strong in London and harder to get forward; lead also is very firm. The expected change in freight tariffs will have a decided bearing on many lines, but these will depend upon the date when the rates become effective.

Carburetors Moved Up About Ten Per Cent.

Montreal.

CARBURETORS.—Increases have been made in the price of carburetors. This applies to those known as Rayfield and the

new prices are as follows: G-2, each \$28.50; G-3, \$33.56; G-4, \$38.80; G-5, \$46.50; G-6, \$51.75; 1-2, \$25.88; 1-3, \$28.50; D 44-45, \$37.88; C.B. and D-55 each also \$37.88. Rayfield-Dodge, \$29.06; Reo 6, \$35.81 and Reo 4, \$20.62.

New Prices For Parts On Carburetors, Wheels

Montreal.

STEERING WHEELS.—Revised prices are out for part of Rayfield carburetors. These are shown on the net price list now and the advance is from 10 to 15 per cent. on the complete line. Ford steering wheels also are revised in price, the 17 inch selling now at \$10.13 net. Esta water auxiliator is now priced at \$15.00 each.

Portable Cranes Up, Also Grease Cups

Montreal.

AUTO CRANES, GREASE CUPS.—The prices are revised on Manley cranes with hoist mechanisms. The old price on number 76 was \$109.53 and the new is \$117. The number 80 selling previously at \$157.24 is moved up to \$168.75, net. Samson grease cups are advanced to \$1 each from 90c and from \$1 to \$1.20 for number 801.

Bumpers and Windshields Are Revised in Price

Montreal.

BUMPERS, WINDSHIELDS.—Lyon bumpers have declined in price. No. 102 selling previously at \$16.12 is reduced to \$15.23 net; No. 26 down from \$16.12 to \$15.23; No. 8 from \$13.95 to \$13.05 and the same applies for No. 18. Ford windshields are higher. Number 317 is now \$16 and was before \$13.20 and the same revision applies to number 100 with filler board. The style with slip dash for number 100 is now \$19.20, this superseding the previous price of \$16. These quotations are F.O.B. the factory.

New High Prices On Cotton Seine Twines

Montreal.

SEINE TWINES.—Advances have been more frequent in connection with the prices asked for seine twines than for almost any other item in the list. The new prices make a high record and those obtaining at present are as follows: Six thread 76¼c; 9-thread 73c; 12-thread 72c and 15 thread and larger 71½c per pound. The terms are net 30 days.

Horse Nails and Roofing Are Higher

Montreal.

HORSE NAILS, ROOFING, FELTS.—Peerless horse nail list has been changed and the new list quotations are as follows: No. 5, 22c per lb.; No. 6, 21c; No. 7, 20c; No. 8, 19c and Nos. 9, 10, 11 and 12, 18c; the discount is 10 per cent. Tarred felt is advanced to \$3.50 per 100 lbs. and ready roofing of one brand is \$1.20 per square for 2-ply and \$1.48 for 3-ply. Rideau dry paper is 60c and tarred of the same make 75c.

Wire Rope Thimbles And Fencing Higher

Montreal.

WIRE ROPE THIMBLES, FENCING.—Advances are made for wire rope thimbles of the tinned variety and the new prices are as follows: For ¼ inch, \$5.60; 5/16, \$6.75; ¾, \$8.00; ½, \$10.25; ¾, \$16.80; ¾, \$19.60; ¾, \$25.60 and 1 inch \$32.80 per 100. A new list also has been issued on the Dominion line of wire fencing.

Iron and Steel Hold Very Firm

Montreal.

IRON AND STEEL.—A good trade obtains for iron and also for some lines of steel bars. This is more marked from country dealers than from those inside the city. While prices are without any change some are expecting that an advance may be effected in the immediate future.

Common bar iron, per 100 lbs.	\$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Not Much Interest In Sheets is Manifest

Montreal.

SHEETS AND PLATES.—There is nothing of outstanding note to report on sheets. Some jobbers have less supply of galvanized sheets than for some time, one reporting his stock about exhausted. The supplies in hand are all that can be looked for at the present time and what requirements there are may be filled on the basis outlined below:

BLACK SHEETS—		100 lbs.
10 gauge	\$...	\$9 75
12 gauge	9 25	9 65
14 gauge	7 75	9 00
16 gauge	7 85	9 15
18-20 gauge	8 00	9 25
22-24 gauge	8 00	9 60
26 gauge	9 70	9 75
28 gauge		9 90
10½ oz. (28 English)	10 80	10 75
GALVANIZED SHEETS—		
10½ oz.		\$10 00
28 ga.		9 65
26 ga.		9 25

22 and 24 ga.	9 05
20 ga.	8 85
18 ga.	8 85
16 ga.	8 70

Some Expect Advance In Price Wire Nails

Montreal.

WIRE AND NAILS.—The market is ruling with a steady but firm undertone for wire nails. These are moving out well to country points and in view of the situation regarding wire rods it is highly probable that revisions upward may be made at any time. The prices for the moment are without change on a base quotation of \$5.35 per 100 pounds. Cut nails still are \$5.60 and smooth steel wire, for which the demand is only fair at present, is unchanged at \$6.25 per 100 pounds

Stoves Very Firm; Wares May be Higher

Montreal.

STOVES, RANGES, WARES.—There is no tendency upon the part of the stove makers to book beyond a near date on stoves. As a matter of fact the limit of one large manufacturer is August 31, on present price schedules. In view of the outlook for supplies of raw material this should enable the stove seller to get his supplies forward. The outlook is that prices will be up materially and an advance of 5 per cent. went into effect with one stove maker the past week—this bringing prices about to the level of the recent advances made by others. Wares are steady and firm with the probability of advances being made in the near future.

Good Supply Gasoline; This and Oil Hold

Montreal.

GASOLINE AND COAL OIL.—There is a good supply of gasoline to meet the present heavy demand and prices are without change. It is expected that the market on this will rule steadily. The same may be applied to coal oil. Its use is restricted very largely at present but there is considerable used in oil stoves. Prices are as follows. Motor gasoline 34c. Coal oil, Electroline and Palacine, 22c and Royalite 19c.

Jute Advances Still, No Changes For Rope

Montreal.

ROPE, TWINES, CORDAGE.—While advances have been made for all soft fibres for some weeks, these do not seem to have reached their limit at all. As a consequence packings and twines will keep moving higher so long as this is a condition. The position of rope is an unchanged one and business is, if anything, somewhat better. There is this to note, and that is that buying is usually done in smaller quantities than usual—a small amount of stock being sent forward on many orders. Supplies are ample and the market is steady. Pure Manilla is selling on a base price of 39c; British Manilla at 33c and sisal at 27½c per pound.

Old Materials Firm; Receipts Continue Fair

Montreal.

OLD MATERIALS.—The activity in old materials is still satisfactory for many of the items in the list. Receipts from dealers throughout the country are good in some respects, while there is a desire on the part of those buying for greater quantities. Prices are firm but there are no changes this week, the advances made a week ago still holding. The local demand for old metals is not very marked but there is a good request from over the line on many items represented, particularly for iron and steel.

Tea lead	0 06½	
Heavy lead pipe	0 07½	
Yellow brass	0 15½	0 14
Red brass	0 23½	0 24
Light brass		0 08
Scrap zinc	0 06	0 06½
Heavy copper	0 24½	0 24¾
Wrought iron, No. 1, per gr. ton		27 00
No. 1 machinery cast	38 00	40 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	26 00	28 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	0 08¼	0 08½
Overshoes, lumbermen's rubbers		
boots	0 07	
Bicycle tires	0 04½	0 05
Automobile tires	0 05	0 05¼

Lead Products Steady But Are Unchanged

Montreal.

LEAD PRODUCTS.—No changes have been made this week in the price of these lines and while the market is ruling firm, with a strong undertone, there is not a great deal of business passing. Zinc is firm but inactive and of course solder is decidedly firm, with the outlook for tin even more uncertain than has been for some days.

Lead pipe, lb.	0 15
Lead waste pipe, lb.	0 16
Lead traps and bends	Net list
Lead wool lb.	0 14
Lead sheets, 2½ lb. sq. ft., lb.	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 13¾
Lead sheets, 4 to 8 lbs. sq. ft., lb.	0 13
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.	
Solder (guaranteed)	0 56¾ 0 65
Solder, strictly, lb.	0 52¼ 0 60
Solder, commercial, lb.	0 48 0 55
Solder, wiping, lb.	0 51½ 0 55
Solder, wire (8 gauge)—	
40-60	0 62¾
45-55	0 68½
Zinc sheets, casks	
Do., broken lots	

Tin Outlook Firm; Pig Lead is Scarce

Montreal.

INGOT METALS.—There is but a limited demand for any of the metals at this time and while this condition prevails most of the products are on a firm basis and some with a distinctly strong undertone.

COPPER.—There is not a great deal of this on spot. Prices are high and it looks as though they will advance again. From the United States no supplies are looked for just now. Local price around 31c per pound.

TIN.—Requests for permits have been turned down and as a consequence little tin is available and prices have firmed in London again. Some stock is available

here still but the position is firm at \$1.35 per lb.

SPELTER.—A season such as has now been reached is the dull one for this metal and there is little doing. It is somewhat easier but it is not expected this will result in a great decline. Around 10½ per lb. is quoted.

LEAD.—Advances were made at various points in the States and supply there is reported to be light. The demand is

active from many sources and orders are booked for all supply for some time ahead. Prices are ~~down~~ with local quotations held at 10½ to 11c per pound.

ANTIMONY.—Little interest is evinced in this metal and price holds still at around 15-16c per pound.

ALUMINUM.—Enough is available here to meet requirements and prices hold without change at 50c per lb.

TORONTO MARKETS

TORONTO, July 18.—Price changes have been decidedly numerous during the week and the tendency in every instance has been upward. One of the most important changes is that affecting roofing felt, roofing tar, dry and tarred building paper. Eavetrough, conductor pipe, ridge roll and valleys are all up 10 per cent. Other lines following the upward trend are clothes horses, pastry and skirt boards, toilet and fetlock clippers, food choppers, mouse and rat traps and single barrel shot guns. A very satisfactory volume of business is reported.

Building Paper, Roofing Felt Register Advance

Toronto.

BUILDING PAPER, ROOFING FELT.—New prices have been named on dry and tarred building paper during the week, the No. 2 dry advancing to 60c per roll and the No. 2 tarred sheathing going up to 75c. Roofing felt, 16 oz. is up 20c to \$3.50 per 100 pounds. The heavy dry and tarred straw sheathing has also come under revision, selling at \$3.10. Red Star Special roofing 2-ply has been advanced to \$1.20 and the 3-ply to \$1.48 per 100 square feet.

Coal Tar and Roofing Cement Also Higher

Toronto.

COAL TAR, ROOFING CEMENT.—Coal tar has joined the list of lines going up and is now quoted at \$6.50 per barrel, while the refined sells at \$7.75 barrel or 40c gallon in 5 and 10-gallon lots. Roofing cement or roof coating in barrels has gone up 2c to 29c per gallon; ½ barrels to 32c; 5 and 10-gallon lots to 40c; 2-gallon lots to 51c and 1 gallon to 69c.

Tackle Blocks Make Advance; Valve Discs Too

Toronto.

TACKLE BLOCKS, VALVE DISCS.—Revised prices have been set on steel tackle blocks. The present range of quotations is higher than those previously ruling as will be noted in looking over figures on the single herewith: 3-inch are now 70c each; 4-inch 85c; 5-inch, 90c; 6-inch, \$1.10 each; 7-inch, \$1.30; 8-inch, \$2.15.

New quotations are now being made on Jenkins valve discs, the sizes ¼ to

2-inch selling at net list for orders of 100 of a size and less than 100, advance on list 20 per cent.

Mouse, Rat Traps, Egg Beaters, Clothes Pins

Toronto.

MOUSE AND RAT TRAPS, EGG BEATERS, CLOTHES PINS.—A substantial advance in prices on mouse and rat traps has been made, averaging about 15 per cent. The Holdfast mouse trap is now being quoted at \$3.35 per gross and the Holdfast rat trap at \$1.25 per dozen.

Dover egg beaters at the new figure of \$1.75 per dozen are higher.

A stiff increase in clothes pins has become effective, the loose going up about 20c and those in cartons 35c per case. Quotations now being made on this basis in some quarters are for the 5-gross, loose, \$1.15; 4-gross in cartons, \$1.15; 6 gross in cartons, \$1.60.

Revised Prices on Squares; Truckee Wedges Up

Toronto.

SQUARES, WEDGES.—Revised prices have been issued on steel squares which provide for advances in these lines. The present range of quotations follows: No. 3 polished, \$22.80 dozen; No. 3 nickel-plated, \$28.20; No. 3 blued, \$29.10; No. 12 polished, \$17.40; No. 14 polished, \$20.40.

Truckee wedges No. 50 are now quoted at 14c and the No. 68 at 13c per pound. Triumph stoppers at \$4.00 each and Colgate's shaving powder, cream or sticks, at \$4.50 dozen represent revised figures.

New Fixed Prices on Toilet Clippers

Toronto.

TOILET CLIPPERS, NIGHT LATCHES.—Quotations issued on toilet and fetlock clippers are higher than those previously ruling as will be noted by quotations given herewith: Toilet clippers—Khedive, \$1.75 pair; No. 14 x 0, \$2.75; No. 141 x 1, \$2.55; No. A1, \$1.00; Fetlock, No. 171, \$2.00; No. A1, \$1.00.

Night latches have also been changed, some of the more familiar numbers being quoted: Corbin No. 353, \$6.25 dozen; No. 356, \$30.25; No. R356, \$3.00; Miller, No. 178C, \$9.00 dozen; No. 64, \$6.15. The Miller padlocks No. 105 are quoted

at \$4.35 dozen. These prices are all advances.

Rivet Sets Up; Chains Show Firm Tendency

Toronto.

RIVET SETS, CHAINS.—In line with other items, an advance on Irvington rivet sets has become effective, the No. 0 now selling at \$7.15 dozen; No. 1 and 2 at \$6.25; No. 384 at \$5.40; No. 5 and 6 at \$3.85; No. 788 at \$3.70.

The tendency on steel chains is very firm, one manufacturer already having issued new price list which advances his prices about 12½ per cent. The items affected include cow ties, dog and halter chains, tie out chains and kindred lines. Resale prices have not been named as yet by the jobbers.

Other Woodenware Lines On Upward Trend

Toronto.

WOODENWARE.—Practically all lines of woodenware are undergoing revision these days and new quotations being issued provide for advances in practically every case. Clothes horses, pastry boards and skirt boards are up about 10 per cent. in figures now named as follows:

Clothes horses: Folding 4-foot, \$7.45; 5-foot, \$8.90; 6-foot, \$9.60 dozen; extension, 4-foot, \$14.95; 5-foot, \$17.85; 6-foot, \$19.25 dozen. Pastry boards—No. 2, \$10.00; No. 3, \$11.00 dozen. Skirt boards, 10 x 54 in., \$9.55; 12 x 60 in., \$10.65; 14 x 60 in., \$11.75 dozen.

Food Choppers Again Upward; Shot Guns

Toronto.

FOOD CHOPPERS, SHOT GUNS.—Once again revised figures have been named on food choppers, due it is said to the high price of tin. The quotations now ruling on the Universal are: No. 0, \$19.20; No. 1, \$23.20; No. 2, \$28.40; No. 3, \$38.40 per dozen.

New Victor shot guns, single barrel, are 50c higher at \$9.75 each; while the No. 1 ejector is quoted at \$10.25.

Saw Handles, Hay Fork Pulleys and Other Lines

Toronto.

SAW HANDLES, HAY FORK PULLEYS, ETC.—Cross cut saw handles have been undergoing revision and new prices set range about 15 per cent. higher than those formerly ruling. Hay fork pulleys are also advanced and new price has been made of \$5.25 dozen. Franco flash light bulbs, which have been listed at 17c, are revised and will now be listed at 20c each. A supply of charcoal in paper sacks is being received by jobbers and is being quoted at \$1.80 dozen packs.

Oils and Gasoline Steady, Storage Outfits Up

Toronto.

OILS, GASOLINE.—There has been

no change made in oils or gasoline during the week. The demand for all lines continues very heavy and supplies are equal to orders, though some difficulty in getting prompt transportation is experienced. Coal oil at 18c to 21c per gallon and gasoline at 33c gallon are firmly held.

Storage tank outfits for coal oil, gasoline and lubricating oils have advanced about 10 per cent. for some makes. This is said to be due to high prices and scarcity of steel.

Stoves and Enamelware Remain Unchanged

Toronto.

STOVES, ENAMELWARE.—There have been no new developments in regard to stoves during the week. Prices hold very firm on all lines and some difficulty in taking care of the demand is experienced as far as summer lines are concerned. Enamelware remains very firm though unchanged with a very fair demand in evidence.

Steady Tone to Nail Market, Some Movement

Toronto.

WIRE, NAILS.—Just at present the tone of the market is very steady and no sign of any change is immediately evident. The feeling exists that higher prices on wire nails are justified but the move upward has not materialized. The base on wire nails remains at \$5.30 and cut nails at \$5.65 per 100 pounds. Smooth steel wire at the base price of \$6.25 is unchanged.

Iron and Steel Bars Holding Firm

Toronto.

IRON AND STEEL.—Firm prices hold for iron and steel bars and a very fair demand continues to manifest itself. Stocks are equal to demands and the situation generally is quite satisfactory. Ranges of quotations follow:

TORONTO—	Per 100 lbs.
Common bar iron	\$ 5 25
Common bar steel	5 50
Refined iron	5 65
Angle base	5 75
Horseshoe iron	5 50
Tire steel	5 70
Mild steel	5 50
Norway iron	11 00
Toe caulk steel	6 25
Sleigh shoe steel	5 50
Band steel, No. 10	5 75
Do., No. 12	6 00
Spring steel	9 50
Mining drill steel	19 00
Sheet cast steel	0 42
Tool steel	0 20

Eavetrough, Conductor Pipe Go Up 10%

Toronto.

CORRUGATED SHEETS, EAVE-TROUGH.—In line with predictions made in HARDWARE AND METAL some time ago, prices on eavetrough, conductor pipe, ridge roll and valley have all been advanced. New prices are on a net list basis which represents a 10 per cent. increase over previous quo-

tations. Present figures on eavetrough will be for O. G. square head and half round—8 inch, \$6.90; 10-inch, \$7.70; 12-inch, \$9.10; 15-inch, \$12.50; 18-inch, \$16.00 per 100 feet. Conductor pipe will now be quoted for the 2-inch, \$8.00; 3-inch, \$9.70; 4-inch, \$12.80; 5-inch, \$17.50; 6-inch, \$21.30 per 100 feet. The other lines are up proportionately. A very fair demand is apparent, indicating a fair amount of building.

Corrugated sheets hold firm and unchanged at advance recorded a short time ago. Quotations are as follows:

TORONTO—	Per 100 Sq. Feet
Corrugated Sheets—	
No. 28 gauge	\$ 9 00
No. 26 gauge	10 00
No. 24 gauge	15 00
No. 22 gauge	18 00
No. 20 gauge	21 00
No. 18 gauge	27 00

Discount, 7½ per cent.

Good Sales for Sheets; Stocks Grow Lighter

Toronto.

SHEETS, PLATES.—A very brisk demand for sheets is in evidence and jobbers intimate that supplies are going out much more freely than they can be replaced. Stocks are commencing to feel the drain of orders in a shortage developing of sizes and gauges, though this is not acute by any means yet. Shipments from U. S. points are few and far between. Quotations are unchanged on the following basis.

BLACK SHEETS—	Per 100 lbs.
10 gauge	10 00
12 gauge	10 10
14 gauge	7 45
16 gauge	7 50
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00
3/16-inch plate	10 10
¼-inch boiler plate	10 00

GALVANIZED SHEETS—

10½ oz.	9 50	9 75
U.S. 28	9 20	9 45
U.S. 26	8 90	9 15
22 and 24	8 75	9 00
18 and 20	8 80	8 85
16	8 45	8 70
14	8 35	8 60

Wrot. Iron Pipe Holds At Advance; Tubes Scarce

Toronto.

WROUGHT IRON PIPE, BOILER TUBES.—There has been no further change made in wrought iron pipe during the week, prices holding at advance of last week and noted in current market quotations. Supplies are dwindling owing to scarcity of skelo and difficulty getting any further shipments through.

Boiler tubes are a very scarce article and the outlook by no means encouraging. All shipments that may arrive will be under Government control. Prices are unchanged as follows:

Boiler Tubes—	Cold Drawn	Lapweld
1 inch	\$36 00	\$
1¼ inch	40 00	.....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch .....	.....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Lead Products Steady; Solder Holds Firm

Toronto.

LEAD AND ZINC PRODUCTS.—Quotations on manufactured lead products have been firmly maintained during the week. The lead market shows a little added strength but this is not yet reflected in lines listed below. Solder holds firm with one price on strictly of 68½c being named. Business is fair but not by any means heavy. Prices range as follows:

Lead pipe, lb.	0 15	.....
Lead waste pipe, lb.	0 16	.....
Lead traps and bends	Net list	.....
Lead wool, lb.	0 15½	0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 12½	0 13½
Lead sheets, 4 to 8 lbs. sq. ft.	0 12½	0 13
Cut sheets, ¾ lb. extra, and cut sheets to size.	.....	.....
Solder, guaranteed, lb. ....	.....	0 60
Solder, strictly, lb.	0 55½	0 68½
Solder, commercial, lb.	0 51	0 52
Solder, wiping, lb. ....	.....	0 55
Solder, wire, lb.	0 70	0 80
Zinc sheets, per lb. ....	.....	0 26

Old Materials in Unchanged Position

Toronto.

OLD MATERIALS.—Old materials are in an unchanged position, activity seemingly having deserted these lines. Prices hold at unchanged levels at figures shown herewith.

Tea lead	\$0 05¼	.....
Heavy lead pipe	0 07½	0 07¾
Yellow brass	0 12	0 13
Red brass .....	.....	0 21
Light brass .....	.....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 21½	0 22
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics .....	.....	0 06½
Auto tires	0 04½	.....
Bicycle tires	0 03½	.....
Per gross ton.		
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues .....	.....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling .....	.....	12 00
Country mixed scrap .....	.....	16 00

Quiet Marks Cordage Situation; Prices Hold

Toronto.

ROPE, TWINE.—Quiet prevails in regard to rope and twine, the present being an in-between period when booked orders have largely been taken care of and repeat business has not yet started. There has been no change made in prices on rope, manila selling at 39c base per pound; British manila at 33c and sisal at 27½c.

Wool Waste Goes Higher; Oakum Steady

Toronto.

WASTE, OAKUM.—An advance in prices applying on wool waste has been made and quotations now range at 13c, 18c, 25c or 30c per pound according to quality. Wipers is also higher at 10c, 11c and 13c per pound. The demand is fair although mills are operating largely on contracts. Oakum remains firm and unchanged at prices shown in current market quotations. A fair volume of trading is being done.

Lead, Antimony, Tin All Show Strength

Toronto.

INGOT METALS. — Lead, antimony and tin show the greatest strength of the week in that prices on each have stiffened in some quarters. Copper for commercial purposes is scarce. Odd shipments of tin continue to arrive but are quickly absorbed.

COPPER.—This metal is in very light supply and there is little available for commercial purposes. The demand centres around war work principally. Quotations range from 30 to 32c per pound.

TIN.—A little higher price is generally noticeable. Tin is available in very limited quantities and the few shipments getting through are quickly used up. Price runs from \$1.20 to \$1.40 per pound on spot offerings.

SPELTER.—There have been no particularly interesting features in connec-

tion with this market. Prices have been maintained at 10½ to 11c per pound locally with the demand small.

LEAD.—A little higher price has been named in some quarters, quotations now ranging from 10½ to 11½c per pound. There is little moving commercially with ample stocks available.

ALUMINUM.—The same conditions prevail in regard to this metal as have existed for some months past—in one word, uninteresting. Price is held at 50c per pound.

ANTIMONY.—Another advance has been made in some quarters of 1c per pound which serves to widen the range from 18c to 21c. Trading is a little more inclined to be active.

PIG IRON.—Production though heavy continues to be largely absorbed in various phases of war work and as far as domestic requirements go, there is little to be said. Manufacturers cannot secure ample supplies and must face a period of dwindling stocks.

have been named on pipe fittings, the following prices now being in effect: Black malleable fittings, Class A., 60c lb.; B., 27c lb.; C., 19c lb. Galvanized malleable fittings, Class A., 75c lb.; B., 37c lb.; C., 27c lb. Unions, 30 per cent. bushings 15 per cent. discount; plugs, 12½ per cent. discount; nipples, 4 inch and under, 45 per cent. discount.

Fence Pliers Up; Nails Selling Very Well

London.

PLIERS, NAILS.—Quotations now ruling on Red Devil fence pliers have reached higher levels than those formerly ruling. Prices now being asked are: No. 1000 x 8 inch \$10.00 dozen. No. 1000 x 10 inch \$12.00 dozen.

The sale of nails has been good during the past month and is still fair. Price has held very firm, and no change is reported. The following is basis of quotations: Wire, \$5.30 base per 100 pounds; cut, \$5.60

Stands and Lasts Up; Soapstone Crayons Also

London.

STANDS AND LASTS, CRAYONS, ANTI-RATTLERS.—Many miscellaneous items in the hardwareman's stock have undergone revision during the week, among the lines affected being iron shoe stands and lasts which are adjusted on the following basis of selling: Studs, 12 inch, \$1.85 dozen; lasts, No. 1, 65c dozen; No. 2, 75c dozen; No. 3, \$1.25 dozen; No. 4, \$1.50 dozen.

Soapstone crayons have also undergone a change, a higher price being established of \$3.50 per gross.

Quick shift anti-rattlers are now quoted at \$3.25 per dozen pairs for ¾ inch and 5-16 inch. This is an advance.

Mixed Paints Move Up to Higher Levels

London.

LINSEED PAINT.—New prices have been named on linseed prepared paints which provide for advances in this line. The high cost of oil and recent advance in white lead are factors in the new quotations now prevailing as follows: 5 gal. cans, \$3.45 gal.; 1 gal. cans, \$3.55 gal.; ½ gal. cans, \$3.65 gal.; ¼ gal. cans, \$3.75 gal.; pints, \$3.95 gal.; ½ pints, \$4.35 gal.; white add. 10c gal.; flat white add. 45c gal.; special greens add. 40c gal.; special reds add. 65c gal.

Linseed Oil Advances 10c Gal.; Turps Firm

London.

LINSEED OIL, TURPENTINE.—The position of linseed oil is reflected in an advance of 10c per gallon and the immediate future holds little promise of easier prices. The seed market fluctuates considerably but is generally on a higher level and with the visible supplies light, the tendency can be easily determined. New prices are:

LONDON MARKETS

LONDON, July 18.—Prices continue very firm with numerous advances and conditions at present point to further advances on many lines. Linseed oil is up 10c per gallon and new quotations have been named on washboards, pine tar, fibre tubs, clothes pins, and stable brooms. Other items on which revised prices have been named include anti-rattlers, fence pliers, shoe stands and lasts, pipe fittings and soapstone crayons.

Although the holiday season is having a quieting effect on trade, business is seasonably good.

Washboards Make Advance Clothes Pins Follow Suit

London.

WASH BOARDS, CLOTHES PINS.—New prices which represent advances have been named on wash boards during the week. The present scale of quotations follows: Pony (zinc) \$2.25 dozen. Improved Globe (zinc) \$4.90 dozen. Improved Globe (tin) \$3.35 dozen. Diamond King (glass) \$6.00 dozen.

A further advance on clothes pins has also been put into effect the round wood pin, 5 gross to a box loose, are now selling at \$1.20 per box.

Fibre Tubs Reach Higher Levels

London.

FIBRE TUBS.—After a period of steady prices, new figures have been issued on fibre tubs which are at higher levels than those previously ruling. The present range of quotations is given out as follows: No. 0, \$22.35 dozen. No. 1, \$19.15 dozen. No. 2, \$15.95 dozen. No. 3, \$13.60 dozen.

Pine Tar Higher; White Lead, Putty Firm

London.

PINE TAR, WHITE LEAD, PUTTY.—A new price has been issued on pine tar in tins, pints being higher at \$1.75 dozen.

The market on white lead in oil and putty are very firmly held with light sales reported. Quotations on pure white lead in oil are in ton lots \$17.25 and less than ton lots \$17.60 per 100 pounds. Putty in drums sells at \$5.55 for standard and \$7.55 for pure per 100 pounds.

Stable Brooms Move Up; Binder Twine Selling

London.

STABLE BROOMS, BINDER TWINE.—Higher prices are the order of the day as applied to stable brooms on which new quotations have been issued along the following lines: Set in pitch, No. 4 x 12 inch, \$7.50 dozen; No. 5 x 13 inch, \$8.00 dozen; No. 6 x 14 inch, \$9.00 dozen. Wire drawn, No. 112, \$7.50 dozen; No. 113, \$8.25 dozen; No. 114, \$11.00 dozen.

Binder twine is reported in good demand with prices unchanged, 500 ft. selling at 223½c lb.; 550 ft. at 25¼c.; 600 ft. at 26½c and 650 ft. at 28c. Hay fork rope is still selling here though other sizes are somewhat quiet. Prices have been firmly held on the following basis: Pure manila 39c per pound. British manila 33c per pound. New Zealand hemp 33c per pound. Sisal 27½c per pound.

Higher Prices Named On Pipe Fittings

London.

PIPE FITTINGS.—Higher prices

Raw	Boiled
1 to 2 bbls., \$2.07 per gal.	\$2.10 per gal.
3 to 5 bbls., \$2.06 per gal.	\$2.09 per gal.
6 to 9 bbls., \$2.04 per gal.	\$2.07 per gal.
Less bbls. add 10c bbl.	

Stocks locally on turpentine are con-

WINNIPEG MARKETS

WINNIPEG, July 18. — Price changes for the past week again show all lines on the upward trend; the advances however in most cases being very moderate, and only sufficient to cover any increased freight or manufacturing costs. Linseed oil however shows a jump of 30c per gallon due to the heavy advances in flax seed, which for No. 1 N.W.C. was quoted yesterday on the Winnipeg market at \$4.33½c per bushel. Among the other lines affected appear: clothes wringers, breast drills, Bissell's carpet sweepers, pop safety valves, ice-cream freezers, Trimo pipe wrenches, horse shoes, Winchester rifles, waders and clay pigeons. Business for the past week has slackened down slightly owing to the dry spell, but rains during the last half of the week are expected to improve conditions.

Clothes Wringers *Go Up 5%*

Winnipeg.

CLOTHES WRINGERS.—Following the recent advance in washing machines new prices are now effective covering clothes wringers, which show increases over former quotations of approximately 5 per cent. To-day's ruling figures are as follows. Universal, \$37.55; Royal Canadian, \$54.50; Crest, \$52.50; Eze, \$58.85; Emperor, 12-in., \$132.00; Signet, \$57.65; Reliance, \$70.50; Eureka, \$46.40 per dozen.

50c Advance Made *In Horse Shoes*

Winnipeg.

HORSE SHOES.—Horse shoe prices both in iron and steel have again moved up in price during the week and register an advance of an even 50c per 100 lbs. The selling price to-day is as quoted herewith: Horse shoes, iron, No. 1 \$7.85 keg; No. 2 and larger \$7.60 keg; steel No. 1 \$8.30 keg; No. 2 and larger \$8.05 keg; snowshoes, No. 01 \$8.10 keg; No. 2 and larger \$7.85 keg; Featherweight, \$9.45 keg.

Rifles, Waders, Blue *Rocks Revised Upward*

Winnipeg.

RIFLES, WADERS, BLUE ROCKS.—Several lines of sporting goods show further advances during the past week due to manufacturing costs, among which rifles, waders and blue rocks are to be noted at prices shown herewith:

Winchester Rifles—Model 1906, 22 Cal., \$21.75 each; Model 1890, 22 Cal., \$23.15; Model 1892, 25-20 Cal., \$26.25.

Winchester Carbines—Model 1892, 25-20 Cal., \$25.75 each.

sidered light and a very fair demand is being experienced. Prices have held firm and unchanged for the week as follows: 1 bbl. lots, \$1.03 imp. gal.; 2 to 4 bbl. lots, \$1.02 imp. gal.; 5 gal. lots, \$1.13 imp. gal.

Winchester Sights—No. 1902, 30c each; No. 50, 60c each; No. 59, \$1.45 each; No. 60, 45c each; No. 62, \$2.70 each.
Hamilton Rifles—No. 27, \$3.30 each; No. 027, \$3.60 each.
Twill Waders—Full length, \$10 pr.; stocking length, \$6.25 pr.
Blue Rocks or Clay Pigeons, \$11.50 per M.

Breast and Hand Drills *Make 10% Advance*

Winnipeg.

BREAST, HAND DRILLS.—Further advances covering quite a number of breast and hand drills have just gone into force and show an increase in the neighborhood of 10 per cent. The following are to-day's ruling prices on the lines affected: No. 12 \$5.75; No. 019 \$4.55; No. 86 \$9.50; No. 112 \$3.10; No. 744 \$3.80 each; hand drills, No. 4 \$10.80 doz.; No. 1 \$36.00 dozen.

Carpet Sweepers Reach *Higher Levels*

Winnipeg.

CARPET SWEEPERS.—New prices just announced by Bissell's Carpet Sweeper Co. show further increases in their products which is said to be due to increased cost of raw material. To-day's selling prices on a couple of the more familiar lines are given herewith. Carpet sweepers, Grand Rapids, janned \$3.20; nickled \$3.55 each; Superba vacuum sweepers \$8.50 each.

Make 5% Advance *In Pipe Wrenches*

Winnipeg.

PIPE WRENCHES.—New prices just received from the manufacturers of Trimo pipe wrenches show a slight revision in price, advancing approximately 5 per cent. This is due, it is intimated, to labor conditions and the raw material market. To-day's ruling prices are given below:

Trimo Wrench—10 in., \$1.50 each; 14 inch, \$2.10; 18 in., \$3; 24 in., \$4.35.

Trimo Jaws—14 in., 75c each; 18 in., \$1.15; 24 in., \$1.45.

Trimo Nuts—14 in., 20c each; 18 in., 23c; 24 in., 36c.

Trimo Frames, 14 in., 39c each; 18 in., 49c; 24 in., 62c.

Thumb Latches in Heavy *Advance; Valves Up 10%*

Winnipeg.

THUMB LATCHES, SAFETY VALVES.—Cast thumb latches show the heaviest advance of any of the hardware lines during the past week, the increase being approximately 35 per cent., which makes to-day's selling price on the different sizes as follows: No. 102 \$1.72 doz.; No. 103 \$1.88 doz. Following the recent advances in brass valves, etc., new prices are just to hand covering pop safety valves which move up approximately 10 per cent. and are quoted to-day as follows: 1 in. \$6.25; 1¼ in. \$7.80; 1½ in. \$11.75; 2 in. \$15.60 each.

Ice Cream Freezers *Higher; Demand Brisk*

Winnipeg.

ICE CREAM FREEZERS.—Due to further increases in the cost of labor combined with increased freight rates new prices have been named on ice cream freezers. These show an advance of from 3 to 5 per cent. Owing to the recent warm spell the movement in this line is reported as very brisk. New prices now in effect are as follows:

Lightning—4 qt., \$4.35 each; 6 qt., \$5.50; 8 qt., \$7.15; 10 qt., \$9.45.

Blizzard—2 qt., \$2.60; 4 qt., \$3.05; 6 qt., \$3.80; 8 qt., \$4.80.

Crown—14 qt., \$18.35; 18 qt., \$23.35; 24 qt., \$28.25 each

Linseed Oil Higher by *30c Gallon in Week*

Winnipeg.

LINSEED OIL.—Linseed oil this week shows another sensational advance moving up in two advances 30c per gallon over former quotations. This is said to be due to the shortage of flax seed which was quoted yesterday on the Winnipeg market at \$4.33½ per bushel for No. 1 N.W.C. Should this price hold it is more than likely it will affect the prices on ready mixed paints. To-day's ruling price on linseed oil is as follows: Raw \$2.30 gal.; boiled \$2.33 gal. in 1 barrel lots.

Firm Position Marks *Turpentine Markets*

Winnipeg.

TURPENTINE.—Turpentine prices continue to hold firm, but owing to the shortage of transportation and labor a further advance would not be surprising. Prices ruling to-day are as follows: Barrels \$1.10 gal.; ½ barrels \$1.13 gal.; 5-gal. lots \$1.15 gal.; 1-gal. lots \$1.15 gal., plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., July 18.—The partial report of the production of steel ingots in June indicates that the total production in the month was at the rate of about 42,860,000 gross tons a year, against rates of 42,960,000 tons in May, and 42,930,000 tons in April. Thus there was a slight decrease but

that is splitting hairs. The general position is that since early in March, or after the recovery from the great curtailment of the winter, production has been at a practically uniform rate of about 42,900,000 tons a year, or 90 per cent. of the full capacity. That the other 10 per cent. production was not

realized was due to the trying conditions existing, a little shortage of labor, in point of numbers, a little slackness in labor performance in many quarters, unusual difficulties in making repairs and, most important of all, the poor quality, on the whole, of the scrap available and some shortness in the total supply.

There is no shortage of pig iron of any consequence, though there was a very severe shortage in the winter. Output would not be increased, but would rather be decreased, by the open-hearth furnaces using more pig iron and less scrap. What they would like is a scrap of better quality, more heavy melting steel so that they would not be driven to use so much indifferent material, particularly steel turnings.

Thus far in July the weather has been extremely favorable, for the season, but some curtailment in output this month and next is certain on account of the heat. This may be made up by better operations in September and October, but in general the production rate of the last four months indicates approximately what is to be expected for the remainder of the year. The rate is just a trifle better than the average rate of 1917 and a shade better still as compared with the 1916 output.

Distribution of Material

Recently the War Industries Board prescribed some additional regulations for the distribution of pig iron and steel products, and as there is not likely to be any further important change in the regulations it may be of interest to set down precisely the manner in which material is to be distributed. The sequence is as follows: Priorities AA, A and B; Class C, preference material; Class D, permit material.

The priority certificates are precise in that they call upon a producer to furnish to a consuming activity a precise quantity of certain material. As a rule the material is material required for a strictly direct war use. The producer is not required to ship against all the priority certificates furnished him before he does anything towards shipping Class C material, but he is required to provide for filling such priorities with the greatest promptness that seems necessary.

Class C material is material coming under the "schedule of purposes entitled to preference treatment" prescribed under date of June 6th and subsequently modified slightly. The list starts with ships and ends with public utilities. The precise distribution as to quantities, etc., is left entirely to the producers. They are supposed to know, or ascertain, the exact use to which a customer will put any lot of material.

Class D material is what is left. A shipment in this category can be made only upon permit, secured from the Director of Steel Supply upon application by the producer, not the buyer. One exception is made, a blanket permit being issued covering any shipment not over five tons, with this proviso, that at the end of the month the producer

must report each individual shipment of this character with a statement of belief that the shipment was "in the public interest."

Thus the system prescribes that one great class of material, Class C, shall be distributed by the producers after their own fashion, simply following strictly the general regulation laid down, as to the sequence of the "purposes" for which the material is intended by the buyer. On the one hand, however, there is material the producer is required to furnish, through the priorities, while on the other hand there is material which cannot be shipped at all except by permit. Thus there is one general flow of material, with certain exceptional material forced and certain other exceptional material restricted. Theoretically it looks like an excellent system, with a minimum of red tape and a maximum employment of the producers' knowledge of the trades they undertake to serve. Practically it is the common testimony of the producers that it is working very well.

The War Industries Board is endeavoring to reduce the volume of priorities extant by granting from week to week less than are filled. Apparently its particular activity in this direction is to seek to have the various Government departments reduce their applications for priorities, there being reason to suspect that more have been called for than were really needed. Thus as time passes there should be more material for Class C, and eventually perhaps more flowing over into Class D. Whether permits in the case of Class D will be granted freely or reservedly experience does not yet show, except that it is the testimony of some producers that the War Industries Board is quite reasonable in considering individual cases, without an undue reverence for the strict letter of its general regulations.

The Jobbers

The case of the jobbers has been settled, and apparently in a way that gives them about all they could have asked for. They are required, on the one hand, only to furnish material from stock according to the same rules as obtain with the manufacturers with respect to the preference list, and to report shipments so that they can be checked according to the regulations, but on the other hand they are assured replacement, from the mills, of all material thus shipped. Inasmuch as the jobbers for the main part have fairly large stocks, they should be able to get along rather comfortably. There is, furthermore, to be some replacement of material hitherto supplied for war activities.

Prospects of General Supplies

Consumers whose activities are covered by the preference list need have little concern as to supplies. Those given no general recognition, but who can obtain deliveries only by the producer securing a permit, are likely to receive little for the time being. Instances are multiplying, however, of important war activities becoming well

stocked with steel, whereby in individual cases they will not require shipments to be continued indefinitely at the rate of the past two or three months. In some cases mills have already been instructed to divert shipments to other consumers in the same class of activity. Some forge shops making shell blanks, for instance, have become loaded with material, also some fabricating shops making ship parts. Diversions to other shops may in turn give them an ample reserve. Accordingly, in some quarters it is argued that as time passes there will be more material flow over from the lowest items in the preference category, into Class D.

Trade Inquiries

401. Catalogues.—A Cape Province wholesale firm requests catalogues and price lists from Canadian manufacturers of fencing and baling wire, wire netting, hardware of all kinds, tools of all kinds, cart and carriage material, iron and steel products, enamelware, shovels, axes, paper-wrapping, and paper bags.

402. Calcium carbide.—A South African firm of importers is prepared to take up the Canadian agency of calcium carbide. This firm has stores in each of the principal centres of South Africa.

403. Catalogues.—A wholesale firm of general importers in South Africa requests catalogues and price lists of any line suitable for the general jobbing wholesale trade.

406. Catalogues.—A Durban wholesale hardware firm requests catalogues and price lists from Canadian manufacturers of hardware of all kinds, tools of all kinds, shovels, stoves, enamelware and other iron and steel products, also particulars from Canadian manufacturers of cart and carriage woodenware and iron and steel ware, axes, springs, handles, paints and varnish and other lines suitable for wholesale hardware stores.

407. Catalogues.—A Durban firm of wholesale importers requests catalogues and price lists from Canadian manufacturers of wire fencing and baling wire, netting, hardware of all kinds, brushware, paints and varnishes, tools of all kinds, dairy utensils, agricultural implements, household utensils, furniture (knocked down state), handles, stepladders, shovels, pickaxes and samples and prices on wrapping paper and paper bags.

409. Sprays.—A Durban firm of importers requests samples, prices, and other details from Canadian manufacturers of sprays for orchard purposes.

413. Boards, three-ply.—A Durban firm, with branches in other centres in South Africa, specializing in building material, requests prices and samples on three-ply boards, or other manufacturing boards suitable for the building trade.

415. Building material.—A Durban firm specializing in building material of all kinds, requests correspondence, catalogues and prices from Canadian manufacturers.

416. Steel for concrete.—A Durban firm of importers requests correspondence from Canadian manufacturers of steel suitable for concrete building of all kinds.

453. Sporting firearms, bicycles and motor-cycles.—A house in Florence with a branch at Leghorn is disposed to handle sporting goods such as firearms, ammunition, bicycles and motor-cycles, and asks for catalogues, price lists and discount sheets of Canadian houses interested.

454. Varnishes and wood-pulp.—An agent in Milan wishes to get into touch with Canadian suppliers of varnishes for steam boilers. This house is also prepared to handle Canadian wood-pulp.

WEEKLY PAINT DEPARTMENT

Get the Barns of Canada Painted

Weather-blown Barns Are a Prey to Disintegrating Forces of Elements—Farmers Have the Wherewithal—All They Need is to Have Their Viewpoint Changed—Have Not Been in Habit of Having Their Barns Painted

GET the barns of Canada painted" should be the slogan of paint dealers and manufacturers throughout the length and breadth of this Dominion. There has been an enormous waste going on right in this department of our social life. And it has not been remedied, because there was no person to take it upon himself or themselves to point out the need for righting this condition. It seemed that it was a matter that concerned the farmer alone. If he did not care to protect his property, well "it was up to him." That was usually the attitude adopted, and the paint dealer allowed the matter to drift along, and he thereby lost a chance for much additional trade.

The failure to paint the barns of Canada is largely due to the attitude which the farmers have adopted in the matter. Lumber seemed cheap, and it was mostly of a somewhat rough nature. Money was also hard to get for the average farmer, and when he made the effort to build a new barn he thought he had reached the limit of expenditure that he could stand when he got the framework up.

Weather-blown and a Prey to Elements

But no sooner was the barn erected and left standing in its unpainted condition than it became a prey to the elements. Wind-blown, weather-beaten, storm-attacked and sun-dried and baked, a fierce assault was started immediately that it was completed. The process of disintegration started almost immediately. It perhaps took two or three years for some of the sideboards to flop loose from their nail moorings. Or it may have even taken longer for the shingles to show the sign. But when the barn did start to go it seemed to go to pieces all at once. The wreck became complete. With the widening of the

cracks between the boards on the sides of the barn the wind had a greater opportunity to swish through. A coating of paint would have stopped that drying and warping process and kept the barn intact for many years longer. It is only on this continent that one will view the sight of unpainted barns. Certainly it was not a sight that would meet the view of the traveler in Europe. For farmers long ago in those countries learned to conserve their buildings.

Farmers Have the Wherewithal

It is no longer a question of having the money to do the painting with. The farmer is, perhaps, the most able of any class of citizen to do painting at the present time. And this for a very good reason with which every paint dealer is familiar. All that is needed is proper attention given to the matter by the merchant who has the paint for sale. He should talk barn paint, advertise barn paint, display barn paint.

It is a campaign of education that is needed to make the farmer change his attitude with respect to this matter of painting his barns and farm buildings. He is not unreasonable. The appeal will reach him if it is placed before him in the right light. The dealer should not lose sight of the fact that it is a matter of conservation—it is paint insurance. More correctly speaking, it is "weather insurance." For it protects the building against destruction. It is more truly a protection than fire insurance. Fire insurance does not save a building from destruction; it only makes good the loss after it is destroyed. But paint saves the loss before it starts. It conserves—preserves. These are all reasons why the farmer should be induced to change his habit of thought and why there should be greater sales of barn paint.



A Double-Barreled Sales Argument that Sells this Boeckh Brush— *"The Bristles Can't Come Out"*

Boeckh's Steel Grip Rubber Set Brushes are first **SET IN HARD RUBBER** and then bound firmly with **COMPRESSED STEEL FER-RULES**—a double-barreled argument that always clinches sales for Boeckh's.

Painters and workmen who have occasion to use a superior brush always ask for "Boeckh's Steel Grip Rubber Set."

THE BOECKH COMPANY, LTD.,
TORONTO, CANADA



MOORE'S HOUSE COLORS

have the quality that every paint user appreciates and the generous covering capacity that ensures many repeat sales for the "Moore" Dealer.

You can always hand over Moore's House Colors backed by the very best recommendation you know. For Moore's House Colors will live up to it and will make solid friends of every user.

Benjamin Moore & Co., Ltd., West Toronto

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, July 18.—There is this to say regarding the paint markets this week and that is that all tendencies are decidedly firm. Linseed oil has moved up considerably, the minimum advance being eight cents per gallon. It is suggested that even this will be temporary and that \$2.25 oil may be a reality in the immediate future. The tendencies are strong in every line, particularly for putty, white lead in oil, dry colors and mixed paints. The turpentine supply is none too heavy. Business generally is considered very good.

Turpentine Position Very Slightly Easier

Montreal.

TURPENTINE.—There is a neat surplus above requirements in the Savannah market and the price there has eased several cents in the last ten days. In so far as this market goes it is of little moment for there have been comparatively few deliveries to this point. Further shipments are en route though it is impossible to get a definite assurance of when these will be delivered. The restrictions on import being considerable, coupled with the transportation difficulty have served to make a unique situation. One paint firm is quoting limited barrel lots at 96c and smaller quantities at \$1.03 per gallon.

Turpentine—	Per Imp. Gal.
1 to 4 barrels	0 96
5 barrels and over	
Small quantities	1 03

Skyward Tendencies Surround Linseed Oil

Montreal.

LINSEED OIL.—A decidedly sharp upward turn has manifested itself within the last few days on linseed oil. This has been the result of fast diminishing supplies of flaxseed in addition to the crop outlook not being too promising. Flaxseed has reached the high-water mark of \$4.36 for July and of \$4.45½ for October, and there is prospect of these prices being superseded by higher. It was pointed out by a large crusher that even now if rain should come in the West there would be some sections in which the prospect for a fair yield of flax would much improve. It is to be noted also that the action of the United States in debarring importation of seed from the Argentine has had a firming effect. Oil may here reach \$2.25 per

gallon. In the meantime many are not quoting at all, while one crusher is selling at \$2.05 for raw in singles. The outlook is for higher prices still.

Linseed Oil	Raw Imp. gal.	Boiled Imp. gal.
1 to 4 barrels	2 05	2 07½
5 to 9 barrels	2 04	2 06½
10 to 25 barrels	2 03	2 05½

Prospects Are For Higher Putty Price

Montreal.

PUTTY.—The immediate future will, it is thought, see higher prices for putty; this is the consensus of expression from the trade. The market is steady and very firm in the meantime, and while

PAINTS MAKE ADVANCE

As **HARDWARE AND METAL** goes to press, word has been received of an advance in practically all lines of ready mixed paints. House paints, first and second grades advance 10c per gallon for colors and 25c for white. Porch floor paint ordinary and enameled advance 10c per gallon. Marine paint in colors is up 10c and white 25c per gallon; copper paint advances 10c per gallon. Japans and colors in oil entire lines advanced depending on cost of raw materials. Details to be worked out. All advances become effective for immediate business and immediate future only.

trade is not more than seasonable it can be considered fair.

	5 ton	1 ton	Less
Standard Putty—			
Bulk, in barrels	\$4.00	\$4.15	\$4.35
Do., ½ barrels	4.15	4.30	4.50
Do., 100 lb.	4.85	5.00	5.20
Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.76

Pure linseed oil putty, \$2.00 per 100 lb. advance on above prices.

Glaziers' putty—\$1.60 per 100 lb. advance on above prices.

Terms: 2%, 15 days, net 60.

White Lead in Oil Steady and Very Firm

Montreal.

WHITE LEAD IN OIL.—With pig lead ruling in a strong position and the supply limited as compared with the active demand across the line there is a very firm undertone to white lead in oil. Not a great deal of business is being done at the moment but it looks as though the position recently attained is likely to hold steadily. Five ton lots still are sold at \$16.50 per 100 pounds; ton lots at \$17 and lesser quantities at \$17.35.

Mixed Paint is Firm With Change Probable

Montreal.

MIXED PAINT.—The feature of the week is a firming of the tendencies. These are even more marked than they were a week ago for a scarcity of linseed oil is probable with so little seed available. In the matter of sales these are still good, when it is considered that July is looked upon as a quiescent period for this line.

TORONTO

TORONTO, July 18.—The situation in linseed oil assumes a serious outlook and this is reflected in advances of from 8c to 10c in ruling quotations with supplies in some quarters very light. Turpentine remains high, and whereas heavy stocks are not general ample supplies for present requirements are considered available. Prepared paints have a decidedly firmer tendency and that higher prices will be named seems quite, within the realm of possibility. White lead in oil and putty are firmly held. Business generally is very good.

Linseed Oil Higher; Future Very Uncertain

Toronto.

LINSEED OIL.—Advances ranging from 8c to 10c per gallon have been made in linseed oil during the week with the possibility that even higher levels may be reached. The situation in regard to supplies is looked upon as serious, and surplus stocks are not reported in any source. Seed shows an advance of about 15c for the week, but the question of available stocks is the greatest concern of crushers generally. Pessimistic reports in regard to the prospects for the new crop are at hand, and these will be a factor in maintaining prices at high levels. Quotations nominally are given as follows:

	Raw Imp. gal.	Boiled Imp. gal.
1 to 2 bbls.	2 05	2 07½-2 10
3 to 5 bbls.	2 04	2 06½-2 09
6 to 9 bbls.	2 02	2 04½-2 07

Less than barrel lots 10c per gallon higher than single barrel prices.

Prices Locally Hold Firm; Supplies Fair

Toronto.

TURPENTINE.—Prices locally show no change during the week, quotations

For Householder and Master Painter alike -



In
Endless Sales
Since 1858—

JAMIESON

The Jamieson line has stood the test—has proved its selling power—in every pinch since 1858.

Uniform quality and dependability have kept it a leader in the field. Mr. Dealer, this is Paint time. This is the season when busy householders have time and inclination to do a little painting both in and outside the house. Are you ready?

Jamieson's Pure Paints and Varnishes will keep sales moving faster because of their wide reputation for giving permanent satisfaction.

Write now for the Jamieson plan to keep you "on top" in your locality.

R. C. JAMIESON & COMPANY, LIMITED

Owning and Operating P. D. DODS & CO., LIMITED

Vancouver

MONTREAL

Calgary

ranging from \$1.00 to \$1.03 per gallon in single barrel lots. Heavier receipts and decreased shipments at primary points caused a slight decline in the price of turpentine in the South this week. Market is showing a quiet to heavier undertone to-day. Importers' prices here are in some instances 2c to 3c lower. Stocks, though reported very light in some quarters, are considered ample for present requirements with fair arrivals noted. Production is far below average and that higher prices will rule seems inevitable. To-day's quotations range as follows:

	Imp. gal.
1 barrel	1 00-1 03
2 to 4 barrels	
5 gallon lots	1 13

Prepared Paints Pointing Upward; Good Movement

Toronto.

MIXED PAINTS.—Mixed paints generally are pointing upward and a revision to higher levels would not come as any surprise. The stiff advance in linseed oil with prospects of even higher prices and the recent change in white lead in oil are factors considered elemental in bringing about any change that may be made. The demand is considered good.

White Lead in Oil Firm and Unchanged

Toronto.

WHITE LEAD IN OIL.—The position is one of decided firmness though no change has been made in quotations over those recorded recently. With high prices ruling on oil and the lead market showing strength, it is not hard to determine what may happen in the matter of price which to-day remains at \$17.25 per 100 pounds in ton lots for pure.

Putty Shows Strong Undertone; Glass Steady

Toronto.

PUTTY, GLASS.—The continued advance in linseed oil has an undoubted bearing on the undertone of the market on putty, and further advances in oil will quite likely result in putty prices being revised. The demand at the present time is light. Prices for the week are unchanged, bulk in barrels selling at \$4.70 per 100 pounds, while 25-lb. and 100-lb. drums are quoted at \$5.55. The plate glass schedule adopted in the United States under date of April 15 has been withdrawn which would indicate further advances. A new schedule is looked for in another week or so and it is quite possible any advance will be reflected here.

Firm Undertone in Brushes; Rosin

Toronto.

BRUSHES, ROSIN.—A very firm undertone is noticeable in the position of brushes and revisions in price upward may be found necessary within the near future. A very fair demand continues to manifest itself and stocks generally are in very good shape. Rosin market

is considered firm. Reports from the South intimate that the demand is active and all receipts absorbed. Stock held at interior points is finding its way to gulf ports. Prices are practically easier than last week but the market firm. Spot though active better satisfied. One importer, to indicate how quickly the market changes stated that one order placed was invoiced at a 5 per cent. advance between time of buying and date of shipment.

Bicycle News

TORONTO, Ontario.—The plan to stage a second Bicycle Week during the present season, to be known as the "Mid-Summer Bicycle Drive," has spread from Toronto to various sections of Canada. The campaign, the dates for which are from Saturday, July 27, to Saturday, August 3, is being fostered by the Canadian industry and the dealers in all the principal cities of the Dominion are being encouraged to take up the feature.

VANCOUVER, B.C.—There are definite indications that various hardware retailers of British Columbia have fallen in love with the bicycle. Hardware dealers in a number of B. C. centres have taken on the bicycle and good business with the line is reported.

In Kelowna, Morrison and Thompson, hardware merchants, have taken a bicycle agency. They did so even though there were three other bicycle dealers in the city, two of them being in a position to give service and do repairs. Kelowna is the centre of a wealthy and prosperous section of the province, however.

The Trites-Wood Company, Limited, of Fernie, entered the bicycle business this season. This company has been making special displays of wheels with good results. The Nelson Hardware Company, Limited, Nelson, are doing a wholesale as well as a retail business in bicycles.

H. P. Knoll, who formerly conducted a hardware store in the Canadian Middle West, has taken over the business of H. Alanson at Abbotsford, B.C. He got a late start but he has already sold a number of wheels.

HAMILTON, Ontario.—President J. R. Dixon of the Canadian Bicycle Dealers' Association has officially designated the three days of September 4, 5 and 6 as the dates for the second annual convention of the National organization in Toronto and has suggested that business sessions be held on the mornings of these three days.

TORONTO, Ontario.—A prominent trade visitor in Toronto during the week of July 8 was W. A. Williams of Williams Bros., Sydney, Australia. This firm is rated as one of the largest cycling establishments in the Antipodes and the visit of Mr. Williams was made for the purpose of arranging business details for the forthcoming year. Canadian bicycles are sold in large quantities in Australia and New Zealand in competition with English wheels and exports to Australia form an important feature of the industry in the Dominion.

Unwarranted Prices

For Rosin

The naval stores factors in their "organ," the weekly "N. S. Review," are apparently greatly exercised by the fact that the Government disposed summarily of Labor Commissioner Cliff Williams and the little flurry which he caused in the rosin market. Whether he did this intentionally or otherwise is not of supreme importance, but his attitude certainly had the effect, as the Government stated, of making "an unwarranted advance" in naval stores. This phrase seems to stick in the craw of the naval factors, and their feeble wails are extended over several pages of their publication. They seem to want to prove that it is the duty of Uncle Sam to help raise the price of their commodity. They quote many figures aiming to prove that prices ought to be higher, but unfortunately they might as well try to prove that the sun should not be so hot in summer. There is a natural law called the law of supply and demand which regulates those matters and any legislation that tries to interfere with it is very apt to break and go down stream like a log jam in a spring flood. Moreover it is hardly in accordance with public policy that Uncle Sam should be asked to raise prices above their normal basis on a commodity which has been shown to be an essential of many greatly needed Government supplies. If the demand raises the price well and good, but no amount of argument will do it.

Moreover this is a peculiarly unfortunate time for the advancement of any such claims as to the right to an increase as there is a general feeling throughout the trade that there are large stocks of rosin at various Southern shipping points, some of which have been held for months and some even from the beginning of the war. One large New York bank is credited with having a loan on a tremendous stock of rosin purchased over a year ago, and it is even intimated that there are large quantities being held for alien enemy owners which were purchased early in 1914. If these statements can be substantiated, particularly the latter, a large amount of rosin might be thrown on the market at short notice to the very great detriment of the factors themselves. So that it hardly seems advisable for the naval stores industry to be too strenuous in their claims just at present. The higher grades of new crop rosin are in the market and commons will begin to follow soon. It is hardly to be expected that present prices will be maintained. Meanwhile transportation and labor costs are bound to have their effect in the long run and the demand continues good so that the factors may get their wish in the course of time but not at present.—*Paint, Oil and Drug Review.*

Ontario incorporation is granted the Paladan Metallic Co., Ltd., to manufacture and deal in time and labor saving devices, machinery, tools, etc. Capital is \$100,000, and head office is at Toronto. Directors are T. H. Wilson, W. R. Bird and J. W. Brandy.

HARVEST CONDITIONS.

THE BUSINESS VIEW-POINT

"THE crops are now the dominant factor in relation to the general business outlook," says THE FINANCIAL POST this week, and two clear and closely detailed articles on page 1 deal with crop conditions. One of these articles is by E. Cora Hind whose accuracy on these matters is recognized throughout Canada. The other is by F. M. Chapman, editor of Farmers' Magazine, an authority with access to the most searching sources of information on agricultural affairs in the Dominion. These present for you the business point of view in connection with one principal source of Canada's wealth—the coming harvest. There never was a time when this point of view possessed more purse-affecting importance. Study THE POST each week from now on in your business interests. Here are a few of the outstandingly interesting contents of this week's issue:

G. M. Murray to Leave the C.M.A.?
Standard Oil Co. Has Compact For Industrial Peace.

Crop Outlook Not Bright From Business Point of View.

A Crop Failure Being Faced in South Alberta.

The Outlook For Export Business When Peace Comes.

The Earnings of the Railroads.

To Lessen War-Time Factory Destruction.

New High Prices For Coast Salmon.

Canadian Car's Record Profits.

Canadian Dollar May Remain at Big Discount.

Bank Clearings Again Decline in West.

Getting the Bank Account of the Working Man.

Bernard M. Baruch—Wielder of an Autocrat's Sceptre.

Bond Market Continuing Firm and Steady.

Burnaby Wins in Long Contest With C.N.P. Ry.

How Edmonton Has Arranged Its Maturities.

Committee on Housing Gets Down to Work.

Halifax Building is on the Boom.

Rationing System For Canada Would Cost \$10,000,000.

These headings cover only a few of the important contents of THE FINANCIAL POST this week. As indicated in the first sentence of this, the crop news is vitally important, and THE FINANCIAL POST is able to give you most authoritative information on the whole position from the business point of view, and early (often ahead of even the daily press, as is proved in the present issue). On all other important features and incidents of Canadian business THE POST is accurately informed, and ready to inform you in time for you to benefit by your knowledge. Editors of twelve highly specialized trade newspapers of the MacLean Business Paper group co-operate with THE POST's own large and expert editorial staff to produce in THE POST a Canadian Business Newspaper that covers its field thoroughly, and that really does help business men to better and bigger business. Try it. Send this coupon to-day:

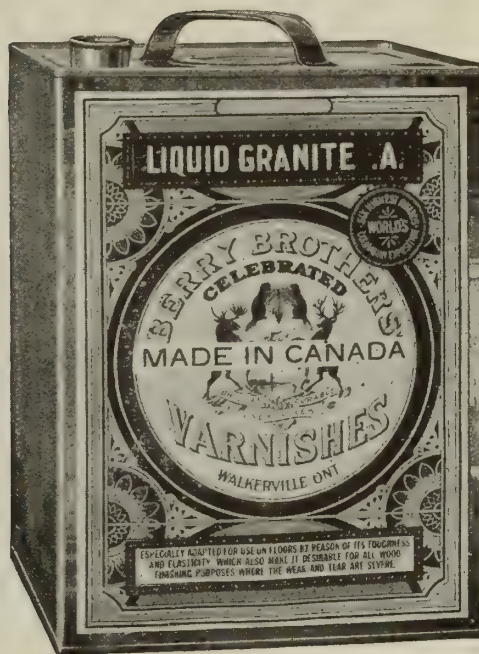
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THE BERRY LABEL

Discriminating buyers have long since learned that all Varnishes, Enamels and Stains bearing the Berry label can be safely trusted for quality and uniformity.

"Berry" brands have behind them a record of sixty years for absolute dependability. They are safe to recommend and easy to sell, because the Berry label is so widely recognized among all classes of varnish buyers as a guarantee that all products sold under it are always reliable and true to description.

The "Berry" line is a safe basis for a large and cumulative varnish business.

BERRY BROTHERS

(INCORPORATED)
World's Largest Varnish Makers

Established 1858
Walkerville, Ont.

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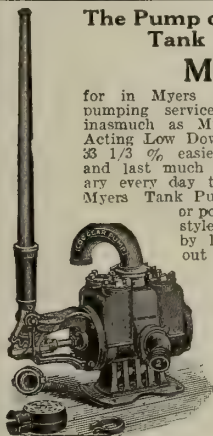
The Pump on the Threshing Tank should be a MYERS

for in Myers Tank Pump is found pumping service of exceptional merit inasmuch as Myers Cog Gear Double Acting Low Down Tank Pumps operate 33 1/3 % easier, have larger capacity and last much longer than the ordinary every day tank pump.

Myers Tank Pumps are built for hand or power operation, in several styles, and are distributed by leading jobbers throughout Canada.

It's an easy matter for you to get them quickly, just as it is for you to sell them. Circulars and name of Jobber gladly supplied.

F. E. Myers & Bro.
Ashland, Ohio



NOVA SCOTIA STEEL
& COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25% B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net. F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

Subject to 10% advance on list. B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.35; 22 long smokeless, \$7.50; 22 long rifle, smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, \$72.25 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$76; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½, \$2.60; Nos. 1 and 2 (100 in box), \$2.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (250 in box), \$5.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80; new No. 4, \$5.50; U.M.C., 38, \$5.50.

Shot, standard, 100 lbs., Toronto, \$17.35-\$19.75; Montreal, \$18; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80¢; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½¢ per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.
3/16.....\$ 6.00 18/16.....\$12.00
4/16..... 5.00 19/16..... 14.00
5/16..... 5.00 20/16..... 14.00
6/16..... 5.00 21/16..... 16.00
7/16..... 5.00 22/16..... 16.00
8/16..... 5.00 23/16..... 18.00
9/16..... 6.00 24/16..... 18.00
10/16..... 6.00 25/16..... 21.00
11/16..... 7.00 26/16..... 21.00
12/16..... 7.00 27/16..... 24.00
13/16..... 8.25 28/16..... 24.00
14/16..... 8.25 29/16..... 27.00
15/16..... 9.50 30/16..... 27.00
16/16..... 9.50 31/16..... 30.00
17/16..... 12.00 32/16..... 30.00

Discounts from Standard List prices:
Beaver, 5½%; London, 5½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.
F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.....\$14 00 \$16 00
Double Bit 16 50 19 50
Boys' Axes 12 00 14 00
Hunters' Axes 11 00 12 00
Bench—No. 2, doz..... 12 50 13 20
No. 3, doz..... 13 50 14 20
No. 4, doz..... 14 50 15 25

Single Double
Bit Bit
Sager\$15 00 \$20 00
Dominion Pride..... 14 50 19 50
St. Clair handled... 15 50
Sager Boys 12 50
Kitchener Boys 12 00
Sager Hunters 11 50
Kitchener Hunters'... 11 00
F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14¢ to \$1.15 a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb..\$1.40-\$1.75
Cut Lace Leather, lb.. 1.60-1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.....\$4 00
No. 2 x 50 lb..... 5 00
No. 3 x 60 lb..... 7 50
No. 4 x 100 lb..... 10 00
F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.
Carriage Bolts (\$1 list), ¾ in. dia. and smaller, 10%.
Carriage Bolts (\$1 list), 7-16 dia. and larger, net list.
Machine Bolts, ¾ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts (\$3 list), net list.
Step Bolts, large head (\$3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list \$1.50.
Nuts, square, tapped, add to list \$1.75.
Nuts, hexagon, blank, add to list \$1.75.
Nuts, hexagon, tapped, add to list \$2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....14-14½
F.O.B. Montreal, London, Toronto.

BRASS

Per lb.
Spring sheets, 24 gauge and heavier, base\$0 43
Rods, base ½ to 1 in. round..38-40
Tubing, seamless base.....45½-50
Tubing, iron pipe size, base
¾ in. and up to 3 in.....45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.....47½-53
F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy\$14.50-\$17
30-gal. Standard 14 00
F.O.B. Montreal and Toronto.

BOARDS (Wash) Zinc

Doz.
Pony\$2 25
Improved Globe 4 90
Neptune 4 90
Standard Globe 4 90
Original Globe 5 40
Jubilee 5 50
Newmarket King 5 50
Diamond King (glass) 6 00
Western King (enamel) ... 7 00
Beaver (brass) 7 00
F.O.B. Newmarket

BUTTS Wrought Steel:—

No. 840 5%
No. 800 2½%
No. 838 5%
No. 808 5%
No. 804 15%
Nos. 802, 842, 844..... 5%
Nos. 810 and 814.....net list
No. 830 2½%
F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

B.B. B.B.B.
Fire Welded Fire
CHAIN Proof Coil Welded
Mont'l Tor'to Mont'l Tor'to
3-16 in.....\$22.75 \$19.85 \$.....
¼ in. 16.75 15.25 21.75 20.25
5-16 in. 14.15 13.65 19.00 17.00
¾ in. 13.00 12.75 15.90 16.50
7-16 in. 12.75 12.45 15.65 16.00
½ in. 12.50 12.15 15.50 15.75
9-16 in. 12.50 12.15 15.50 15.75
¾ in. 12.35 12.00 15.25 15.50
¼ in. 12.25 11.85 15.10 15.25
1 in. 12.05 11.65 15.00 15.25
1 in. 11.90 11.50 14.85 15.25

Electric Welded
B.B. B.B.B.
3-16 in.....\$16.95 \$17.40 \$.....
¼ in. 13.15 13.30 13.75 15.55
5-16 in. 11.85 11.75 12.00 14.00
¾ in. 11.65 10.50 11.75 12.75
7-16 in. 10.45 10.50 11.75 12.75
½ in. 10.20 10.50 11.75 12.75
¾ in. 10.10 10.50 11.75 12.75
1 in. 9.95 10.50 11.75 12.75
Montreal and Toronto.

American Proof Coil Chain

B.B. B.B.B.
3-16 in. \$16.75
5-16 in. 12.00
¾ in. 11.00
7-16 in. 10.75
½ in. 10.50
¾ in. 10.35

Electric Welded B.B.B.—Chain, ¼ in., \$13.75; 5-16 in., \$12 F.o.b. Toronto.

Cow ties, 12½-15%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 45-55%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., \$2.70 in car lots; \$3.25 bbl. in small lots.
Paris plaster, five-barrel lots, \$3.50; single barrel, \$3.50. F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.
List prices power churns:—No. 0, \$11; No. 1, \$11; No. 2, \$12; No. 3, \$13; No. 4, \$17; No. 5, \$20.
Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.
Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 20%.
CHOPPERS, FOODUniversal (doz.)
No. 0 \$19 20
No. 1 23 20

No. 2 28 40
No. 3 38 40

F.O.B. Montreal, Toronto.

Russwin—

No. 0.....\$17 70
No. 1..... 21 70
No. 2..... 24 95
No. 3..... 34 60

CLOTHES LINE (Galvanized)

No. Per 1000 ft.
17—7-strand, 100 ft. lengths..\$6 80
17—7-strand, 50 ft. lengths... 7 00
18—6-strand, 100 ft. length... 5 40
18—6-strand, 50 ft. lengths... 5 45
19—6-strand, 100 ft. lengths.. 4 75
19—6-strand, 50 ft. lengths.. 5 00
F.O.B. Montreal, Toronto, London.

COPPER

Montreal Toronto
Casting ingot, see weekly report.
Bars, ½ to 2 in.....\$43 50 \$43 00
Plain sheets, base 16 oz. and heavier... 47 00 44 00
Copper sheet, tinned, 14x60 in., 14 oz... 49 00
Copper sheet, planished, base 16 oz. and heavier 58 00 45 00
Braziers' in. sheets, 6x4 base 46 00 44 00
Above prices are full sheets and bars. Cut sheets and bars are 5¢ per lb. higher.

COMBS

Curry combs: No. 111, \$1.55; No. 121, \$1.70; No. 122, \$2.25; No. 127, \$2.25; No. 100, \$2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb. 72
No. 7, lb. 71
Nos. 8, 9, 10, 12 70
F.O.B. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal. Montreal Toronto
Ordinary, 52 sheets..\$11 75 \$ 8 50
Galvanized
Apollo Crown Gorbals
18x24x52
60
60
60

CHARCOAL, TIN PLATES

M.L.S. and Famous— Per box
IC, 20x28 base\$23 00
IX, 20x28 base (nominal)... 32 00
IXX, 20x28 base (nominal)... 56 00
IXXX, 20x28 base (nominal) 40 00
F.O.B. Toronto

Raven and Murex Grades—
IC, 20x28 base, 112 sheets..\$40 00
IX, 20x28 base, 112 sheets.. 39 00
IXX, 20x28 base, 56 sheets.. 20 00
IXXX, 20x28 base, 56 sheets 21 00
(Nominal) f.o.b. Montreal.

TERNE PLATES

I, C, 20 x 28, 112 sheets..
F.O.B. Montreal.

COOKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheet 30 00
F.O.B. Montreal.

"DOMINION CROWN BEST"—

DOUBLE COATED TISSUE
Nominal
IC, 14x20 base\$20 00
IX, 14x20 base 18 75
IXX, 14x20 base 19 50
F.O.B. Montreal.

CLOCKS

Big Ben\$2 92
Good Morning, each 1 15
Lookout 1 46-1 50
Sleepmeter 1 65
F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, \$8.50-\$9.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, \$24.84 to \$27.24 doz.; No. 2 and 3, \$23.20 to \$30.00 doz. F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.



EVERYTHING IN METALS, PIG LEAD, PIG TIN,
INGOT COPPER, ZINC, ALUMINUM, ANTIMONY

*The Babbitt Metal that's at the
Front in Efficiency and Economy*

HARRIS HEAVY PRESSURE

The Aristocrat of Babbitts

St. Lawrence Paper Mills Co., Limited
Mille Roches, Ont.

The Canada Metal Co., Ltd.,
Fraser Ave., Toronto, Ont.

Dear Sirs:

We feel like putting in a good word for your Heavy Pressure Babbitt. We installed a very heavy machine some time ago, which had all brass boxes. The shafts weigh six tons each with a top roll weighing four tons, also a lever pressure making a total pressure of about fourteen tons. The brass boxes wore out in four weeks. We then put in Heavy Pressure Babbitt and am pleased to say that we have no more trouble. We put in Heavy Pressure in a very heavy machine eighteen months ago and there seems to be no perceptible wear.

We thank you for supplying us with a babbitt that gives such good results. Yours truly,

Per C. F. BUSS, Superintendent.

THE CANADA METAL COMPANY, Limited

Head Office and Factory: TORONTO

Branch Factories: HAMILTON, MONTREAL, WINNIPEG, VANCOUVER



"WARRANTED" PURE LINSEED OIL

Backed by our own guarantee

The Canada Linseed Oil Mills, LIMITED

MONTREAL and TORONTO

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.	%
Great Western, Amer.	50
Kearney & Foot, Arcade.	50
J. Barton Smith, Eagle.	50
P.H. and Imperial.	50
Disston Brand	40
Globe	50
Nicholson	30-32½
Black Diamond	32½
Delta Files	37½
F.O.B. Toronto, Montreal, London, and Hamilton.	

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb. F.O.B. Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	\$6 00
Three heat, round	7 15
F.O.B. Toronto.	

GRINDSTONES

Per 100 lbs.	
Over 40 lbs. and 2 in. thick.	\$2 50
Under 40 lbs.	2 60
Bi-Treadle, each	6.25
F.O.B. Toronto.	

HALTERS (SNAP AND RING)

Doz.	
Russet rope shank, 1" \$11.25-\$12.75	
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50-13.85
Hand sewn, no shank, 1 in.	17.40
Hand sewn, no shank, 1¼ in.	20.20
Halters (Sisal).	

7-16 in. gross, \$24; 9-16 in., \$36.	
F.O.B. Toronto. London—7-16 in., \$2.10 doz.; ½ in., \$2.65 doz.	

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	\$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under.	22 50
Napping, up to 2 lbs.	25 00
F.O.B. Montreal, Toronto, Hamilton, London.	

HANDLES (WOOD)

All hickory handles, 10%. All neckyokes, whiffletrees and double-trees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 20%.

F.O.B. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

List	
Atlas, No. 0	13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10.60
Steel track, 1¼ in.	9.00-12.00
F.O.B. Montreal, Toronto.	

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25
F.O.B. Toronto.	

HINGES, TEE AND STRAP

Heavy, Net Prices.	
Strap	Tee
4-inch, dozen pairs	\$2 34 \$1 99
5-inch	2 89 2 50
6-inch	3 12 2 81
8-inch	4 22 3 21
10-inch	7 49 5 70
12-inch	9 28 9 05
14-inch	10 61 9 20
Light, List Prices.	
3-in., doz. pairs	\$1 00 \$1 00
4-in., doz. pairs	1 20 1 10
5-in., doz. pairs	1 40 1 30
6-in., doz. pairs	1 70 1 50
8-in., doz. pairs	2 50 1 80
10-in., doz. pairs	3 50 2 40
Discount 20 and 2½% off list.	

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ¾ in., per lb.	8
Extra hooks for above, ¾ in., per lb.	7¾
F.O.B. Toronto, London, Hamilton and Montreal.	

HAY KNIVES

Spear Point	\$14 00
Lightning	12 50
Heath's	12 50

HOES, GRUB

10 00

HOOKS, GRASS.

English Canadian Fox

No. 2, per doz.	\$3 40 \$5 00-\$5 50
No. 3, per doz.	3 50 5 50-6 40
No. 4, per doz.	3 50 6 00-7 40
Little Giant	5 25
Berden	5 25
F.O.B. Montreal, Toronto.	

HORSESHOES

Price per keg

No. 2 No. 1

Sizes made larger and smaller

Less 20c

Light iron ... 0-7 \$6 75 \$7 00

Long heel light iron ... 3-7 6 75

Medium iron ... 1-8 6 75 7 00

Heavy iron ... 6-8 6 75

Snow ... 1-6 7 00 7 25

New-light "XL" steel ... 1-6 7 20 7 45

Fetherweight "XL" steel ... 0-4 8 60

Special counter-sunk ... 0-4 9 10

Toe-weight (front only) ... 1-4 9 60

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.O.B. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, \$2.25 to \$2.90 box.

HOSE, LAWN

Corrugated, ½ in., 100 ft. \$15 75

Corrugated, ¾ in., 100 ft. 18 75

Corrugated, 1 in., 100 ft. 21 50

Corrugated, 1 in., 100 ft. 31 50

Less 5% for full reels, 500 ft.

F.O.B. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross.

F.O.B. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots

72x30, 26 gauge, case lots.

Less than case, 50c per 100 lbs. extra. F.O.B. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished.

per set 2.20-2.30

Mrs. Potts, No. 50, nickel-plated, set 2.30-2.40

Mrs. Potts, handles, japan-ned, doz. 1.30-1.50

Sad irons, common, plain, 3, 4 and 5 lbs. 9 20

Sad irons, plain, 6 lbs. up. 7 00

Sad irons, common, plated. 5 50

Princess Electric, each 3 35

Canadian Beauty Electric Irons—

Style A 3 75

Style B 4 12

Hotpoint Domestic Electric

Iron, each 4 75

Gasoline Sad Irons, each. 4 25

F.O.B. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders	Per ft.
Crescent	19c ft.
Household	19c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Perfect, 6 to 10 ft. only. \$0 3.

Hercules, 4 to 10 ft. 33

Hercules, 12 to 14 ft. 38

Faultless, 4 to 10 ft. only. 29

Ontario, 4 to 10 ft. only. 26

Shelf Lock, 4 to 8 ft. only. 21

Extension Ladders Per ft.

Up to 32 ft. 23

34 to 40 ft. 26

London—Up to 34 ft., 23c; 36-40 ft., 26c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions.

Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft. 20c ft.

18 ft. to 22 ft. 23c ft.

Chair ladders, each 2 00

F.O.B. Toronto, Hamilton, London, Montreal.

LANTERNS

Per doz.

Short Globe, doz. \$12 50

Jap'd Dash, doz. 15 00

Search Dash, doz. X-ray. 15.75-16.10

Little Bobs \$2.10-\$4.20

Copper, well japd., doz. 18.25

F.O.B. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Dozen

Cold blast, short 95c-\$1.10

Cold blast 95c-\$1.10

3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby. 4.00-4.20

Cold blast, common ruby. 4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb. No. 2, per doz. 1 90

Steel Thumb. No. 3, per doz. 2 50

Steel Thumb. No. 4, per doz. 4 70

Barn Door, No. 5, per doz. 2 75

Barn Door, No. 9, doz. 5 10

F.O.B. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

List Each

Canadian 9 00

Dowsell 9 00

Noiseless 15 50

Hamilton 11 00

Snowball 15 00

Momentum 16 50

New Century, style A 16 50

New Century, style B 18 00

Playtime, engine drive 19 50

Ideal Power 28 00

Seafom, electric 102 00

Seafom, engine drive 44 00

New Idea, electric 134 00

Sunshine 8 50

Pommar, No. 1 9 50

Economic 11 50

Champion 17 00

New Excel-All 18 00

Blue Bell, without stand. 16 50

Puritan Water Motor Washer, complete 28 00

Hydro, One Tub, engine drive 45 50

Low pressure water motor washer, each 30 00

Connor ball-bearing, with rack 18 50

I X L 18 50

Gem 18 50

Winner, plain 13 50

Connor Improved 9 00

Jubilee 15 00

Canada First 19 00

Discount, 30% and 10%. Freight

equalized with Montreal, Ottawa,

Toronto, Hamilton, Kingston, London

and St. Mary's on shipments of

quarter dozen and upwards.

MALLET

Per doz.

Tinsmiths, 2½ x 5½ in. \$1.00-\$1.75

Carpenters', No. 3 5.80

F.O.B. Montreal, Toronto, Hamilton

MATTOCKS

Cutter, doz. \$12 00 \$12 50

Pick doz. 12 00 12 50

F.O.B. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Universal—

No. 4, doz. \$34 65

No. 8, doz. 39 60

MOPS

Mops, O-Cedar, doz. net. \$12 00

Sprustex, No. 2, doz. \$8 00 8 40

S.W. Mops, complete, doz. 4 25-4 85

Mop Sticks, doz., No. 8. 1 55-1 85

Cast Head Mop, doz. 1 90-2 00

Crescent, doz. 3 10

Crank wringing, doz. 6 25

F.O.B. Montreal, Toronto, Hamilton

London.

MOWERS, LAWN

Adamac 50%

Woodyatt 40%

Empress 40%

Mayflower 40%

Star, Ontario, Daisy 40%

F.O.B. Toronto, Guelph, London.

Hamilton

NAILS

List adopted July 10, 1912.

Advances over base on common

wire nails in kegs.

2½ inch. 15c

1 inch. \$1 3 inch. 10c

1½ inch. 1 3¼ inch. 10c

1¼ inch. 65c 3½ inch. 10c

1½ inch. 40c 4 inch. 5c

1½ inch. 40c 4½ inch. 5c

2 inch. 30c 5 inch base.

2½ inch. 30c 5½ inch base.

2½ inch. 15c 6 inch base.

6½ to 12 inch-2 Ga. and heavier,

25c over base.

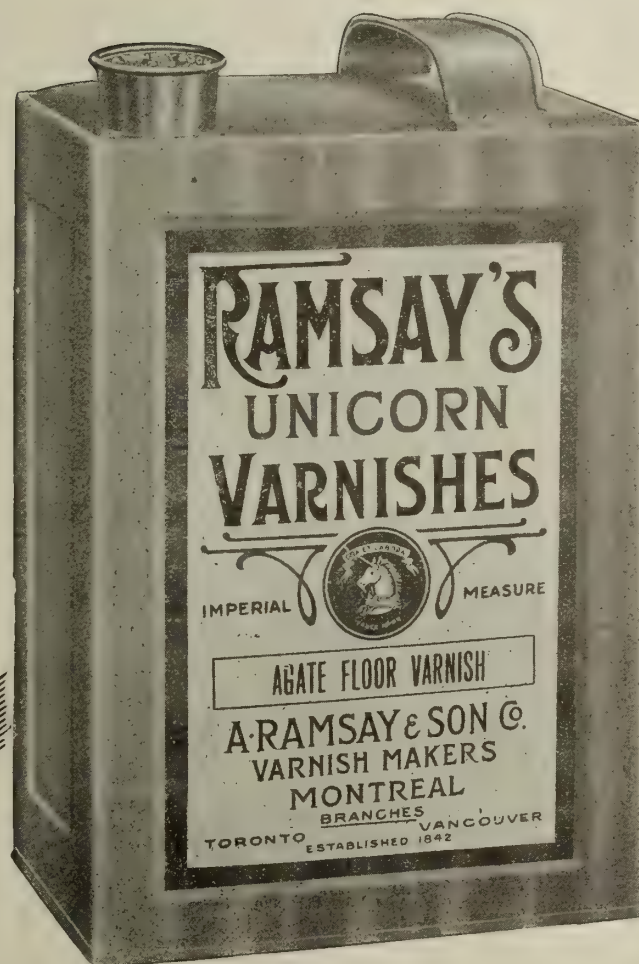
Standard Steel Wire Nails, f.o.b.

Toronto, London, Hamilton, Milton.

\$5.30 base.

The Success of Research and Study **Ramsay's Agate Floor Varnish**

It
Is
Better



Than
The
Best

A Good Selling Line for Summer Trade—ORDER NOW

Manufactured Exclusively By

A. Ramsay and Son Company

Makers of Paints and Varnishes since 1842

TORONTO

MONTREAL

VANCOUVER

"M.R.M." BRAND

No.	Lengths	Per box of 25 lbs.
3	1 1/2"	\$19 00
4	1 3/4"	9 00
5	1 15-16"	4 00
6	2 1/4"	3 75
7	2 5-16"	3 50
8	2 1/2"	3 50
9	2 11-16"	3 25
10	2 3/4"	8 25
11	3 1-16"	3 25
12	3 1/4"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.	
12 inch...\$1 80	48 inch...\$ 6 20
18 inch... 2 65	60 inch... 7 70
24 inch... 3 40	72 inch... 9 20
30 inch... 4 00	84 inch... 10 50
36 inch... 4 75	96 inch... 12 00
42 inch... 5 50	
1 1/2 inch mesh and 19 ga. wire.	
12 inch...\$3 50	48 inch...\$10 50
18 inch... 5 00	48 inch... 12 00
24 inch... 6 30	60 inch... 15 00
30 inch... 7 75	72 inch... 18 00
36 inch... 9 90	
1 inch mesh and 20 ga. wire.	
12 inch...\$4 00	42 inch...\$12 00
18 inch... 5 50	48 inch... 14 00
24 inch... 7 00	60 inch... 17 00
30 inch... 8 50	72 inch... 20 00
36 inch... 10 50	84 inch...\$15 00
42 inch... 12 75	
1/2 inch mesh and 22 ga. wire.	
24 inch...\$16 50	36 inch...\$24 00
30 inch... 20 10	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

Invincible—1840	Per rod	\$ 0 75
1840		0 85
2000		0 95

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

OAKUM

Best (American)	\$21 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy, Eng., (unspun)	
U.S. Navy, Eng., (spun)	
Plumbers (spun)	\$8 00 \$10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Royalite	0 19	0 18
Palatine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15 1/2
Imperial Cylinder	0 66 1/2	0 66 1/2
Capital cylinder	0 50 1/2	0 49 1/2
Machine oil, regular grades	25 1/2-42	26 1/2-36 1/2
Standard gas engine oil	38 1/2	0 42 1/2
Paraffine	0 21	0 24
XXX machine	0 24 1/2	0 38 1/2
Fuel oil, bbls.	0 14 1/2	0 12 1/2
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING

Fine jute	Per lb.	\$0 20
Coarse jute		0 15
Hemp		0 34
Square braided hemp		0 38
No. 1 Italian		0 44
No. 2 Italian		0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 75
Surprise Fibre	0 66
Tarred felt, per cwt.	3 50
Cyclone (dry)	1 10
Cyclone (tarred)	1 25
Joliet (dry fibre)	0 59
Monarch Sheathing (per 100 lbs.)	4 00

Asbestos sheeting (per 100 lbs.)	0 12	0 14
Carpet Felt, 16 oz., per 10 lbs.	\$4 50	\$5 50
F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.		
PICKS—		
Clay—		
5 to 6 lbs., doz.	\$10 75	\$11 80
6 to 7 lbs., doz.	11 50	12 60
7 to 8 lbs., doz.	12 25	13 50
Rock—		
7 to 8 lbs., doz.	12 25	13 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

5 gross, 4-in. (loose)	0 95	1 15
4 gross (cartons), 4 1/2 in.	1 00	1 15

F.o.b. Montreal and Toronto.

WROUGHT IRON PIPE

Price List No. 36

Black Galvanized

Per 100 feet

Standard	Buttweld
1/4 in.	\$ 6 00
1/2 in.	5 22
3/4 in.	5 22
1 in.	6 63
1 1/4 in.	8 40
1 1/2 in.	12 41
2 in.	16 79
2 1/2 in.	20 08
3 in.	27 01
3 1/2 in.	43 29
4 in.	56 61
4 1/2 in.	71 76
5 in.	85 02

Standard Lapweld

2 in.	29 97	36 45
2 1/2 in.	45 05	55 28
3 in.	58 91	72 29
3 1/2 in.	73 60	91 54
4 in.	87 20	108 45
4 1/2 in.	99 06	123 82
5 in.	115 40	144 30
6 in.	149 80	187 20
7 in.	195 20	243 95
8 in.	205 00	256 25
9 in.	236 20	295 20
10 in.	282 90	353 25
10 L in.	262 40	328 00
10 in.	337 80	422 30

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2 1/2 inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4 1/2" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4 1/2" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain

List

2 in., in 10-ft. lengths, list \$8 00

3 in., in 10-ft. lengths, list 9 70

4 in., in 10-ft. lengths, list 12 80

5 in., in 10-ft. lengths, list 17 50

6 in., in 10-ft. lengths, list 21 30

Net List

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Montreal Toronto

%

%

Medium and extra heavy, 6" and under 35, 2 1/2 30

8" soil pipe 30 25

Medium and extra heavy fittings, 6" and under 40, 2 1/2 40

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl. 4 75

Navy pitch, per bbl. 6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz. \$ 3 00

12-oz bottles, doz. 6 00

1-qt. can, doz.	15 00
1/2-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00
Discount, 33 1-3 per cent.	
Liquid Veneer—	
4 oz., doz.	\$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

Pumps, Well

Cistern Pumps

Set Lengths

Brass Lined Cylinders

Brass Body Cylinders

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, 1/2-lb. pkgs., 1c per lb.; 3/4-lb. pkgs., 2c per lb.

Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

Per square

Samson, 1-ply, roll 1 30

Samson, 2-ply, roll 2 50

Samson, 3-ply, roll 3 10

R. S. Special, 2-ply 1 20

R. S. Special, 3-ply 1 48

Amazon, 1-ply 1 95

Amazon, 2-ply 2 25

Amazon, 3-ply 2 55

Everlastic, 1-ply 1 65

Everlastic, 2-ply 1 95

Everlastic, 3-ply 2 25

Good Luck, 1-ply 1 60

Good Luck, 2-ply 1 80

Good Luck, 3-ply 2 10

McCombe Sp., 1-ply 1 35

McCombe Sp., 2-ply 1 55

McCombe Sp., 3-ply 1 75

Black Cat, 1-ply 1 85

Black Cat, 2-ply 2 15

Black Cat, 3-ply 2 45

Black Diamond tarred felt, 3 50

Black Diamond Ready Roofing, 2 ply 1 12

Black Diamond Ready Roofing, 3 ply 1 38

Liquid roofing cement, per gal. in barrels 0 29

5 and 10 gal. lots, per gal. 0 40

Coal Tar, bbl. \$6.50-\$7.75

Roofing Pitch, \$1.05 to \$1.10 cwt.

F.o.b. Toronto, London, Montreal.

ROPE

Lb.

Pure Manila basis 39

British Manila basis 33

New Zealand hemp basis 33

Sisal basis 27 1/2

Above quotations are basis prices

1/2 and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than 1/2 and down to 7/16 dia.—1/4c above basis; 1/4 dia. 1c above basis; 3/16 dia. 2c above basis.

Single lath yarn basis 27 1/2

Double lath yarn 28

Yacht marine, tarred 57

Halyards 50

Hemp, deep sea line basis 50

Hemp, tarred ratline basis 43

Hemp, tarred bolt rope basis 45

Marline and Houseline 45

Italian rope basis. On application

Cotton, 1/4 in. 0 73 0 77

5-32 in. 0 72 0 75 1/2

3-16 in. 0 69 0 72 1/4

1/4 in. and up 0 68 0 71 1/4

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 10% to 15% on list.

B. & A. emery cloth, 5% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Scale Stamping

Champion—

4 lb. \$ 5 50 \$0 20

10 lb. 7 50 0 30

240 lb. 12 50 0 50

600 lb. 28 00 1 00

1200 lb. 35 00 1 00

2000 lb. 50 00 1 00

2000 lb. Drop lever 57 00 1 00

10-lb. Household 5 00 0 10

25-lb. Household 6 00 0 30

Champion list prices subject to 10% discount of 10%; Standard scales,

20% discount; Weigh Beams, 10% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

Doz.

Cast Steel \$12 50

Golden Clipper 13 50

Little Giant 14 50

Little Giant, Genuine 15 00

F.o.b. Toronto, London

SNATHS

Doz.

00 Patent \$12 50

1 12 00

2 11 50

3 10 50

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright 73 1/2

Wood, R. H., bright 67 1/2

Wood, O. H., bright 67 1/2

Wood, F. H., brass 87 1/2

Wood, R. H., brass 83 1/2

Wood, O. H., brass 83 1/2

Wood, F. H., bronze 27 1/2

Wood, R. H., bronze 25

Wood, O. H., bronze 25

Square cap 20

Hexagon cap 20

F.o.b. Toronto, Hamilton, London and Montreal.

WOODEN BENCH SCREWS

Dozen \$7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs.

10 1/4 oz. \$9 50

U.S. 28 9 20

U.S. 26

The Publisher's Page

TORONTO

JULY 20, 1918

The Best in 30 Years 1888-1918

HARDWARE AND METAL'S 30th Annual Fall Sales Number will be the most complete Hardware Buyers' Directory ever issued to the Canadian trade. If you as a manufacturer, wholesaler or distributor, desire representation in this number, space reservation should be made early. Practically all important manufacturers and wholesalers selling to the Canadian trade will be represented in this number. It will be used as the "Buyers' Guide" for many months to come. It will be consulted many, many times by every wholesaler and over 90 per cent. of the entire retail hardware trade from coast to coast. Forms close August 12th. Date of issue, August 24th.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels and Spades...	50%	50%	50%
Draining Tools	50%	50%	50%
Hollow Back Scoops	50%	50%	50%
Sand Shovels	50%	50%	50%
Hollow Back Shovels	50%	50%	50%
Hollow Back Coal Shovels	50%	50%	50%
Riveted Back Scoops	50%	50%	50%
Miners' Spring Point Shovels	50%	50%	50%

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

	BLACK LIST PRICES		
Plain Back Shovels and Spades..	\$29.00	\$28.00	\$25.00
Draining Tools, No. 2, black	29.00	27.50	
Hollow Back Scoops, No. 2, black	34.50		32.00
Coal Shovels, Hollow Back, No. 2, black	32.00		30.00
Sand Shovels, No. 2, black	27.50		24.00
Hollow Back Shovels, No. 2, black	27.50		24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50		

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

Full polished\$1.00 per dozen net.

Half polished50c per dozen net.

F.o.b. London, Hamilton, Toronto, Gananogue, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	\$43 00
Boudoir, Nic., Cyco B.B.	40 00
Club, Jap. Cyco Bearing	96 00
Champion, Nickeled Fittings	35 00
Champion, Japanned Fittings	31 00
Elite, Nic., Cyco B.B.	46 00
Grand, Nic., Cyco B.B.	56 00
Grand, Jap., Cyco B.B.	52 00
Grand Rapids, Nic., Cyco B.B.	40 00
Grand Rapids, Jap., Cyco B.B.	36 00
Parlor Queen, Nic., Cyco B.B.	46 00
Princess, Nic., Cyco B.B.	41 00
Standard, Nickeled Fittings	37 00
Standard, Japanned Fittings	33 00
Universal, Nic., Cyco Bearing	38 00
Universal, Jap., Cyco Bearing	34 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	\$84 00
Household, Jap.	72 00
Superba, Nic.	99 00
F.o.b. factory Niagara Falls, Ont., and other jobbing points in Eastern Canada.	

SWEEPERS (ELECTRIC)

Steel frame	\$3 75
Aluminum frame	41 25
Attachments, set	7 50
F.o.b. Toronto, Hamilton, London.	

TACKS

Wire Tacks	60 and 10%
Revised Hardware Tack	
List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916	60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.	

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Upright, with rack\$4 00

TOOLS, HARVEST

Waverly, Wellandvale, & Oxford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round. Size in girth Per 100 ft.

8 in.\$ 6 80 15 in.\$12 50

10 in. 7 76 18 in. 16 00

12 in. 9 10 Net List.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

Victor, No. 1 2 20

Jump, No. 1 2 95

Hawley & Norton, No. 1 3 45

Newhouse, No. 1 4 70

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

500 ft.\$0 23½

550 ft. 0 25½

600 ft. 0 26½

650 ft. 0 28

In 5-ton lots ¼c discount from

above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb.69-72

4-ply, wrapping, lb.73-76

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen\$23 50

No. 1, per dozen 21 50

No. 2, per dozen 15 40

No. 3, per dozen 15 00

F.o.b. Newmarket

VALVES

Ground work 42

Compression work, standard. 47

High grade 41

Cashion work 43

Fuller work, standard 45

High grade 33

Basin cocks, No. 0 Standard. 40

High grade 40

Bath cocks 50

Fatway stop and waste cocks, standard 50

High grade 47

Roundway stop and waste cocks, standard 50

High grade 47

Brass steam cocks, standard. 10

10% advance on list

Radiator valves, standard. Net

High grade 30

Patent quick opening valves. 30

Globe, angle and check valves, standard Net

Do., Jenkins Disc, 5% advance on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.

Colonial, 33 1-3%.

Imperial Ware, 33 1-3%.

Pearl, 33 1-3%.

Premier, 10%.

Canada Ware, 10%.

Diamond, 10%. White Ware, 50%.

Japanned Ware, list plus 20%.

Japanned Ware, White, list, plus 30%.

Plain and Jap Sprinklers, list plus 20%.

Stamped Ware, plain, 50%.

Stamped Ware, retinned, 45%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 50%.

Tinners' Trimmings, retinned, 45%.

Tinners' Trimmings, general, list plus 10%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list, plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 50%.

Sheet Iron Ware, list, plus 10%.

Pieced Ware, ordinary, list, plus 30%.

Fry Pans, 40 and 10%.

Spiders, steel, 10%; cast iron, 17½%.

Fire Shovels, Japanned, list, plus 10%.

Steel Sinks, painted, list, plus 10%.

Steel Sinks, galvanized, list, plus 15%.

Light Galv. Pails and Tubs, list plus 20%.

Heavy Galv. Pails and Tubs, list,

plus 10%.

Garbage Pails, list, plus 10%.

Jap. Coal Hods, list, plus 25%.

Galv. Coal Hods, list, plus 40%.

Paper Lined Boards, 40 and 5%.

Wood Lined Boards, 30 and 10%.

Stove Pipe, patent, per 100, 6 in., \$20.36; 7 in., \$21.83.

Common, made-up, per 100, 5 and 6 in., \$21.00; 7 in., \$23.00.

Polished, made-up, per 100, 5 and 6 in., \$23.00; 7 in., \$25.00.

Stove Pipe Thimbles, 50, 10%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices

per 100 lbs.: ¼ in., \$21.80; 5-16 in., \$18.50; ¾ in., \$16.30; 7-16 in., \$13.55; 1½ in., \$13; 9-16 in., \$12.15; 11-16 in., \$11; 13-16 in., \$11.70; 15-16 in., \$11.70; 17-16 in., \$11.70; 50 lbs. of one size, \$2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

Tor'to Lond'n Mont'l

Sectional, 1 lb.

per 100 lbs.\$5 50 \$5 50 \$5 35

Section, ¼ in.

per 100 lbs. 5 50 5 50 5 50

Solid, 3 to 30

lbs. per cwt. 3 90 4 00 4 00

WHEELBARROWS

Navy, steel wheel, doz.\$37.50-51.50

Garden steel wheel, doz.\$51.00-75.00

Light garden, doz.\$37.00-54.00

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs

No. 9\$6 60

No. 10 6 65

No. 11 6 70

No. 12 6 85

No. 13 6 95

No. 13½ 6 35

No. 14 7 10

No. 15 7 35

Stovepipe Wire

No. 18 8 25

No. 19 8 75

Hay Wire in Coils

No. 13 6 80

No. 14 6 90

No. 15 7 05

No. 16 7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c;

No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire,

10c; spring wire, \$2.50; bright, soft

drawn, 15c; charcoal (extra quality), \$1.25; packed in casks or cases,

15c; bagging and paperings, 10c;

50 and 100-lb. coils, in 25-lb. coils,

15c; in 5 and 10-lb. coils, 25c; in

1-lb. coils, 50c; in ½-lb. coils, 75c;

in ¼-lb. coils, \$1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17.....\$5 00 No. 26.....\$ 9 50

No. 18..... 5 50 No. 27..... 10 00

No. 19..... 6 00 No. 28..... 11 00

No. 20..... 6 65 No. 29..... 12 00

No. 21..... 7 00 No. 30..... 13 00

No. 22..... 7 30 No. 31..... 14 00

No. 23..... 7 65 No. 32..... 15 00

No. 24..... 8 00 No. 33..... 16 00

No. 25..... 9 00 No. 34..... 17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25 \$3 00

Nos. 26-31 5 00

Nos. 32-34 7 00

Coppered 0 75

Oiling 0 10

In 25-lb. bundles 0 15

In 5 and 10-lb. bundles 0 25

In 1-lb. hanks 0 25

In ½-lb. hanks 0 28

In ¼-lb. hanks 0 50

Packed in casks or cases 0 15

Bagging or papering 0 16

Oiled and Annealed Wire

No. 10	.....\$6 45
No. 11	..... 6 47
No. 12	..... 6 55

Wire Bale Ties

No. 12	.....\$ 75
No. 13	..... 6 85
No. 13½	..... 6 90
No. 14	..... 7 00
No. 15	..... 7 20
No. 16	..... 7 45

Fence Wire.

Barb	.....\$6.25-\$6.50
No. 9 pl. galv.	.....5.35-6.00
No. 12 pl. galv.	.....5.50-6.15
No. 13 pl. galv.	.....6.00-6.25
No. 9 coil sp.	.....5.50-6.00
No. 12 coil sp.	.....5.80-6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright\$5 50
Fence staples, galvanized, \$6.25-6.50
In 25-lb. boxes add 25c extra

Poultry Netting Staples

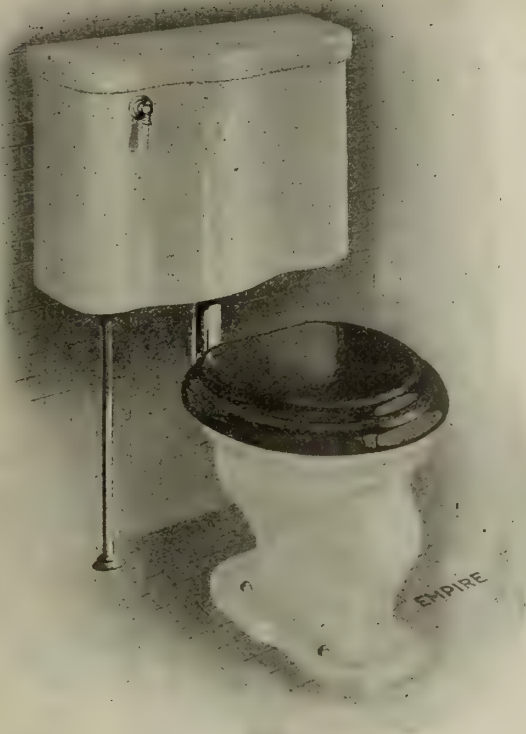


PLATE A21D

EMPIRE CLOSETS

Every Merchant Plumber is interested in seeing his customer get the best that the market affords.

It means better profits and satisfied customers.

Empire Vitreous China Closet Combinations are durable, neat in appearance and silent in operation.

Oak and Vitro Closet Outfits carried in stock.

We can make prompt shipment of all lines of plumbing and heating material.

Empire Mfg. Co., Limited

London

Toronto

Display REED'S Plastic Asphalt Roof Cement—It Sells Itself

Dealers will find a ready sale in Reed's Plastic-Asphalt Roof Cement, the quickest and most permanent repair for Slate, Metal, Shingle and Composition Roofs.

Reed's Cement always does the work **right**, and 25 years of continuous use has proven **it best on the market**.

That's why it sells best. Reed's cement is simple to apply, will not harden with cold, or run with heat. Always remains **plastic**.

Prominently display a full row of "Reeds," then watch for silent sales. It will more than please you.

Order from your jobber, or

GEO. W. REED & CO., 37 ST. ANTOINE ST., MONTREAL

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, \$8.60 for 100 lbs.; 5-lb. packages, \$8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

Small quantities \$0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE

Per lb. 13-14 14-16

BRONZING LIQUID

Bronzing liquid, No. 1. \$1.50-\$2.00
Banana oil, gal. 3.50-7.00
F.o.b. Montreal, Toronto.

BRUSHES

Acme, 15 lbs. each. \$2 25
Acme, 20 lbs., each. 2 75
Acme, 25 lbs. each. 3 25
F.o.b. Toronto.

COATING

Cement Coating \$3 00 \$3 75
F.o.b. Montreal, Toronto.

COLORS (DRY)

Raw Umber, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Burnt Umber, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Raw Sienna, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Burnt Sienna, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Imp. green, 100 lb. kegs. 0 25
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k. 0 12
Indian red, 100-lb. kegs. 0 15
Indian red, No. 1, 100 lb. k. 0 06
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02½
Drop black, pure dry. 0 15
Golden ochre, 100 lb. kegs. 0 06½
White ochre, 100 lb. kegs. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 0 03½
French ochre, barrels 0 06
Spruce ochre, 100-lb. kegs. 7-8
Canadian red oxide, bbls. 2-2½
Super magnetic red. 2½-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—
Venetian red 0 16
Indian red 0 30
Chrome yellow, pure 0 53
Golden ochre, pure 30-32
French spruce ochre, pure. 0 18
Chrome green, pure 24-23
French permanent green, pure 28
Signwriters' black, pure 0 33
Lampblack 0 33
Marine black, 5 lb. irons. 0 20
F.o.b. Montreal, Toronto.

ENAMELS (White)

Duralite 6 50
Alabagloss 6 05
Per lb.

GLUE

Brantford All Round Glue—
Case No. 7—50-lb. pkgs. \$28 00
Case No. 8—100 ½-lb. pkgs. 31 00
Case No. 9—200 ¼-lb. pkgs. 38 00
Discount.

French medal (prices withdrawn)
English common sheet. 32-34
English prima 35-38
White pigfoot 0 50
Cake bone, 112-lb. bags. 0 35
Hide, 112-lb. bags. 0 45
Gelatin, 112-lb. bags. 45-60
Ground glues, 112-lb. bags.
No. 1 25-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags. 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	\$16 80	\$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 90	45 45	45 45
91 to 95	48 85	48 85
96 to 99	49 80	49 80
95 to 100	58 58	58 58

101 to 105 65 35
106 to 110 73 10
Discount box glass, 25%.
Cut lights, 5-10%. Cash 2%.
F.o.b. Montreal, Toronto, London,
Hamilton.

GLASS, PLATE

Plates up to 1 foot, each	Sq. foot
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90

Plates 101 to 110 wide containing not over 100 ft. each. 3 00
Plates 111 to 120 wide containing not over 100 ft., each. 3 40
Plates 101 to 110 wide containing over 100 ft., each. 3 40
Plates 111 to 120 wide containing over 100 ft., each. 3 75
Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' PAINTS

Zinc coated, \$1.56-\$1.62 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots.
Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 15c advance per 100 lbs. F.o.b. London and Windsor, 30c per 100 lbs. F.o.b. Toronto and Hamilton, 25c per 100 lbs. F.o.b. Port William and Port Arthur, 40c per 100 lbs. Maritime differential 30c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	\$17 00	\$17 25
Crown Diamond	17 00	17 25
Crown, pure	17 00	17 25
Green Seal	17 00	17 25
Ramsay's Pure	17 00	17 25
Moore's Pure	17 00	17 25
Tiger, Pure	17 00	17 25
O.P.W. Dec. Pure	17 00	17 25
Red Seal	17 00	17 25
Decorators' Pure	17 00	17 25
O.P.W. English	17 20	17 45
Elephant Genuine	17 50	17 75

B.B. Genuine Lead, less than tons, \$19.10 Toronto; \$18.90 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt. \$14 00 \$14 50
Genuine, 100-pound kegs, per cwt. 14 75 15 50
Less quantity 16 00 17 00
F.o.b. Montreal, Toronto.

LEAD, ARSENATE Dry, Paste, Pound

Barrels, 600 lbs.	Pound
Half bbls., 300 lbs.	0 24½
100s	0 24½
50s	0 45½
25s	0 46
10s	0 47½
5s	0 49½
2s	0 51
1s	0 52

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., \$8.40; white, 5-lb. packages, \$7.80. F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon
Elephant, white 3 70
Elephant, colors 3 45
B.H. English, white 3 80
B.H. English, colors 3 70
B.H. Floor 3 05

B.H. Porch Floor

Minerva, white	3 70
Minerva, colors	3 85
Crown Diamond, white	3 55
Crown Diamond, colors	3 45
Crown Diamond, floor	2 95
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	3 50
Moore's House Colors, colors	3 40
Moore's Egyptian Paint, all colors	2 75
Moore's Floor Paint	2 90
Moore's Sani-Flat	3 00
Jamieson's Crown Anchor	3 30
C.P.C. Pure, white	3 80
C.P.C. Pure, colors	3 70
O.P.W. Canada Brand, white	3 70
O.P.W. Canada Brand, colors	3 40
O.P.W. Canada Brand, floor	2 95
O.P.W. Flat Wall, white	3 20
O.P.W. Flat Wall, colors	3 00
Ramsay's Pure, white	3 65
Ramsay's Pure, colors	3 35
Martin-Senour, 100%, white	3 80
Martin-Senour, 100%, colors	3 70
Martin-Senour, Porch Paint	3 70
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 15
Sherwin-Williams, white	3 80
Sherwin-Williams, colors	3 70
Flat Tone, white	3 35
Flat Tone, colors	3 25
Low Bros. H.S., white	3 80
Low Bros. H.S., colors	3 70
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	3 80
Maple Leaf, colors	3 70
Maple Leaf, floor	3 15
Maple Leaf, flat wall	3 25
Pearcy's Prepared, colors	3 15
Pearcy's Prepared, white	3 50

PARIS GREEN

C.P. Berger's and Munro's Per lb.

In barrels, about 600 lbs.	0 60½	0 61
In arsenic wegs, 250 In 50 lb. and 100 lb. drums	0 61½	0 62
In 25 lb. drums	0 62½	0 63
In 1 lb. packets, 100 lbs. in case	0 64½	0 65
In ½ lb. packets, 100 lbs. in case	0 66½	0 67
In 1 lb. tins, 100 lbs. in case	0 66½	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY

Bulk, in casks	Standard	Less than tons
Bulk, 100-lb. drums	5 20	5 45-5 55
Bulk, 25-lb. drums	5 20	5 55
Bulk, 12½-lb. irons	5 20	5 80
Bladder, in bbls.	5 20	5 80

Ton lots standard are 20c per hundred pounds less.

Pure Putty, \$2 cwt. advance. London and Hamilton prices same as Toronto.

ROSIN

Barrels, 100 lbs. \$5 90 \$6 00
Kegs, 100 lbs. 7 00
Less, per lb. 0 06½ 0 08

SHELLAC

Pure White, gal. \$4 75-\$4 90
Pure Orange, gal. 4 50
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	2 75
Cumoff	3 00
Takof	3 25
O.P.W. Presto	3 00
Lingerwett	2 80-3 25
Solvo	3 90

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

Liquid Slating, B.B. \$2 20

VARNISHES

No. 1 Furniture, extra, barrels, \$1.10-\$1.21 gal.; gal. tins \$1.32-\$1.45

B.H. Stovepipe Varnish, ½

pints, per dozen 1 54
Depend-on, list 6 25
B.H. Maritime Spar, list 7 90

Everlastic, Depend-on and Maritime

Spar subject to discount of 40%.
Elastilite 2 90
Graniline Floor Finish 2 90

Hydrox Spar

Sun Varnish 2 60

Sun Spar

Sun Waterproof Floor 3 40

Jasperite Interior and Exterior

Jasperite Pale Hard Oil 1 90

Jasperite Indestructo Floor

Finish 2 65

Jamieson's Copaline

M-S Marble-ite Floor 3 20

M-S Wood-Var

M-S Double Spar 4 57

M-S Finest Interior

Elastic Interior 2 66

Mar-not

Quick Action House 2 47

Rexspar

Sear-Not 3 34

Kyanize Spar

Kyanize Cabinet Rubbing 3 85

Kyanize Interior

Luxeberry light 3 30

Luxeberry granite

Luxeberry spar 3 52

Ramsay's Universal

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls. 0 13½

Opalite, 100 lb. kegs. 0 14

1 gal. packages, per pkg. 0 75

½ gal. package, per pkg. 0 40

Coralite, 5-lb. pkgs., white 0 07

Coralite, 5-lb. pkgs., colors 0 07½

B.H. Frescota, 5 lbs. white, \$6.50; colors 7 00

F.o.b. Montreal, Toronto.

WASTE

Cream, Polishing \$0 21

WHITE

XXX 0 20

XX 0 18

X 0 17

XC 0 16

Japanese 0 15

XXX Extra 0 21

X Grand 0 19½

XLOR 0 18½

X Empire 0 17½

X Press 0 16

COLORED

No. 5 15

No. 1 14

No. 7 13

No. 1A 11½

No. 1B 10½

Fancy 16½

Lion 15

Standard 18½

Popular 12

Keen 10½

Above lines subject to trade discount for quantity.

WAX

C. & B. Floor Wax \$0 35

B.H. Wax 0 35

Ronuk Floor Wax, lb. 0 38

Berry Bros. 0 34

Imperial Floor Wax 0 40

Anchor 0 33

O.P.W. Lion Brand 0 35

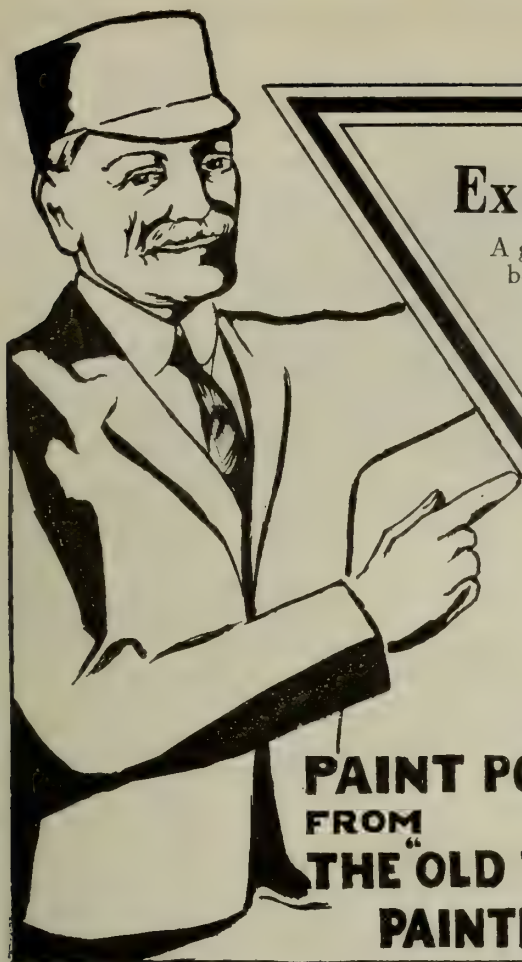
Old English 0 53

Johnsons 0 57

Jamieson's liquid wax, gal. 2 75

Gold Medal 0 42

Edwards, lb. 0 40



Extend Your Paint Business

A growing appreciation of the protective value of paint has been fully shown this year by property owners who realized that it was no longer economy nor an advantage to put off painting. Thousands of homes and buildings are still in need of painting.

MAPLE LEAF PAINT

Is an excellent business extender where quality, lasting properties, and full measure protective value is sought.

**PAINT POINTERS
FROM
"THE OLD TIME
PAINTER"**



**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

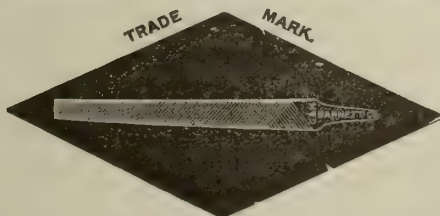
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$17.20; chilled, \$18.70; buckshot, \$18.00; ball, \$18.40.

Dominion Metallics—B.B. Caps, \$2.80; C.B. Caps, \$3.50; 22 Short Black or Leamok, \$4; 22 Long Black or Leamok, \$4.80; 22 Short Smokeless, \$4.30; 22 Long Smokeless, \$6; 22 Long Rifle Black, \$5.60; 22 Long Rifle Smokeless, \$7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, \$3.06; C.B. Caps, \$3.85; 22 Short Black, \$4.35; 22 Long Black, \$5.25; 22 Long Rifle Black, \$7.70; 22 Short Smokeless, \$4.69; 22 Long Smokeless, \$6.65; 22 Long Rifle Smokeless, \$7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., \$31; Sovereign Smokeless, 12 ga., \$38; Regal Smokeless, 12 ga., \$38; Nitro Club Smokeless, 12 ga., \$41; Canuck Smokeless, 12 ga., \$41 per M. net. Empty Paper Shot Shells, \$14 per M.; Empty Brass Shot Shells, \$6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.
Norris, 80 lbs. and over, 16c.

AXES

Single Bit\$14 50 \$20 00
Double Bit 16 50 21 50
Broad axes 32 00 35 00

AUGER BITS

Standard List Prices per Dozen
3/16.....\$6 00 18/16.....\$12 00
4..... 5 00 19..... 14 00
5..... 5 00 20..... 14 00
6..... 5 00 21..... 16 00
7..... 5 00 22..... 16 00
8..... 5 00 23..... 18 00
9..... 6 00 24..... 18 00
10..... 6 00 25..... 21 00
11..... 7 00 26..... 21 00
12..... 7 00 27..... 24 00
13..... 8 25 28..... 24 00
14..... 8 25 29..... 27 00
15..... 9 50 30..... 27 00
16..... 9 50 31..... 30 00
17..... 12 00 32..... 30 00
Discounts from standard list prices
Irwin10%
Gilmour 45%

BARS, CROW. \$10.25 per 100 lbs.

BAR IRON

Bar iron.—\$5.50 base; Swedish iron, \$5.25; sleigh shoe steel, \$5.80; spring steel, \$6.50; machinery steel, \$8.00; tool steel, octagon, 100 lbs., \$13.

BELTING

Rubber, 6 in. and under, 25-2 1/2%; over 6 in., 20%.

Agricultural or No. 1 leather belting, 47 1/2% off list.

Standard, 30, 10 and 5% off list.
The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, \$1.65 per lb.; cut, \$1.85 per lb.; rawhide, sides, \$1.60; cut, \$1.80.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, 3/4 and smaller, 5%; 7-16 and larger, 5% on list; machine, 3/4 and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft belts, 5% on list; tire bolts, 25%; sleigh shoe bolts to 3/4 and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, \$1.10 to \$1.60 per roll, according to quality; plain, 80c to \$1.45.

BUTTS

Plated—No. 41 Antique Copper and Dull Brass Finish

	Per pr.
2 1/2 x 2 1/2 in.	35
3 x 3 in.	37
3 1/2 x 3 1/2 in.	35
4 x 4 in.	47
4 1/2 x 4 1/2 in.	68
5 x 5 in.	80

Wrought Steel—

No.	Net list
No. 840	5% on list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., \$18.40; 1/4, \$16.00; 5-16 in., \$13.60; 3/8, \$12.40; 7-16, \$12.20; 1/2, \$12.00; 9-16, \$12.00; 5/8, \$11.75; 3/4, \$11.50; 1 in., \$11.25; Logging, 5-16 in., \$15.40; 3/4, \$14.20; 1/2, \$13.80; tie-out, 47 1/2%.

CHURNS

Barrel, No. 0, \$7.20; No. 1, \$7.20. No. 2, \$8; No. 3, \$8.80; No. 4, \$10.40 each.

CLEAVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	\$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks
8, 9, 10 72c lb.

DRILLS

Bit stock, 35%; Blacksmith, 1/2 in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., \$6.85; 10 in., \$7.60; 12 in., \$8.95. Conductor pipe, 2 in., per 100 ft., \$8; 3 in., \$9.65; 4 in., \$12.75.

ENAMELWARE

See Wares.

FILES

GlobeDiscount 45%
Nicholson Gen.Discount 30%

FITTINGS

	Malleable	Black	Galv.
Class B.....	\$ 27	\$ 38	
Class C.....	17 1/2	27	
Bushings	20%		
Unions	30%		
Nipples 4" and under	45%		

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, \$3.40 each; 5-lb. jugs, \$1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW Single Double

	Single	Double
Up to 25 in.....	\$13 50	\$18 50
26 to 40	14 50	21 00
41 to 50	18 50	23 75
51 to 60	19 50	24 25
61 to 70	20 50	25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	\$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., \$2.75.
Mounted on steel frames, \$5.00 to \$6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.
Corrugated Strap Hinges — 4, \$1.70; 5, \$3.20; 6, \$2.85; 8, \$4.60; 10, \$7; 12, \$10.75.

Corrugated Tee Hinges—4, \$1.90; 5, \$2.55; 6, \$3.25; 8, \$5.65; 10, \$8.75; 12, \$12.40.

HORSESHOES

Iron, No. 1 to 1, \$7.85; No. 2 and larger, \$7.60; snowshoes, No. 0 to No. 1, \$8.10; No. 2 and larger, \$7.85; steel, No. 0 to 1, \$8.30; No. 2 and larger, \$8.05; featherweight, \$9.45.

IRON, GALVANIZED Apollo and "Fleur Premier de Lis"

	Apollo and "Fleur Premier de Lis"
10 1/2 oz. or 28 Eng...	\$11 70 \$11 70
28 Am. or 26 Eng...	11 40 11 40
26 Am. or 26 special	11 10 11 10
24	10 95 10 95
22	10 95 10 95
13 and 20	10 80 10 80
16 Am.	10 65 10 65

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.
Mrs. Pott's No. 55, set.....\$2 10
Mrs. Pott's No. 50, set..... 2 25

Mrs. Pott's common sad iron handles, \$1.60 dozen. Mrs. Pott's improved, \$2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	\$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., \$7.80 per doz., \$1.05; B, per case 6 doz., \$6.50; per doz., \$1.15.

LANTERNS

No 2. plain	\$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, \$14.40.

LEAD WASTE, \$15.40.

LATCHES—THUMB, STEEL

	Doz.
2	\$2 10
3	2 80
4	4 90
Barn Door	
5	2 80
8	3 00
9	5 20

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	\$ 5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, \$11; cutter, \$11.

MOPS

	Doz.
O'Cedar Polish, No. 1	\$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	\$7 75	\$8 25
Empress	10 00	10 60
Daisy	6 15	6 55
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, \$5.60 base; Winnipeg, \$6 base. Cut f.o.b. Winnipeg, \$6.55.

NETTING—POULTRY

	Net Prices Per Roll
1 in. mesh x 24 in.....	\$5 95
30 in.....	7 20
36 in.....	8 50
2 in. mesh x 24 in.....	2 90
30 in.....	3 40
36 in.....	4 05
48 in.....	5 25
60 in.....	6 55
72 in.....	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., \$4.15; 36 in., \$5.30; 48 in., \$6.25; 60 in., \$7.40; 72 in., \$8.40.

NUTS

Square, small lots, blank, 4 1/2c tapped, 4 1/2c advance on list; Hexagon, small lots, blank, 4 3/4c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 37 1/2c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 37c; Family safety coal oil, 24 1/2c; "Engoline" engine oil, 20 1/2c; Summer black oil, 22 1/2c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 20c; Standard gas engine oil, 48c; Prairie Harvester oil, 49 1/2c.

PAINTS

Stephens' Out White, \$3.95; Stephens' House, \$3.85; Stephens' Floor, \$3.30; Silkstone, \$3.15; Stephens' Barn Paint, \$1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, \$2.50; less than barrels, \$3.50; American vermilion, 20c; English vermilion, \$3 per lb.; Canadian metallic oxides, barrel lots, 3 1/2c; English purple oxide, in casks, 3 1/2c; less quantities, 4c per lb. Red lead, kegs, \$19; less quantities, 20c.

PICK, Clay, 6-7, \$12.25 per doz.

POLISH—

	Doz.
O-Cedar—	
4 oz.	\$2 00
12 oz.	4 00
1 quart	10 00
1/2 gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	2 00
12 oz.	4 00
1 quart	8 40
1/2 gal.	14 40

(Continued on second page.)



Satisfaction, Again— —and again

In winning a new customer to Stephens' the dealer knows that future business is doubly sure because experience tells him that repeated satisfaction in any line always means repeat orders.

Stephens' paints are easily applied, cover much surface, and are remarkable in their wearing qualities.

That is why they so exactly meet the requirements of the Westerner.

So, Mr. Western Dealer, try to make new converts to Stephens' by steadily pushing this line. It will mean repeated satisfaction to your customer — and increased sales and profits to you.

Write for our proposition



MANUFACTURED BY
G. F. STEPHENS & CO., Ltd.
PAINT AND VARNISH MAKERS
WINNIPEG, CAN.

Branch at Calgary, Alta.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¾ inch	\$ 6 08	\$ 8 42
¾ inch	6 16	8 50
¾ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., \$4.50.

PLATES, CANADA

18 x 21 per box, half polish, \$11; full polished \$12.50; 18 x 24, half polished, \$11; full polished, \$12.50; 20 x 28, half polished, \$11; full polished, \$12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., \$8.55 per dozen.

PUTTY

100-lb. irons	\$5 70
25-lb. irons, per cwt.	6 30
1½-lb. tins	0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¼c base; British Manila, 33¼c base; lath yarn, 28¼c base; African hemp, 33¼c base; cotton rope, ¼ and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	\$0 38	\$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, \$10.00; Watch Spring, \$10.40; Lance Tooth or Lightning Blades, \$10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—

Doz.

Bramble	\$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

Doz.

Grand Rapids, Nic.	\$ 87 00
Household, Jap.	75 00
Superba, Nic.	102 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	\$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 50
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., \$13.50 per doz.; D.H. Rd. Pt., \$13.50 per doz.; L.H. Sqr. Pt., \$13.50; L.H. Rd. Pt., \$13.50; Bulldog and Jones, D.H., Rd. Pt., \$15.50; D.H. Sqr. Pt., \$15.50; L.H., Rd. Pt., \$15.50; L.H., Sqr. Pt., \$15.50; L.H., Rd. Pt., \$15.50; Black Cat and Crescent Scoops—No. 4, \$17.00 doz.; No. 6, \$17.50; No. 8, \$18.00; No. 10, \$18.50; Moose & Jones Scoops, No. 4, \$18.25; No. 6, \$18.75; No. 8, \$19.25; No. 10, \$19.75.

SOLDER. Per pound, 66 to 67.

SPIKES

Pressed, ¼ in., \$8.30; 5-16, \$7.95; ¾, \$7.75; 1½, \$7.55.

STAPLES

Bright wire, per cwt., \$5.85 at Fort William, \$6.25 Winnipeg; galvanized staples, \$6.65 Fort William, \$7.05, Winnipeg.

STEEL

Sleighshoe, \$5.80 base per cwt.; plow, common, \$6.50; crucible plow, \$7.50; angle, \$5.35; harrow, \$5.50 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, \$7.50; machine, \$8.00 base; tire, \$5.60. Mid, 3-16, ¼, 5-16, \$8.00 base; other sizes \$5.75 base. Band Steel, \$5.75 base.

STEEL HOOPS

½ in., \$9.75; ¾ in., \$9.50; 1 in., \$8.75; 1½ in., \$8.50; 2 in., \$8.50; 2½ in., \$8.50; 3 in., \$8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	\$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.X.	40 00
Terne plates	24 00

TRAPS, GAME—

Doz.

	Victor	H. & N.	Jump
No. 0	\$1 95	.....	.....
No. 1	2 30	\$3 60	\$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	.....

TUBS—

Wood Fibre

No. 0	\$21 35	\$23 80
No. 1	18 80	20 45
No. 2	16 40	16 95
No. 3	14 00	14 45

TURPENTINE

See weekly report.

TWINE (WRAPPING)

Lb.

Cotton, 4-ply	0 72
Cotton, 3-ply	0 68

Dozen

VARNISHES

Stephens Luminette, gal., \$2 20
Stephens Exalite, gal., \$ 8 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.
Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.
Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.
Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, \$17.75; less than ton lots, \$18.10.

WIRE, BARB

Lyman, 4-point, \$4.95 f.o.b. Fort William, \$5.25 Winnipeg; Glidden Cattle, 2-pt., \$4.30 Fort William, \$5.10 Winnipeg; Baker 2-pt., \$4.75 Ft. William, \$5.05 Winnipeg; plain twist, cwt., Ft. William, \$4.95; Winnipeg, \$5.25 spool; plain galvanized, Ft. William, No. 9, \$5.65; No. 12, \$5.85; Winnipeg, No. 9, \$6.05; No. 12, \$6.25; coil spring, Ft. William, No. 9, \$5.70; No. 12, \$5.95; Winnipeg, No. 9, \$6.10; No. 12, \$6.35.

Patented screen in 100-ft. rolls, \$3.50 per hundred sq. ft.; in 50-ft. rolls, \$3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, shagle loop, \$7.65 Winnipeg; \$7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, \$6.75; 10, \$6.80; 12, \$6.95; 14, \$7.15; 15, \$7.25; 16, \$7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	\$ 6 50
8 in.	7 80
10 in.	9 10
12 in.	11 70
15 in.	15 60

Perfect Handle—

6 in.	13 50
8 in.	16 20
10 in.	18 90
12 in.	24 30
15 in.	32 40
18 in.	43 20

WRENCHES (PIPE)—

Stillson—	Each
6 in.	\$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75

Trim—

10 in.	\$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Dozen

Always Ready—	Black	N.P.
No. 1	\$4 20	\$4 50
No. 2	5 75	6 00

WRINGERS

\$70.50 per doz.; Emperor, \$132.
Eze, \$58.85 per doz.; Reliance, Royal Canadian, \$54.50 per doz.;

The Robbins & Myers Tripod Motor Set

provides a simple and compact and portable motor set for use with a 32-volt lighting plant.

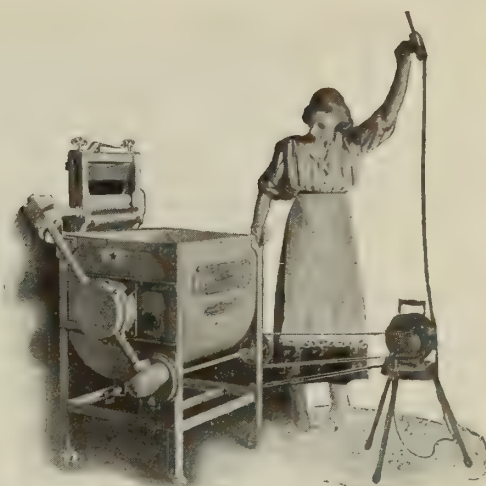
It is the ideal motor for use around a farm for operating light machinery, such as cream separator, churn, washing machine, sewing machine, etc.

It is provided with a three-speed reducing pulley that gives an ample range of speed for ordinary work.

Simple, compact, durable and reliable.

Easily moved from place to place, and operates from any lamp socket.

Two sizes— $1/6$ and $1/4$ horse-power.



Tripod Set connected to Eden Washers

The Great West Electric Co., Limited

WINNIPEG

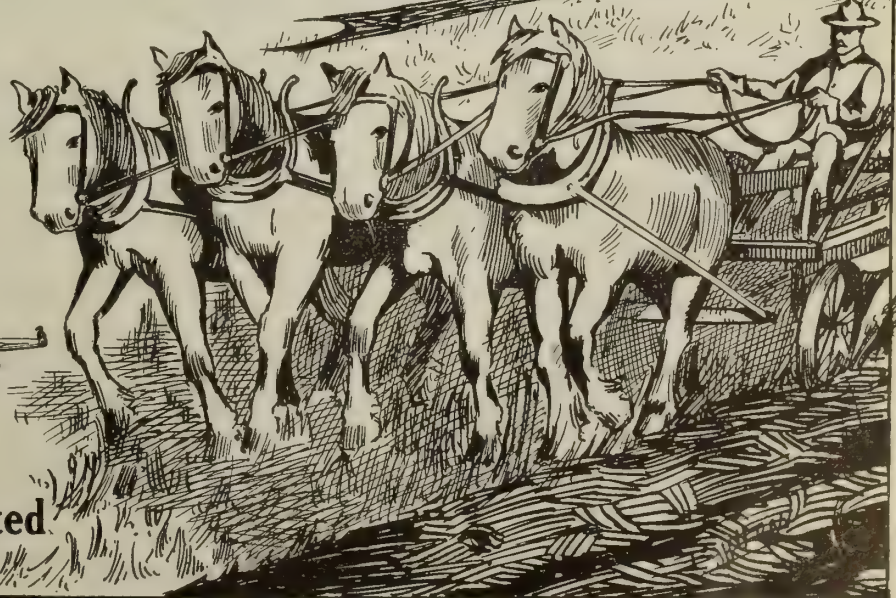
Distributors of Laco Tungsten and Nitro Lamps

Gregg Plow Eveners Pull Big Business

Gregg Plow Eveners, like Gregg Wagon Sets, Neck-yokes and Hitches, are built for service. They are guaranteed against defective materials and workmanship.

Send for copy of catalogue describing our full line.

Any jobber in the Canadian West can supply you with Gregg Goods.



Gregg Mfg. Co., Limited

WINNIPEG

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives

The Carborundum Co., Niagara Falls, N.Y.
Canadian B. E. Morton Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Aluminum

British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Ware Mfg. Co., Oakville, Ont.

Ammunition

Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories

Adamson Mfg. Co., Hamilton, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Cannon Oil Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Cummings Bros., Flint, Mich.
Cushman Motor Works, Ltd., Winnipeg, Man.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Agricultural Supplies

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Geo. W. Griffiths & Son, Stratford, Ont.
Hyslop Bros., Toronto.
C. Kloepper, Limited, Toronto, Ont.
Leeks & Potts, Hamilton, Ont.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
New Era Spring Specialty Co., Grand Rapids, Mich.
North American Hardware Co., Ltd., Montreal, Que.

Northern Electric Co., Ltd., Montreal.

Will B. Lane, Chicago, Ill.

Reeder Weeks Mfg. Co., Hamilton, Ont.

Rock Island Mfg. Co., Chicago, Ill.

C. A. Shaler Co., Waupun, Wis.

Thermoid Rubber Co., Trenton, N.J.

Samuel Trees & Co., Toronto.

Trimont Mfg. Co., Roxbury, Mass.

Wilkinson & Kompass, Hamilton.

Kinzinger, Bruce & Co., Niagara Falls, Ont.

Unedea Ford Demountable Wheel Co., Toronto.

Vernald Mfg. Co., North East, Pa.

Williams & Co., J. H., Brooklyn, N.Y.

Automobiles Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Axes

Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal

Thos. Birkett & Son Co., Ltd., Ottawa.

Can. B. E. Morton Co., Montreal.

Canada Metal Co., Toronto.

Caverhill, Learmont & Co., Montreal.

Hoyt Metal Co., Toronto.

Owl Metal Co., Ltd., Winnipeg.

Lewis Bros., Ltd., Montreal.

Tallman Brass & Metal Co., Hamilton.

Barrel Liners J. N. Warminton & Co., Montreal, Que.

Basins, China and Enamelled Iron Empire Mfg. Co., London, Ont.

Batteries, Dry Canadian National Carbon Co., Toronto.

Canada Dry Cells, Ltd., Winnipeg.

Great West Electric Co., Ltd., Winnipeg, Man.

Canadian General Electric Co., Toronto.

Dominion Battery Co., Ltd., Toronto, Ont.

North American Hardware Co., Ltd., Montreal, Que.

Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper Canada Metal Co., Toronto.

Empire Mfg. Co., London, Ont.

Bath Room Fixtures Empire Mfg. Co., London, Ont.

Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Newell Mfg. Co., Prescott, Ont.

Bends, Brass, Iron and Lead

Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression Empire Mfg. Co., London, Ont.

Jas. Morrison Brass Mfg. Co., Toronto.

United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller Empire Mfg. Co., London, Ont.

Jas. Morrison Brass Mfg. Co., Toronto.

United Brassfounders, Ltd., Manchester, Eng.

Brass Goods

Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods

Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.

Jas. Cartland & Son, Ltd., Birmingham, Eng.

Empire Mfg. Co., London, Ont.

Jas. Morrison Mfg. Co., Toronto.

Tallman Brass & Metal Co., Hamilton.

The Toronto Lock Mfg. Co., Toronto, Ont.

United Brass Founders, Ltd., Manchester, Eng.

Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods

Booth-Coulter Co., Toronto.

Canada Metal Co., Toronto.

Empire Mfg. Co., London, Ont.

A. C. Leslie & Co., Montreal.

Tallman Brass & Metal Co., Hamilton.

Bevels

Stanley Rule & Level Co., New Britain, Conn.

Goodell-Pratt Co., Greenfield, Mass.

B. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyer Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber Can. Consolidated Rubber Co., Montreal, Que.

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies D. Ackland & Son, Winnipeg.

Blankets, Saddle Burlington Windsor Blanket Co., Ltd., Toronto.

Galt Robe Co., Galt, Ont.

Boils and Nuts Baines & Peckover, Toronto.

Canadian Tube & Iron Co., Ltd., Montreal.

Caverhill, Learmont & Co., Montreal.

C. Kloepper, Limited, Toronto, Ont.

Lewis Bros., Ltd., Montreal.

London Bolt & Hinge Works, London, Ont.

The Stanley Works, New Britain, Conn.

Steel Co. of Canada, Ltd., Hamilton.

The Toronto Lock Mfg. Co., Toronto, Ont.

Northern Bolt & Screw Co., Owen Sound.

Wilkinson & Kompass, Hamilton.

Boiler Tubes Baines & Peckover, Toronto.

Boilers, Heating and Range Empire Mfg. Co., London, Ont.

Bolts, Eye Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic Wm. Newman & Sons, Birmingham, Eng.

Boxes, Wood Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools Steel Co. of Canada, Ltd., Hamilton.

Boring Bars Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties Beauchamp, J. E., Montreal.

Laidlaw Bale Tie Co., Hamilton.

Steel Co. of Canada, Ltd., Hamilton.

The Stanley Works, New Britain, Conn.

Bale Tie Buckles J. N. Warminton & Co., Montreal, Que.

Barbed Wire Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets Walter Woods & Co., Hamilton.

Barn Door Hangers Allith Mfg. Co., Ltd., Hamilton, Ont.

Canada Steel Goods Co., Hamilton.

National Mfg. Co., Sterling, Ill.

Stanley Works, New Britain, Conn.

Taylor-Forbes Co., Guelph, Ont.

The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands Wakye Mfg. Co., Winnipeg.

Balers, Steel Climax Baler Co., Hamilton.

Spielmann Agencies, Montreal.

Bit, Braces

Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf Canada Steel Goods Co., Hamilton.

The Stanley Works, New Britain.

The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping J. E. Beauchamp & Co., Montreal.

The Stanley Works, New Britain, Conn.

J. N. Warminton & Co., Montreal, Que.

Blasting Supplies Dupont Powder Co., Wilmington, Del.

Building Papers McArthur & Co., Alex., Montreal, Que.

Butter Molds Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Walter Woods & Co., Hamilton, Can.

Butter Workers Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges Canada Foundries & Forgings, Brockville, Ont.

Canada Steel Goods Co., Hamilton.

Caverhill, Learmont & Co., Montreal.

Chicago Spring Butt Co., Chicago, Ill.

National Mfg. Co., Sterling, Ill.

The Stanley Works, New Britain, Conn.

The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs The Stanley Works, New Britain, Conn.

Steel Co. of Canada, Ltd., Hamilton.

Parmenter & Bullock, Gananoque.

Bread and Cake Makers Thos. Davidson Mfg. Co., Ltd., Montreal.

Landers, Frary & Clark, New Britain, Conn.

Breast Drills Stanley Rule & Level Co., New Britain, Conn.

Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Boeckh Bros. Co., Ltd., Toronto.

Meakins & Sons, Ltd., Hamilton.

Megantic Broom Co., Lake Megantic, Que.

T. S. Simms & Co., Ltd., St. John.

Walter Woods & Co., Hamilton.

Bits, Auger Caverhill, Learmont & Co., Montreal.

Russell, Jennings Mfg. Co., Chester, Conn.

North Bros. Mfg. Co., Philadelphia, Pa.

Wilkinson & Kompass, Hamilton.

Scythes, Ltd., Toronto.

Bits, Forstner Progressive Mfg. Co., Torrington, Conn.

Bicycles A. E. Bregent & Co., Montreal, Que.

Canada Cycle & Motor Co., Toronto.

Hyslop Bros., Ltd., Toronto.

Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Canada Cycle & Motor Co., Ltd., Weston, Ont.

Buckles, Bale Tie J. E. Beauchamp & Co., Montreal, Que.

Builders' Hardware Allith Mfg. Co., Ltd., Hamilton, Ont.

J. Brals & Co., Cleveland, Ohio.

Thos. Birkett & Son Co., Ltd., Ottawa.

Caverhill, Learmont & Co., Montreal.

Canada Steel Goods Co., Hamilton.

Jas. Cartland & Son, Ltd., Birmingham, Eng.

National Hardware Co., Orillia, Ont.

National Mfg. Co., Sterling, Ill.

The Stanley Works, New Britain, Conn.

Stratford Brass Co., Ltd., Stratford, Ont.

Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers Caverhill, Learmont & Co., Montreal.

Goodell-Pratt Co., Greenfield, Mass.

T. S. Starrett Co., Athol, Mass.

Caliper Gauges Williams & Co., J. H., Brooklyn, N.Y.

Cans A. R. Whittall Can Co., Montreal, Que.

Cans, Gasoline, Oil Cannon Oil Co., Keithsburg, Ill.

Canoes Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges Dominion Cartridge Co., Ltd., Montreal.

Remington Arms-Union Metallic Cartridge Co., Windsor.

4 CARDINAL POINTS

OF PERFECTION

LIGHTNESS—STRENGTH
—DURABILITY—ECONOMY

*the Compass
of
Completeness*



Babcock Commercial Bodies

LIGHTNESS

All makers of Commercial Bodies for Motors strive to attain **Lightness** of construction without sacrificing strength. The Babcock patents enable a saving of ONE-THIRD in WEIGHT.

STRENGTH

"Strong as Steel!" The fundamental **strength** of Babcock Bodies is the steel construction—patented—which makes them far stronger than any other kind of framework could possibly make them.

DURABILITY

Tested by years of hard service in carrying the heaviest merchandise. The **Durability** of Babcock Bodies is marvellous. The steel construction gives a rigidity

which prevents the racking and weaving so injurious to other makes of bodies.

ECONOMY

If a Babcock Body costs a little more than a cheap body and lasts twice or three times as long—it is economical, isn't it? Babcock Bodies save real money for the merchants who put them on their delivery cars.

STYLE NO. 1. The Open Express is the base unit for the other styles, which are created by the addition of parts, all of which are interchangeable. The Babcock Bodies give an unusual amount of space for carrying merchandise and this appeals greatly to the merchant who employs motor deliveries.

STYLE NO. 2. This style is made—presto, quick—by merely adding the canopy top with curtains. This is easily done, and the patented method of attaching prevents absolutely all racking and weaving, preserving full loading space intact.

STYLE NO. 3. This style is attained by simply adding side and rear screens to canopy top. All Babcock Bodies are on the unit plan and all styles are interchangeable.

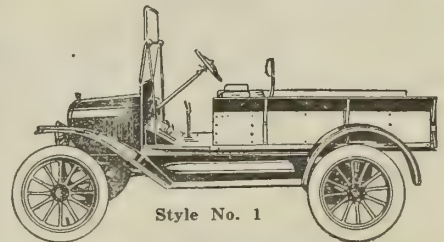
STYLE NO. 4. The fully enclosed, panel side style, is very handsome. The panels are made of vehisote which takes a finer finish than wood and does not crack or warp. This style comes ready to assemble on the express unit, same as other style. Rigid, strong and extremely satisfactory.

DEALERS and MERCHANTS

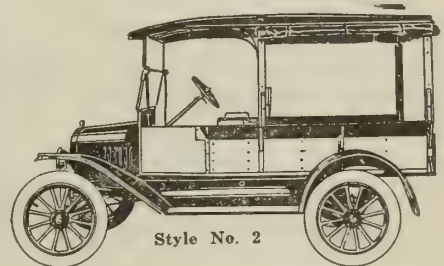
We are prepared to sell direct to merchants who are in the market to buy a superior make of Commercial Motor Body. We prefer to deal through regular agents, and we desire to make connections with a Garage or Motor Dealer in every community but where we have no local agent we shall be pleased to send literature and price list and full particulars, direct, to any merchant or manufacturer who is interested.

CARRIAGE FACTORIES, LIMITED

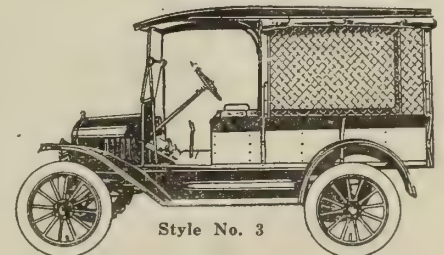
EXCELSIOR LIFE BUILDING, TORONTO



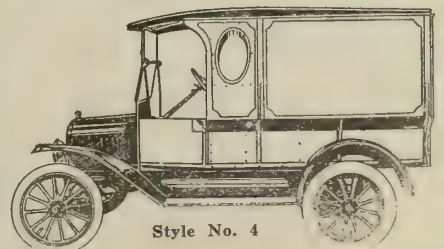
Style No. 1



Style No. 2



Style No. 3



Style No. 4

THE BUYERS' GUIDE

Cash Carriers

Gipe-Hazard Store Service Co., Toronto.

Casters

Faultless Caster Co., Evansville, Ind.

Canada Foundries & Forgings, Ltd., Brockville, Ont.

The Toronto Lock Mfg. Co., Toronto, Ont.

Carpet Sweepers

Bissell Carpet Sweeper Co., Niagara Falls, Ont.

Thos. Birkett & Son Co., Ltd., Ottawa.

Caverhill, Learmont & Co., Montreal.

Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Tire

McKinnon Chain Co., St. Catharines, Ont.

Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.

Cable Carriers

Gipe-Hazard Store Service Co., Toronto

Cement, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Roofing

Geo. W. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.

Brown-Boggs Co., Ltd., Hamilton.

Caverhill, Learmont & Co., Montreal.

Goodell-Pratt Co., Greenfield, Mass.

Buck Bros., Milbury, Mass.

Stanley Rule & Level Co., New Britain, Conn.

National Machinery & Supply Co., Hamilton.

The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges

Chicago Spring Butt Co., Chicago, Ill.

Toronto Lock Mfg. Co., Toronto.

Chemical Closets

Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties

Vol-Peek Mfg. Co., Montreal.

Chucks, Tap

Wells Bros. of Canada, Galt.

Churns, Hand and Power

Beatty Bros., Ltd., Fergus.

Thos. Birkett & Son Co., Ltd., Ottawa.

Caverhill, Learmont & Co., Montreal.

Dowswell, Lees Co., Hamilton.

Faultless Caster Co., Evansville, Ind.

Landers, Frary & Clark, New Britain, Conn.

Merchants Hardware Specialties, Ltd., Calgary, Alta.

Reliable Churn Co., Toronto, Can.

Walter Woods & Co., Hamilton.

Clocks

Western Clock Co., La Salle, Ill.

Clothes Racks

Walter Woods & Co., Hamilton.

Clamps

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Williams & Co., J. H., Brooklyn, N.Y.

Clippers

American Shearer Mfg. Co., Nashan, N.H.

Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers

Dowswell, Lees Co., Ltd., Hamilton, Can.

Coffers

Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and Urns

Canadian General Electric Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners

J. E. Beauchamp, Montreal.

Steel Co. of Canada, Ltd., Hamilton.

The Stanley Works, New Britain, Conn.

Collar Pads

American Pad & Textile Co., Chatham.

Cotton Gloves

American Pad & Textile Co., Chatham.

Coal Chutes

Toronto Lock Mfg. Co., Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods

Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Cookers, Steam

Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless

Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel

Baines & Peckover, Toronto.

Conductor Pipe, Hooks, etc.

Metallic Roofing Co., Toronto and Winnipeg.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Wheeler & Bain, Toronto.

Empire Mfg. Co., London, Ont.

Connecting Rods

Williams & Co., J. H., Brooklyn, N.Y.

Coping Saws

Thos. Birkett & Son Co., Ltd., Ottawa.

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage

Brantford Cordage Co., Brantford, Ont.

Consumers Cordage Co., Montreal.

Plymouth Cordage Co., Toronto.

Cooking Ware

Corning Glass Works, Corning, N.Y.

Crank Shafts

Williams & Co., J. H., Brooklyn, N.Y.

Crowbars

R. J. Coghlin & Co., Montreal.

Cultivators

J. E. Gleason Mfg. Co., Port Washington, Ill.

C. S. Norcross & Sons, Bushnell, Ill.

Cutlery

Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

Geo. Butler & Co., Ltd., Sheffield, Eng.

Thos. Birkett & Son Co., Ltd., Ottawa.

Caverhill, Learmont & Co., Montreal.

Goodell-Pratt Co., Greenfield, Mass.

James Hutton & Co., Montreal.

Canadian Wm. A. Rogers, Ltd., Toronto.

Jonathan Crookes & Son, Ltd., Sheffield, Eng.

Lewis Bros. Ltd., Montreal.

Landers, Frary & Clark, New Britain, Conn.

Wm. Rogers Mfg. Co., Niagara Falls, Ont.

J. Wiles & Sons.

Cutters

Butterfield & Co., Inc., Rock Island, Que.

Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors

Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails

Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe

Canada Foundries & Forgings, Brockville.

Dampers, Fire Place

Toronto Lock Mfg. Co., Toronto.

Desks, School

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.

Butterfield & Co., Rock Island, Que.

Canadian Fairbanks-Morse Co., Montreal.

Pratt & Whitney Co., Ltd., Dundas, Ont.

Wells Bros. Co. of Canada, Galt.

Dish Washers

Home Helps Sales Co., Montreal.

Display Racks and Stands

Cameron & Cameron, Toronto.

National Mfg. Co., Sterling, Ill.

Doors, Metal

Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen

Kasement Skrene Dore Co., Toronto.

Door Bolts

Canada Steel Goods Co., Hamilton, Can.

National Mfg. Co., Sterling, Ill.

The Stanley Works, New Britain, Conn.

Toronto Lock Mfg. Co., Toronto.

Door Checks

Canadian Yale & Towne, St. Catharines.

G. W. Mallory Co., Blenheim, Ont.

Wm. Newman & Sons, Birmingham, Eng.

Toronto Lock Mfg. Co., Toronto.

Door Hangers

Allith Mfg. Co., Ltd., Hamilton, Ont.

Canada Steel Goods Co., Hamilton, Ont.

Taylor-Forbes Co., Guelph, Ont.

National Mfg. Co., Sterling, Ill.

Toronto Lock Mfg. Co., Toronto.

Door Springs

Jas. Cartland & Son, Ltd., Birmingham, Eng.

G. W. Mallory, Blenheim, Ont.

Wm. Newman & Sons, Birmingham, Eng.

The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls

Stratford Brass Co., Ltd., Stratford, Ont.

Draining Tools

Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks

Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'

Canada Foundries & Forgings, Brockville.

Drills

Canadian Fairbanks-Morse Co., Ltd., Montreal.

Butterfield & Co., Inc., Rock Island, Que.

Goodell-Pratt Co., Greenfield, Mass.

North Bros. Mfg. Co., Philadelphia, Pa.

Stanley Rule & Level Co., New Britain, Conn.

Wilkinson & Kompass, Hamilton, Ont.

Drop Forgings

Williams & Co., J. H., Brooklyn, N.Y.

Dry Colors

Brandram-Henderson, Montreal.

Canada Paint Co., Ltd., Montreal.

R. C. Jamieson & Co., Ltd., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

Ottawa Paint Works, Ottawa.

A. Ramsey & Son Co., Ltd., Winnipeg.

G. F. Stephens & Co., Ltd., Montreal.

Martin-Senour Co., Ltd., Montreal.

McArthur Irwin, Montreal.

Dusters

Channell Chemical Co., Toronto.

Dynamite

Du Pont American Industries, Wilmington, Del.

Dry Cells

Canada Dry Cells, Ltd., Winnipeg.

Canadian National Carbon Co., Toronto.

Canadian H. W. Johns-Manville Co., Toronto.

Canadian General Electric Co., Ltd., Toronto.

Dominion Battery Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough

Metallic Roofing Co., Toronto and Winnipeg.

Pedlar People, Limited, Oshawa.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Toronto Lock Mfg. Co., Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters

Louis McLain Co., Ltd., Winnipeg, Man.

Collette Mfg. Co., Collingwood.

Egg Cases

Miller Bros. Co., Ltd., Montreal, Que.

Walter Woods & Co., Hamilton.

Egg Case Fillers

Miller Bros. Co., Ltd., Montreal, Que.

Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons

Jas. Morrison Brass Mfg. Co., Toronto.

Elbows

Thos. Davidson Mfg. Co., Ltd., Montreal.

Pedlar People, Ltd., Oshawa, Ont.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells

Canadian General Electric Co., Ltd., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans

Canadian General Electric Co., Ltd., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Northern Electric Co., Ltd., Montreal.

A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures

Canadian General Electric Co., Ltd., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Northern Electric Co., Ltd., Montreal.

Tallman Brass & Metal Co., Hamilton.

Electric Grates

Great West Electric Co., Ltd., Winnipeg, Man.

Toronto Lock Mfg. Co., Toronto.

Electric Materials

A. G. Martin, Ottawa, Ont.

Electric Plates

Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties

Benjamin Electric Co., Toronto.

Canadian General Electric Co., Ltd., Toronto.

Canadian National Carbon Co., Toronto.

Dominion Battery Co., Ltd., Toronto, Ont.

Electrical Toys

A. C. Gilbert Co., New Haven, Conn.

Great West Electric Co., Ltd., Winnipeg, Man.

Interstate Electric Novelty Co., Toronto.

Landers, Frary & Clark, New Britain, Conn.

National Electric Heating Co., Toronto.

North American Hardware Co., Ltd., Montreal, Que.

Northern Electric Co., Ltd., Montreal.

Spielmann Agencies, Ltd., Montreal, Que.

Superior Electric, Ltd., Pembroke, Ont.

Electrical Tools

A. C. Gilbert Co., New Haven, Conn.

Electro-plating

Toronto Lock Mfg. Co., Toronto.

Enamels

Boston Varnish Co., Everett Station, Boston, Mass.

Enamelled Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.

Sheet Metal Products Co. of Canada, Toronto.

E. T. Wright Co., Hamilton, Can.

Engines

Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers

John Oakley & Sons, London, Eng.

Eveners

Gregg Mfg. Co., Ltd., Winnipeg, Man.

D. Auckland & Son, Ltd., Winnipeg, Man.

Expansion Tanks

Pease Foundry Co., Ltd., Toronto.

Explosives

Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins

Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

Extinguishers, Fire

Booth-Coulter Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Northern Electric Co., Montreal.

Fanlight Openers

Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills

Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen

National Mfg. Co., Sterling, Ill.

Stratford Brass Co., Ltd., Stratford, Ont.

The Stanley Works, New Britain, Conn.

FIRE

To The TRADE

Though our warehouse and stock were completely destroyed by fire on Sunday last, July 14th, we are, through the assistance of our friends, already swinging into line at our temporary premises, 88 Adelaide St. West

Just across the street

You can rely on our usual promptness in handling your order in a few days as our new stock is already arriving very fast and all hands working night and day.

Sanderson Percy Co., Ltd.
T O R O N T O

THE BUYERS' GUIDE

Fire Arms

Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings

Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies

Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Furnaces

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Flashlights, Electric

Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware

Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers

F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Force Cups

Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels

Thos. Davidson Mfg. Co., Ltd., Montreal.

Fixtures, Store

Milbradt Mfg. Co., St. Louis, Mo.

Furnaces

Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespler, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Fruit Jars

Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish

Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire

Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands

Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double

Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths

John Oakley & Sons, London, Eng.

Galvanized Steel Sheets

Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.**Garden Cultivators and Weeders**

J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Erie Iron Works, St. Thomas, Ont.
Eureka Planter Co., Woodstock.

Garage Hardware

Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans

Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Galvanizing

Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices

Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe

Canada Metal Co., Ltd., Toronto.

Generators

Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars

Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters

Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline

Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges

J. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glassware

Leeks & Potts, Hamilton, Ont.

Glass, Window, Plate, Ornamental

Leeks & Potts, Hamilton, Can.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric

Superior Electric, Ltd., Pembroke, Ont.

Blue, Sheet and Ground

Canada Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters

Goodell-Pratt Co., Greenfield, Mass.

Glass Benders

Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds

Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves

Hamilton-Carhartt Co., Toronto.

Granaries, Portable, Metallic

Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases

Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power

American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Grindstones

The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels

American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns

Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights

Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws

Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades

Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames

Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines

Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters

G. L. Griffith Son, Stratford, Ont.
G. Johnson Halter Co., Sarnia, Ont.
R. B. Kinread, Winnipeg, Man.

Hammers

Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hammocks

Galt Robe Co., Galt, Ont.

Hand Drills

Goodell-Pratt Co., Greenfield, Mass.

Handles

J. H. Steel Mfg. Co., St. Thomas, Ont.

Hand Pulls

North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door

Allith Mfg. Co., Ltd., Hamilton, Ont.
Reatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

National Machinery & Supply Co., Hamilton.**National Mfg. Co., Sterling, Ill.****F. E. Myers & Bro., Ashland, Ohio.****The Stanley Works, New Britain, Conn.****Taylor-Forbes Co., Guelph, Ont.****Toronto Lock Mfg. Co., Toronto.****Hangers, Barn Door**

Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track

Allith Mfg. Co., Hamilton, Can.
Reatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling, Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen

National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Hand Taps

Wells Bros. Co. of Canada, Galt.

Handscrews

National Machinery & Supply Co., Hamilton.

Harness

Samuel Trees & Co., Toronto.

Hardware Specialties

Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
North American Hardware Co., Ltd., Montreal, Que.

Stratford Brass Co., Ltd., Stratford, Ont.

Taylor-Forbes Co., Guelph, Ont.

Toronto Lock Mfg. Co., Toronto.

Hardware Pictures

Duluth Show Case Co., Duluth, Minn.

Hardware Shelving

Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings

Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets

Canada Foundries & Forgings, Ltd., Brockville, Ont.

Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Canada Steel Goods Co., Hamilton.

National Mfg. Co., Sterling, Ill.

Headlights, Auto

Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal, Que.

Heaters

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric

Superior Electric, Ltd., Pembroke, Ont.

Heels and Soles, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hinges, Strap and Tee

Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball

Toronto Lock Mfg. Co., Toronto.

Hockey Sticks

J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes

Ward & Payne, Sheffield, Eng.

Hoists

Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hones

American Hone Co., Winnipeg, Man.

Horse Singers

Collins Mfg. Co., Toronto.

Hones, Razor

The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber

Canadian Consolidated Rubber Co., Montreal.

Horse Nails

C. Kloepper, Limited, Toronto, Ont.

Horse Shoes

D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies

Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Empire Mfg. Co., London, Ont.

Lewis Bros., Ltd., Montreal.

Jas. Morrison Brass Mfg. Co., Toronto.

Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hooks and Sockets

Williams & Co., J. H., Brooklyn, N.Y.

Ice Scrapers

James Bros. Co., Perth, Ont.

Ice Cream Freezers

Wm. Crane & Sons Co., Ltd., Newmarket, Ont.

Thos. Davidson Mfg. Co., Ltd., Montreal.

North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs

D. Ackland & Son, Ltd., Winnipeg.

Incubators

Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed

H. Disston & Son, Ltd., Toronto.

L. S. Starrett Co., Athol, Mass.

Injectors, Automatic

Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision

L. S. Starrett Co., Athol, Mass.

Iron Enamels

Boston Varnish Co., Everett Station, Boston, Mass.

Iron Boards

J. E. Beauchamp & Co., Montreal.

Iron, Corrugated

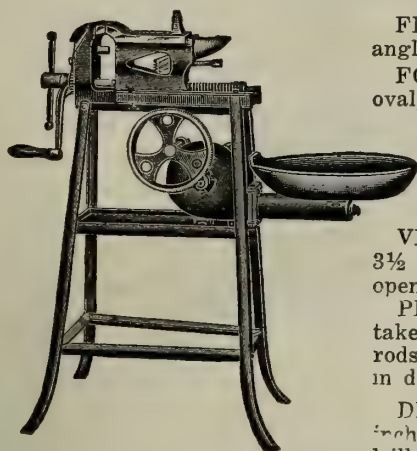
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.

Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Rock Island Combination Forge, Anvil and Vise



FRAME—is steel angles.

FORGE — Pan is oval, 12 x 15 inches.

F A N — is driven by an accurately cut gear and pinion.

WISE — jaws are 3½ inches wide and open 11 inches.

PIPE J A W S — take pipe and round rods up to 2 inches in diameter.

DRILL—takes ½-inch round shank drills; chuck is steel.

The machine weighs about 135 pounds. Order a sample. This tool will sell on sight.

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NEW YORK—113 Chambers St. CHICAGO—180 N. Market St.

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“the varnish that lasts longest”

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It is a very strong “BLACK” black in color.

It will stand the HEAT and last as long as you care it to last.

Makes a BLACK spot on all other Black Enamels.

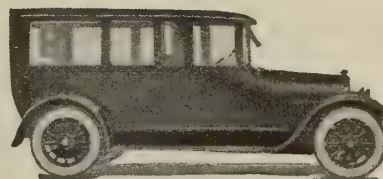
A coat of DOUGALL SEALING PRIMER BLACK and a coat of BLACK FENDER ENAMEL No. 1 give a remarkable finish.

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COTTON AND WOOL WASTE
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WASHED AND STERILIZED

A WASTE FOR EVERY USE

- 6 Grades White Cotton Wiping Waste
- 5 Grades Colored Cotton Wiping Waste
- 4 Grades Wool Packing Waste
- 3 Grades Cotton Wipers, Washed and Sterilized.

Samples with Prices on Request

Scythes & Company Limited

Montreal TORONTO, ONT. Winnipeg

THE BUYERS' GUIDE

Iron and Steel Bars

Baines & Peckover, Toronto.
 Thos. Birkett & Son Co., Ltd., Ottawa.
 Can. Rolling Mills Co., Ltd., Montreal, Que.
 Caverhill, Learmont & Co., Montreal.
 Dominion Iron & Steel Co., Sydney, N.S.
 A. C. Leslie & Co., Ltd., Montreal.
 Steel Co. of Canada, Ltd., Hamilton.
 Lewis Bros., Ltd., Montreal.
 London Rolling Mills, London, Ont.
 Manitoba Bridge & Iron Works, Winnipeg, Man.
 Nova Scotia Steel Co., New Glasgow, N.S.
 Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural

Baines & Peckover, Toronto.

Irons

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline

Merchants Hardware Specialties, Ltd., Calgary, Alta.

National Stamping & Electric Works, Chicago.

Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes

National Machinery & Supply Co., Hamilton.

Jack Screws

Canada Foundries & Forgings, Brockville, Ont.

Japans

Boston Varnish Co., Everett Station, Boston, Mass.

Kettles

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws

Bridgeport Hardware Co., Bridgeport, Conn.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent

Corning Glass Works, Corning, N.Y.

Knife Sharpeners

J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table

Geo. Butler & Co., Ltd., Sheffield, Eng.

Jonathan Crookes & Son, Ltd., Sheffield, Eng.

James Hutton & Co., Montreal.

Landers, Frary & Clark, New Britain, Conn.

Merchants Hardware Specialties, Ltd., Calgary, Alta.

Knives, Sportsmen's

Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty

Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extension, Store, etc.

Allith Mfg. Co., Ltd., Hamilton, Ont.

Beatty Bros., Ltd., Fergus, Ont.

John Calender Mfg. Co., St. Paul, Minn.

Midbradt Mfg. Co., St. Louis, Mo.

Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic

Baines & Peckover, Toronto.

Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten

Easters Jackson Co., Toronto.

The Canadian Laco-Philips Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Churton & Taylor, Toronto.

North American Hardware Co., Ltd., Montreal, Que.

Lamp Black

L. Martin Co., New York, N.Y.

A. Ramsay & Son Co., Montreal.

Wilkes-Martin-Wilkes Co., New York.

Lamp Chimneys

Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting

Great West Electric Co., Ltd., Winnipeg, Man.

Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile

Dominion Battery Co., Ltd., Toronto, Ont.

North American Hardware Co., Ltd., Montreal, Que.

Lamps, Lanterns, Electric, Hand

Canadian General Electric Co., Toronto.

Canadian National Carbon Co., Toronto.

Dominion Battery Co., Toronto.

Interstate Electric Novelty Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Spielmann Agencies, Montreal.

Lamps, Tungsten

Canadian Laco-Philips Co., Toronto.

Canadian Tungsten Lamp Co., Hamilton, Ont.

North American Hardware Co., Ltd., Montreal, Que.

Lamps, Nitrogen

Canadian Laco-Philips Co., Toronto.

Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.

North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene

National Stamping & Electric Works, Chicago, Ill.

North American Hardware Co., Ltd., Montreal, Que.

Powerlight Co., Winnipeg, Man.

Lanterns, Oil

Thos. Davidson Mfg. Co., Montreal.

Ontario Lantern & Lamp Co., Hamilton, Ont.

Schultz Mfg. Co., Hamilton, Can.

E. T. Wright Co., Hamilton, Ont.

Latches

Can. Foundries & Forgings, Ltd., Brockville, Ont.

National Mfg. Co., Sterling, Ill.

Lathe Dogs, Drop-forged

Williams & Co., J. H., Brooklyn, N.Y.

Laundry Tubs, Iron, Plate, Cement

Empire Mfg. Co., London, Ont.

Lawn Swings

J. E. Beauchamp & Co., Montreal.

Lawn Mowers

Canada Foundries & Forgings, Ltd., Brockville.

Clippes Lawn Mower Co., Dixon, Ill.

Midbradt Mfg. Co., Sterling, Ill.

Taylor-Foxes Co., Guelph, Ont.

S. P. Townsend & Co., Orange, N.J.

Lead, Black

John Oakley & Sons, London, Eng.

Leather Belting and Soles

Beardmore & Co., Toronto.

Lead, Sheets and Pipe

Canada Metal Co., Toronto.

Empire Mfg. Co., London, Ont.

Hoyle Metal Co., Toronto.

A. C. Leslie & Co., Montreal.

Lead Traps and Bends

Canada Metal Co., Toronto.

Empire Mfg. Co., London and Toronto.

Hoyle Metal Co., Toronto.

Lace Leather

Wm. Taylor, Parry Sound, Ont.

Lead Washers

Canada Metal Co., Ltd., Toronto.

Lens

McKee Glass Co., Buffalo, N.Y.

Stoggiare Co., Hamilton, Can.

Levels

H. Dinston & Sons, Toronto.

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

L. S. Starrett Co., Athol, Mass.

Level Glasses

Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes

Walter Woods & Co., Hamilton.

Western Wire & Nail Co., London.

Linoleum Finishes

Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil

Brandram-Henderson, Montreal.

Dominion Linseed Oil Co., Baden and Toronto.

R. C. Jamieson & Co., Ltd., Montreal.

Prairie City Oil Co., Winnipeg, Man.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

Locomotive Tools

Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools

Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Thos. Pink & Co., Pembroke, Ont.

Mantles, Gas

Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work

Empire Mfg. Co., London, Ont.

Matches

E. B. Eddy Co., Hull, Que.

Mats, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers

Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers

Cameron & Campbell, Toronto.

Metals, Expanded

Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.

Atlas Metals & Alloys Co., Montreal.

Baines & Peckover, Toronto.

Canada Metal Co., Toronto.

Hoyle Metal Co., Toronto.

Talman Brass & Metal Co., Hamilton, Can.

A. C. Leslie & Co., Montreal.

Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights.

Siding, Cornices, Ventilators, Valley Windows.

Doors, etc.

Metallic Roofing Co., Toronto.

Pedlar People, Oshawa, Ont.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica

A. G. Martin, Ottawa, Ont.

Menders, Utensils

Collette Mfg. Co., Collingwood.

H. Nagle Co., Montreal.

Meters

Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan

North American Hardware Co., Ltd., Montreal.

Vol-Pek Mfg. Co., Montreal.

Micrometers

Goodell-Pratt Co., Greenfield, Mass.

L. S. Starrett Co., Athol, Mass.

Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters

Pratt & Whitney Co., Ltd., Dundas.

Milk Cans

Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors

Leeks & Potts, Ltd., Hamilton, Ont.

Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws

H. Dinston & Sons, Ltd., Toronto.

Molasses Gates

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motor Trucks

Canadian Pneumatic Tool Co., Ltd., Montreal, Que.

Ford Motor Co., Ford Ont.

Motors

Canadian General Electric Co., Ltd., Toronto.

Motor Cycles

Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

North American Hardware Co., Ltd., Montreal, Q.

Motor Trucks

Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Motor Generators

Canadian General Electric Co., Ltd., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Northern Electric Co., Montreal.

Nails, Wire

Canadian Tube & Iron Co., Ltd., Montreal.

Caverhill, Learmont & Co., Montreal.

Colonial Wire Mfg. Co., Ltd., Montreal.

H. S. Howland, Sons & Co., Toronto.

Laidlaw Bale-Tie Co., Ltd., Hamilton.

Lewis Bros., Ltd., Montreal.

Steel Co. of Canada, Ltd., Hamilton, Ont.

Farmer & Bulloch, Gananoque, Ont.

Western Wire & Nail Co., London.

Nail Pullers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe

Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes

Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nuts, Thumb

Williams & Co., J. H., Brooklyn, N.Y.

Oil Cans

Cannon Oiler Co., Keithsburg, Ill.

Oil Cakes and Meal

Dominion Linseed Oil Co., Toronto.

Oil, Coal

Imperial Oil Co., Toronto.

Oils, Cylinder

Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers

Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separ-

ator and gas Engine

Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves

Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps

S. F. Bowser & Co., Inc., Toronto, Can.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers

Cannon Oiler Co., Keithsburg, Ill.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Sheet Metal Products Co. of Canada, Toronto.

Orange Derinders

J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings

Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc

Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence

Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates

McGregor, Banwell Fence Co., Ltd., Walkerville.

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A Meakins' Brush To Efficiently Meet Every Present Day Demand



There is a Meakins' Brush to squarely meet every possible demand—a Meakins' Brush to turn every enquiry into a sale.

We want every Hardware Dealer to send for his copy of our latest illustrated catalogue containing a complete list of Meakins' Brushes. Just off the press.

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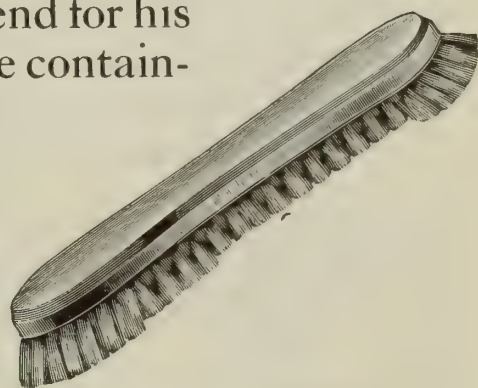
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Everywhere throughout the U.S. and Canada Diamond Tires are winning a reputation for cutting deep into tire costs in comparison with other tires.

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Tools**

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THE BUYERS' GUIDE

Percolators, Coffee

Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles

J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines

Cushman Motor Works, Ltd., Winnipeg, Man.

Piston Rod Packing

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Pistols

Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper

Canada Metal Co., Ltd., Toronto.

Phonographs

Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg.

Pig Iron

A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon

Parmenter & Bulloch, Gananoque.

Pipe Cutters (Stand)

Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies

Wells Bros. Co., of Canada, Ltd., Galt.

Pipe, Black and Galvanized

American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
Pease Foundry Co., Ltd., Toronto.

Pipe, Galvanized, Conductor

Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead

Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Pipe, Stove

Collins Mfg. Co., Toronto.
Soren Bros., Toronto.

Pipe, Rain Water Conductor

Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto.

Pliers, Cutting

Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination

Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plewshares

D. Ackland & Son, Winnipeg.

Plugs, Rubber

Canadian Consolidated Rubber Co., Montreal.

Plumbers' Tools

Empire Mfg. Co., London, Ont.

Plumbers' Supplies, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Planes

Caverhill, Learmont & Co., Montreal.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequered

Baines & Peckover, Toronto.

Polishes

Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.

Polishing Heads

Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife

Jno. Oakley & Sons, London, Eng.

Poles, Electric Light

Northern Electric Co., Montreal.

Pole Line Material

Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.

Portable Coal Baskets

Toronto Lock Mfg. Co., Toronto.

Poultry Netting

Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands

Rideau Specialty Co., Smith's Falls, Ont.

Pulls

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps

Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pump Oilers

Cannon Oil Co., Keithsburg, Ill.

Punches, Centre Drive, etc.

Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket

Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.

Putty

Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes

Gipe Hazard Store Service Co., Toronto.

Pulleys

Canada Foundries & Forgings, Brockville.

Quilts

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators

Empire Mfg. Co., London, Ont.

Radiator Valves

Jenkins Bros., Ltd., Montreal.

Railings, Brass

Railroad Supplies, Rubber.

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes

Doust Specialty Co., Toronto.

Ward & Payne, Sheffield, Eng.

Razors

Auto-Strip Safety Razor Co., Toronto.
Geo. Butler & Co., Ltd., She.-eld, Eng.
Caverhill, Learmont & Co., Montreal.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers

Pratt & Whitney Co., Ltd., Dundas.

Butterfield & Co., Rock Island, Que.

Ratchet Drills

Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills

Goodell-Pratt Co., Greenfield, Mass.

Refrigerators

Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto.

Refrigerator Hardware

Toronto Lock Mfg. Co., Toronto.

Registers

Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles

Harrington & Richardson Arms Co., Worcester, Mass.

Rivets

Parmenter Bulloch Co., Gananoque, Ont.

Roadlighters

G. A. Shaler Co.

Roofing, Ready

Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.

Rules

Jas. Chesterman & Co., She.-eld, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
Saws, Hand and Circular.
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Scoops

Canadian Shovel & Tool Co., Hamilton, Can.

Screws

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Screws, Thumb

Williams & Co., J. H., Brooklyn, N.Y.

Screw and Bolt Cases

Duluth Show Case Co., Duluth, Minn.

Screw Machines

Stratford Brass Co., Ltd., Stratford, Ont.

Shades, Electric

Canadian General Electric Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting

McArthur & Co., Alex., Montreal, Que.

Sheets, Galvanized and Black

American Rolling Mills, Middletown, Ohio.

Baines & Peckover, Toronto.

A. C. Leslie & Co., Montreal, Que.

Dominion Sheet Metal Co., Hamilton.

M. & L. Samuel Benjamin Co., Toronto.

B. & S. H. Thompson, Montreal, Que.

Shovels

J. E. Beauchamp & Co., Montreal, Que.

Canadian Shovel & Tool Co., Hamilton, Can.

D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

Show Cases

Duluth Show Case Co., Duluth, Minn.

Silo Lugs

Otterville Mfg. Co., Otterville, Ont.

Sinks

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Empire Mfg. Co., London, Ont.

Silver Plated Ware

Canadian Wm. A. Rogers Co., Toronto.

Oneida Community, Ltd., Niagara Falls, Ont.

Solder

Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hort Metal Co., Toronto.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste

Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Solderall

Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes

Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades

Canadian Shovel & Tool Co., Hamilton, Ont.
Erie Iron Works, St. Thomas, Ont.

Spark Plugs

Canadian Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urban St., Montreal.
Hyslop Bros., Toronto.
Interstate Electric Novelty Co., Montreal.
Northern Electric Co., Ltd., Toronto.
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners

Williams & Co., J. H., Brooklyn, N.Y.

Spiders

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spoke Shaves

Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets

Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers

Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

Springs

B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies

Wells Bros. Co. of Canada, Galt.

Stable Fittings

Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stains

Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Ottawa.
Sanderson Percy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Standard Paint & Varnish Co., Windsor Ont.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Staples

Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Store Fixtures

Cameron & Campbell, Toronto.
Milbradt Mfg. Co., Sterling, Ill.
Walker Bin & Store Fixture Co., Kitchener, Ont.

Stoves

Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Gurney Foundry Co., Toronto.
Hoosier Stove Co., Marion, Ind.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Record Foundry & Machine Co., Montreal, N.B.

Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Fireless Cook

Louis McLain Co., Ltd., Winnipeg, Man.

Stoves and Ranges, Electric

Superior Electric, Ltd., Pembroke, Ont.

Stoves, Gasoline

National Stamping & Electric Works, Chicago.

Stove Lining

Geo. W. Reed, Montreal.

Stove Pipe

Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Stretchers, Wire

Barwell Hoxie Wire Fence Co., Ltd., Hamilton.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Steel, Reinforcing

Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg.

Steel, Strip

Baines & Peckover, Toronto, Ont.

Dominion Sheet Metal Co., Ltd., Hamilton.

Stencils and Ink

Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers

Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes

Steel Bending Brake Works, Chatham.

Steel, Mild, Sleigh Shoe, Tire

Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg.
Steel Co. of Canada, Hamilton.



Mid-Summer BICYCLE DRIVE

July 27—Aug. 3

WHEN is the end of the Bicycle Selling season

May 24th? It used to be.

July 1st? Some dealers still think so.

September 1st? October 1st? It all depends on yourself. If you **think** you can sell Bicycles in November, you will do so.

As for September, it is about the most delightful cycling month of the whole year.

Why not follow up our Bicycle Week Drive by a Big Push the end of July?

Where C.C.M. dealers run newspaper ads on July 27 and August 3 we will also insert ads in the local papers.

Following are principal C.C.M. name-plates:

MASSEY COLUMBUS PERFECT
CLEVELAND BRANTFORD RED BIRD
IVANHOE GENDRON

Write for full particulars and Special Offer.

Canada Cycle & Motor Co., Limited

Makers of GOOD Bicycles

Montreal

Toronto

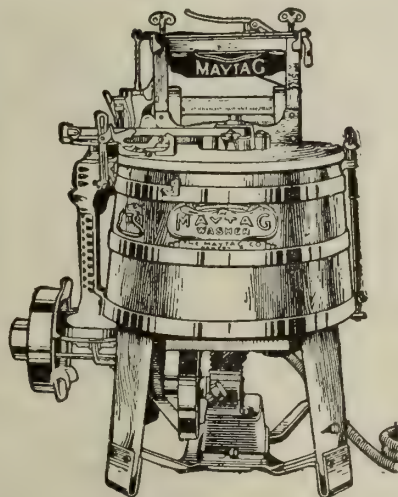
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DENNISTEEL
Made in Canada
Lockers
for
**Factories
Stores, Offices
Etc.**



THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON



ANOTHER
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MESSAGE **8**

MAYTAG WASHERS

With every Maytag Washer goes an absolute, unlimited guarantee against defective material or workmanship.

The dealer is as well protected as his customer.

We carry at all times a full line of the Maytag Washers, also all repairs. We can furnish the Multi-Motor, the Electric in either 110-volt alternating current for city use, or 32-volt direct current to use with the lighting plants in the country. The Maytag Power, with wringer, and the Combination Hand and Power Machine.

Merchants' Hardware Specialties, Limited
CALGARY



If you want easy-fitting eavetrough and conductor pipe, etc., order from us.

WHEELER & BAIN
TORONTO

THE BUYERS' GUIDE

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Stools

Evan L. Reed Mfg. Co., Sterling, Ill.

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Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads

American Pad & Textile Co., Oshawa
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards

Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin

Empire Mfg. Co., London, Ont.

Talking Machines

Dominion Sewing Machine & Phonograph Co.,
Winnipeg

Tanks, Cistern

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel

Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps

Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders

Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments

Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt

Tape, Rubber Friction

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring

Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Larkin Rule Co., Ltd., Windsor, Ont.
L. S. Starratt Co., Athol, Mass.

Tea Pots and Urns, Tea Ball

Landers, Fry & Clark, New Britain, Conn.

Terne Plates

A. O. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor

Barton Netting Co., Windsor

Tiling, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery

Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.

Tire Carriers, Automobile

Kinsinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Automobile and Motor Truck

Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine, O.
North American Hardware Co., Ltd., Montreal.

Tires and Tubes, Bicycle

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tire Accessories

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Trucks

Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Truck Supplies

Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Tools

Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

B. J. Coghlin Co., Ltd., Montreal, Que.

Northern Electric Co., Montreal.

North Bros. Mfg. Co., Philadelphia, Pa.

Pratt & Whitney, Dundas, Ont.

Ward & Payne, Sheffield, Eng.

Tools, Garden

Eureka Planter Co., Woodstock

Ward & Payne, Sheffield, Eng.

Tools, Harvest

Beatty Bros., Ltd., Fergus, Ont.

F. B. Myers & Bro., Ashland, O.

Tool Holders

Williams & Co., J. H., Brooklyn, N.Y.

Toys

American Flyer Mfg. Co., Chicago, Ill.

J. E. Beauchamp & Co., Montreal

A. C. Gilbert Co., New Haven, Conn.

Tools, Blacksmiths'

D. Ackland & Son, Winnipeg.

Tools, Machinists'

L. S. Starratt Co., Athol, Mass.

Goodell-Pratt Co., Greenfield, Mass.

Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Woodworkers'

National Machinery & Supply Co., Hamilton

Towel Bars

Kinsinger Bruce & Co., Niagara Falls, Ont.

Newell Mfg. Co., Prescott, Ont.

Traps, Brass, Iron, Lead

Canada Metal Co., Toronto.

Empire Mfg. Co., London, Ont.

Traps, Game

Oneida Community, Ltd., Niagara Falls, Ont.

Troughs

Beatty Bros., Fergus, Ont.

Trammel Points

Stanley Rule & Level Co., New Britain, Conn.

Trowels

H. Diston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse

Canada Foundries & Forgings, Brockville
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares

Henry Diston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices

Cleveland Stone Co., Cleveland, Ohio

Tungsten Lamps

Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Turning Tools

Buck Bros., Millbury, Mass.
Ward & Payne, Sheffield, Eng.

Tubs

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tumbler Holders

Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tubing, Steel

Standard Tube & Fence Co., Woodstock

Twines

Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Valve Stamps

Williams & Co., J. H., Brooklyn, N.Y.

Valves, Standard, Globe, Angle and Check

Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.

Valves, Radiator and Air, Iron Body, Com-

position, Globe, Angle, Check

Canadian Fairbanks-Morse Co., Montreal, Que.

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Empire Mfg. Co., London, Ont.

Jenkins Bros. Co., Montreal, Que.

Jas. Morrison Brass Mfg. Co., Toronto.

T. McAvity & Sons, Ltd., St. John, N.B.

Penberthy Injector Co., Limited, Windsor, Ont.

United Brass Founders, Ltd., Manchester, Eng.

Varnishes

Berry Bros., Walkerville

Boston Varnish Co., Everett Station, Boston.

Brandram-Henderson, Montreal

Canada Paint Co., Montreal

Dougall Varnish Co., Ltd., Montreal

McArthur Irwin, Montreal

Martin-Senou Co., Ltd., Montreal

Benjamin Moore & Co., Ltd., Toronto

A. Ramsay & Son, Montreal

R. C. Jamieson & Co., Montreal

Pratt & Lambert, Bridgeburg, Ont.

Sanderson, Percy & Co., Toronto.

Sherwin-Williams Co., Montreal

G. F. Stephens & Co., Ltd., Winnipeg

Ottawa Paint Works, Ottawa.

Wilkinson & Kompass, Hamilton

Vehicles, Business

Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Ventilators, Metallic

Metallic Roofing Co., Toronto and Winnipeg

Winnipeg Ceiling & Roofing Co., Winnipeg

Vises

Thos. Birkett & Son Co., Ltd., Ottawa.

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Caverhill, Learmont & Co., Montreal

Goodell-Pratt Co., Greenfield, Mass.

Lewis Bros., Ltd., Montreal

National Machinery & Supply Co., Hamilton

North Bros. Mfg. Co., Philadelphia, Pa.

Stanley Rule & Level Co., New Britain, Conn.

Vises, Pipe

Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers

Adamson Mfg. Co., Hamilton

Northern Electric Co., Montreal

C. A. Shaler Co., Waupun, Wis.

Wagon Hardware

Gregg Mfg. Co., Ltd., Winnipeg, Man.

Wagons

Woodstock Wagon Mfg. Co., Woodstock, Ont.

WALLBOARD

Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Warmers, Foot

Chicago Flexible Shaft Co., Chicago, Ill.

Washers

Beauchamp & Co., J. E., Montreal, Que.

C. Kloerfer, Ltd., Toronto

The Stanley Works, New Britain, Conn.

Steel Co. of Canada, Ltd., Hamilton

The Toronto Lock Mfg. Co., Toronto, Ont.

Wilkinson & Kompass, Hamilton

Washers, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power

Beatty Bros., Fergus, Ont.

Canadian Woodenware Co., St. Thomas, Ont.

J. H. Connor & Son, Ltd., Ottawa

Cushman Motor Works, Ltd., Winnipeg, Man.

Dowswell, Lees & Co., Hamilton

Great West Electric Co., Ltd., Winnipeg, Man.

Maytag Co., Winnipeg, Man.

Merchants Hardware Specialties, Ltd., Calgary, Alta.

Northern Electric Co., Montreal

Waste, Cotton

Acme Waste Mfg. Co., Toronto.

Scythes & Co., Ltd., Toronto

Wilkinson & Kompass, Hamilton

Wash Boards

Canadian Woodenware Co., St. Thomas, Ont.

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Water Supply Systems

Empire Mfg. Co., London, Ont.

Weather Stripping

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Swan Mfg. Co., Winnipeg

Wedges

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits

Collins Mfg. Co., Toronto

Spramator Co., London, Ont.

Weeders, Garden (hand)

J. E. Gilson Mfg. Co., Port Washington, W. C.

C. S. Norcross & Sons, Bushnell, Ill.

Weights

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheels, Well

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wholesale Hardware

Thos. Birkett & Co., Ottawa, Ont.

Caverhill, Learmont & Co., Montreal

Frothingham & Workman, Montreal

H. S. Howland Sons & Co., Toronto.

Lewis Bros., Ltd., Montreal

Miller-Morse Co., Winnipeg, Man.

Rice, Lewis & Sons, Ltd., Toronto

White's, Ltd., Collingwood, Ont.

White Lead

Brandram-Henderson, Montreal

Canada Paint Co., Ltd., Montreal

Carter White Lead Co., Montreal

Steel Co. of Canada, Ltd., Hamilton

McArthur Irwin, Montreal

Windows, Kalameined

Metallic Roofing Co., Toronto and Winnipeg

Windshields

Leeks & Potts, Hamilton, Ont.

Wire Cloth

B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters

Bridgeport Hardware Co., Bridgeport, Conn.

Northern Electric Co., Montreal

Wire Hoops

Laidlaw Bale-Tie Co., Ltd., Hamilton

Steel Co. of Canada, Ltd., Hamilton

Wire

Canadian Tube & Iron Co., Ltd., Montreal

Caverhill, Learmont & Co., Montreal

B. Greening Wire Cloth Co., Ltd., Hamilton

Laidlaw Bale-Tie Co., Ltd., Hamilton

Lewis Bros., Ltd., Montreal

Northern Electric Co., Montreal

Northern Bolt Screw & Wire Co., Owen Sound

Steel Co. of Canada, Hamilton

Western Wire & Nail Co., London

Wire Mats

B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Baines & Peckover, Toronto.

Wire Rope

Wrapping Paper

McArthur & Co., Alex., Montreal, Que.

Wrenches and Accessories

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Goodell-Pratt Co., Greenfield, Mass.

Pronounced "RU" as in RUBY

RU-BER-OID

ROOFING

COSTS MORE - WEARS LONGER.

Trade-Mark
Registered

SOLE CANADIAN MAKERS:

THE STANDARD PAINT CO. OF CANADA, LIMITED

MONTREAL

TORONTO

WINNIPEG

VANCOUVER

YOU'LL MAKE MONEY ON THESE BECAUSE—

BLACK DIAMOND Tarred Felt
JOLIETTE and CYCLONE Brands
Sheathings, Roofings and all lines of Build-
ing Paper are of the best material and sure
to secure repeat orders.

Saves money for your customers. They'll reciprocate—by giving you their business in other lines.
We also sell you wrapping papers of all descriptions.
All kinds of Sheathing made at our own mills.

Our reputation is behind all these Brands.



ALEX. McARTHUR & COMPANY, LIMITED

82 MCGILL STREET, MONTREAL

The Oribio Mfg. Co., Limited, Winnipeg, is our Sole Selling
Agent for the Northwest Provinces

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably
known throughout Western Canada, and are sold only through
reliable merchants.

Special Cylinder Oil for Steam Engines
Harness Oil. Neatsfoot Oil

A Gas Engine Oil
(for gasoline en-
gines).
Tractorlene Oil (for
oil burning engines).
Ideal Thresher's Ma-
chines Oil (for gen-
eral use).
Automobile Oil
and Transmission
Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand,
Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware
Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink any-
way you take it,
and it's the best
Peavey made.

Just where do we stand?

CANADIANS are beginning to wonder where we stand with reference to our place in the Empire after the war. Are we to rank as full partners in this grand, big, going concern? Are we to pay our share of the upkeep of the navy? If not, what is to be our status?

Recognizing the growing interest in this problem, the editors of MACLEAN'S decided to devote the July issue to Imperial topics. It offers articles on various phases of our Imperial problem—articles which will have a particular interest at this time when Sir Robert Borden is in London in consultation with the leaders of the Imperial Government.

The July issue contains, besides, a cluster of other big features—readable, fearless and strong. Here are a few of the best:



Field-Marshal Sir Douglas Haig.

Imperial Topics

- “Pocketing Our Imperial Pride” By H. G. Wells
- “Canada’s New Place in the Empire” By Prof. P. M. Kennedy
- “Living Up to Our Reputation” By Agnes C. Laut

The War - -

- “Your Old Uncle Sam is Coming Right Back of You” By Lieut.-Col. J. B. Maclean
- “Stemming the Teuton Tide” By Geo. Pearson

Fiction - -

- “The Strange Adventure of the Open Door” By Arthur Stringer
- “The Three Sapphires” - By W. A. Fraser
- “The Torby Tragedy” - By A. C. Allenson
- “The Magic Makers” - By Alan Sullivan
- “Len ix Ballister—Diplomat” By Archie P. McKishnie

All the regular features as well—Review of Reviews, The Best Books, The Business Outlook, The Investment Situation, Women and Their Work.

July MacLean's

“Canada’s National Magazine”

At All News Stands

-

20 Cents

TERRY'S

Assorted Boxes, High Grade

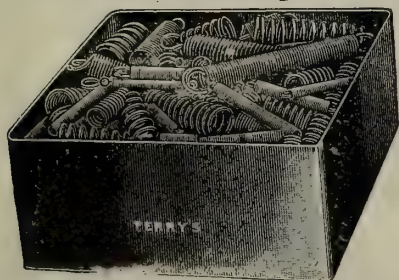
SPRINGS

—assorted for emergencies. In garage or repair shop—as standby boxes, they are very profitable time and delay savers. —order samples — they are of best quality.

**Herbert
Terry & Sons
Ltd.**

The Spring & Press
Work Specialists
REDDITCH, ENGLAND

*Established 1855
and entirely British*



274—ONE gross assorted high-grade springs of all kinds—just the thing for the repair shop.

36/- each; half box 18/-+10% and subject.

216—THREE dozen assorted medium size, high-grade EXPANSION springs. 5/- each+10% and subject.

466—SIX dozen assorted, high-grade, small Expansion Springs for coils, magnets, etc. 6/6 each+10% and subject.



For Cool Bearings

Let us convince you that our lines are distinctive in quality and service. Send us a trial order.

Tallman Brass & Metal Co.
HAMILTON, ONT.



New Ideas in Furniture Trimmings and Builders' Hardware

The Stratford Brass Company have an established reputation for very latest ideas in trimmings for Period Furniture and Builders' Supplies.

Our new catalogue is beautifully illustrated, showing Furniture Trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, Etc.

The Stratford Brass Co., Ltd.
STRATFORD, ONTARIO

WILLIAMS' "AGRIPPA" TOOL HOLDERS

"THE HOLDERS THAT HOLD"



Prompt Shipments

A tool that performs both cutting-off and side work by the mere substitution of suitable cutters tells its own story of economy.

A Catalogue describing all Williams' "Grand Prize" Tools may be obtained upon request.



Western Office and Warehouse: 30 So. Clinton St., Chicago, Ill.
The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask.,
Agents for Manitoba, Saskatchewan, Alberta and
British Columbia.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

**SPECIFY
DOMINION BRAND**

J. H. McCOMB, LIMITED

Manufacturers of all kinds of
Building Paper, Pitch and Coal Tar

MONTREAL

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any size of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.

TRADE



MARK

WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - MONTREAL

**The Peterboro Lock Mfg. Company, Limited**

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

Mention This Paper When Writing Advertisers

Sell Handles that are Most in Demand STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -- ONTARIO

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

Manufacturers

OF

WIRE

HEADQUARTERS FOR
Wire Bale Ties

LARGEST CAPACITY AND STOCK
IN CANADA

Prompt Shipment

**LAIDLAW BALE TIE
COMPANY, Limited**

HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England

When in need of

Wrapping Paper
Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton & Winnipeg

Fifty Subscriptions from One Firm

THE International Business Machines Company, of which Mr. Frank E. Mutton is vice-president and general manager, subscribed to 10 copies of THE FINANCIAL POST some months ago—these copies to go to their travelling salesmen. Now this company has increased the number of these subscriptions to 50 because the results of the experimental subscriptions have proved so satisfactory.

Mr. Mutton explained that the object of putting THE POST in the hands of the men of his company was to keep them intelligently acquainted with general business conditions in Canada. He said he knew no better paper than THE POST for the purpose. It would seem that his men have responded fully to effort made to keep them well informed about Canadian business affairs—so much so that the management have added 40 other men to the original 10 to receive THE POST.



FRANK E. MUTTON

When Mr. Mutton was with the National Cash Register Company as its Canadian manager, he was the king of all managers in the matter of sales records. In this position he achieved a big reputation built on solid achievements. He learned salesmanship in a school where competition was of the hottest kind, and where the competitors were brilliant men. Giving Mr. Mutton full credit for superior personal qualities and energy of the most ardent kind, it is taking nothing away from him when it is said that not a little of his success was due to his intimate and sympathetic knowledge of the other man's busi-

ness. And he taught the men associated with him as salesmen to know the point of view and requirements of the men they called on to sell machines to.


As vice-president and general manager of the International Business Machines Company, Mr. Mutton is putting into operation an idea used by him in past days with brilliant results—he is causing his salesmen to know the business and requirements of their prospective customers. To establish points of contact swiftly and surely is one of the open secrets of successful selling.

In the case of **your** solicitations of customers and desired customers, it is excellent strategy to have your salesmen so well informed about business conditions generally, and about the interests of the men they canvass, that they will be able almost instantly to relate their proposals to the interests of the buyer. When a salesman shows himself intimate with the interests or business or objectives of the man whose order he wants, he is immensely strengthened as a salesman, and his percentage of successful canvasses goes steadily up.

Our definite suggestion to you is: Subscribe to THE POST yourself, and learn from its pages how your salesmen or executives can draw power from this newspaper. Then, having acquired the sought-for knowledge, subscribe to THE POST for each man in your service who can profit you by knowing what is in THE POST each week. If Frank Mutton and other prominent executives are making a success of THE POST as a salesman's aid, it is reasonable to suppose that other managers of salesmen and executives can likewise employ THE POST as a producing agent. And so we ask you to sign and forward the coupon below.

Dept. H&M —143-153 University Ave.,
The MacLean Publishing Company, Limited, Toronto.

Send me THE FINANCIAL POST OF CANADA (weekly). Subscription price of \$3 will be remitted on receipt of invoice in the usual way. Have this copy sent to



It's surprising the amount of Babbitt Farmers are using now. Are you cultivating this new field with Owl Metals? They use Owl Tractor Babbitt for Tractors, Owl Babbitt Metal for Thrashers.

W.L. BABBITT METALS



Malleable Iron Lugs
SILOS TANKS
WOOD PIPE LINES
 Variety of patterns, using round and flat bands.
Otterville Manufacturing Co. LIMITED
 OTTERVILLE, ONT.

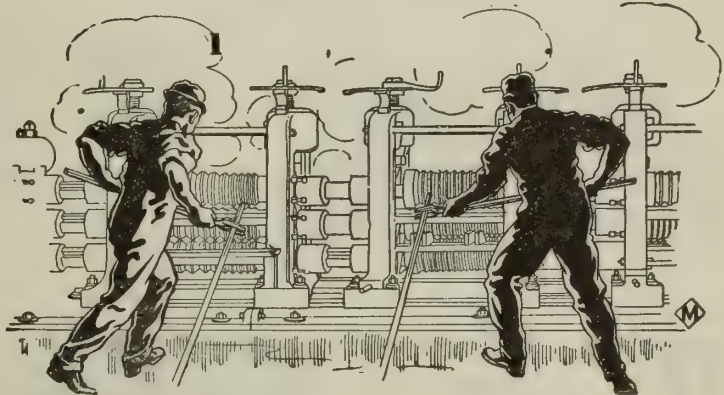


OAKEY'S
 The original and only Genuine Preparation for cleaning Cutlery
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
 Manufacturers of
 Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

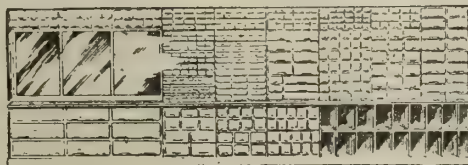
Wellington Mills, London, S.E. 1., Eng.

Help Wanted
 An ad for help in the Classified Advertising Section will bring the right kind of replies.
Try It Out.
Hardware and Metal
 Classified Advertising Section
 143-153 University Ave., Toronto

MAKING BAR IRON
 Wrought Iron is Worked Iron, therefore the more the Iron is worked, the better the quality.
LONDON BAR IRON
 is worked thoroughly with one object in view
The Quality the Consumer Requires
 Drop us a line for full particulars and prices
 Manitoba--Bissett & Webb, British Columbia--McPherson & Teetzel
 Winnipeg Vancouver
LONDON ROLLING MILL Co., Ltd.
 LONDON, CANADA



SHARRATT & NEWTH'S
GLAZIERS' DIAMONDS are unequalled for cutting and wearing qualities.
 To be obtained from Dealers in Glass, Hardware and Painters' Supplies
 Agents: **A. RAMSAY & SON COMPANY, Montreal**
Glaziers' Diamonds



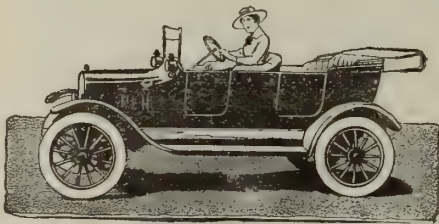
Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases
 All kinds of Store Fittings.
 The quality of our goods is top-notch. Prices right.
CAMERON & CAMPBELL
 Sole Manufacturers Toronto, Canada

FIRST AID IN THE KITCHEN +

 Tell your customers about Vol-Peek. Tell them how easy the mending of leaky pots, pans, etc., becomes when Vol-Peek is used. No tools necessary. And the mended vessel is ready for use in two minutes or less. Vol-Peek is put up in very attractive display cartons. Your wholesaler can supply you.
H. NAGLE & CO., BOX 2024, MONTREAL.
VOL-PEEK

Addition to Electro Service

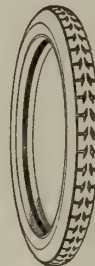
INQUIRIES from hardware retailers in various parts of Canada, requesting HARDWARE AND METAL to enlarge the electro service to embrace motor accessories have resulted in the following new additions, making in all a total of 412 hardware electros now available through HARDWARE AND METAL'S electro service. These cuts, to be used by retailers in their advertising, are supplied mounted on wood blocks and postage paid, at a cost of 20c each, cash with order. Booklets showing entire assortment of hardware cuts will be supplied free upon request. Address all inquiries to HARDWARE AND METAL, Electro Dept., 143 University Ave., Toronto, Canada.



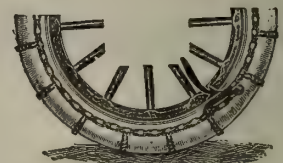
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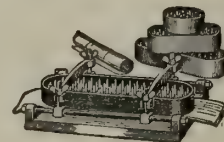
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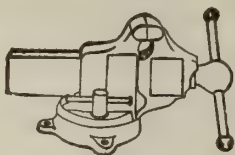
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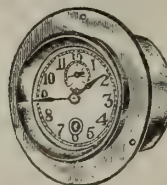
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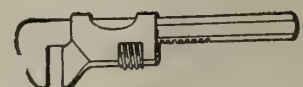
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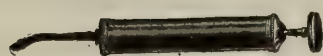
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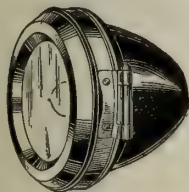
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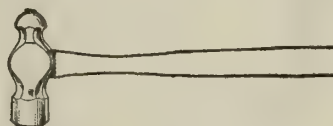
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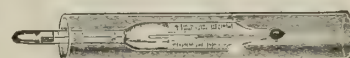
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410



411



412

THE above are a few of HARDWARE AND METAL's electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 20c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE and METAL

Electro Department
143-153 University Avenue
TORONTO

Electrical

Why Not Stock Them?

WE are Washing Machine specialists. For twenty years we have been manufacturing home laundry equipment exclusively. Our "1900" Cataract and "1900" Agitator Electric Machines are the best designed Washers on the market. They are mechanically perfect and give wonderful satisfaction.

A liberal profit is allowed on all "1900" Washers and Wringers. Our complete line includes washers that operate by Hand, Water Power, Engine Power and Electric Motor. We also have a full assortment of sizes and grades of superior, beautifully finished hand and power wringers. The profit made by carrying the "1900" line is limited only by the "prospects" within your reach.



"1900" Cataract Electric



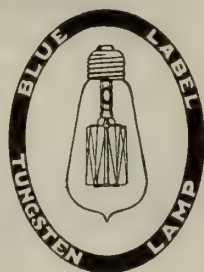
"1900" Agitator Electric

Extensively Advertised— And the Dealer Gets the Benefit

Every dealer who proves his worth is handed all the inquiries from his territory, resulting from our twice-a-year advertising campaigns. If, at the present time, you do not carry a line of washing machines, or are looking for "something better," you will profit by writing our "Wholesale Department."

THE "1900" WASHER COMPANY
357 Yonge Street Toronto

A Word
Wise is



to the
Sufficient

You have seen the price of other commodities creeping upward, and tungsten lamps are no exception.

NOW is the logical time to lay in your stock of BLUE LABEL LAMPS for the coming lighting season.

We can give you better attention, can make quicker deliveries, and in all probability can save you money.

WRITE FOR PRICES.

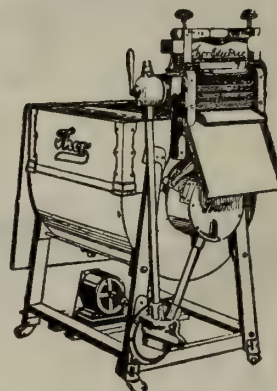
The Canadian Tungsten Lamp Co.
LIMITED

HAMILTON, CANADA

Winnipeg

Toronto

Montreal



Back of every Thor Washer

Is the famous Thor guarantee.

Back of every Thor Dealer is reliable Hurley service and sales co-operation.

Thor

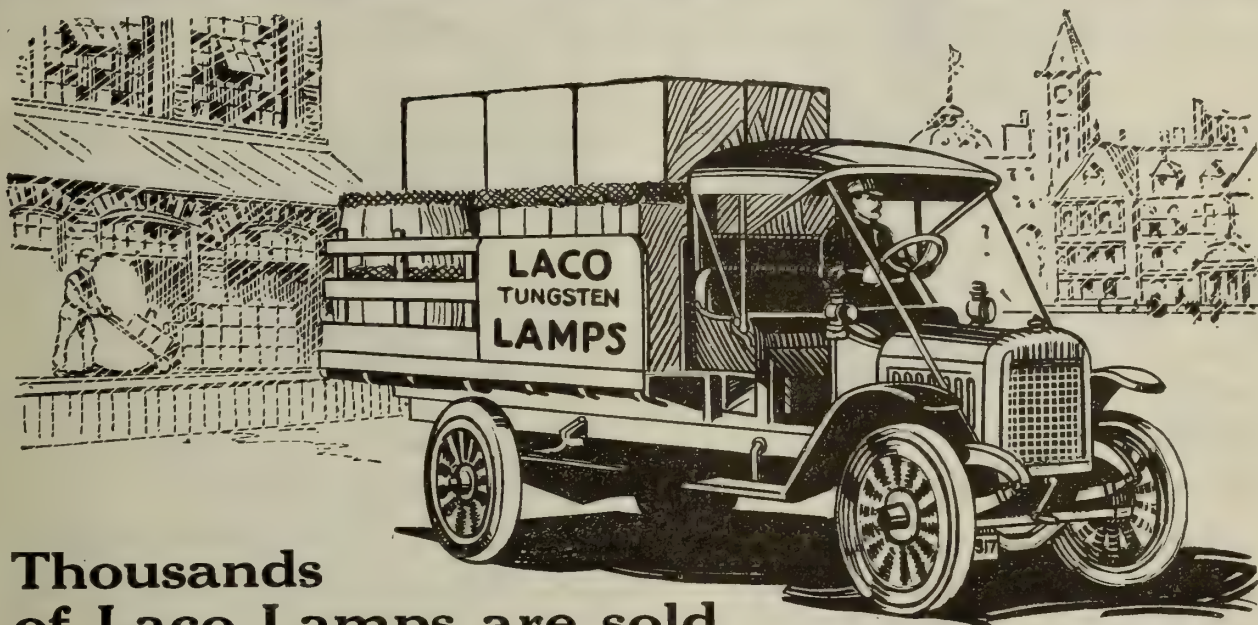
The only complete line of Electric Washers, Ironers and Vacuum Cleaners.

A size for every family

A style for every purse

Hurley Machine Co., Ltd., 413 Yonge St., Toronto

Electrical



Thousands of Laco Lamps are sold by Progressive Dealers Every Season

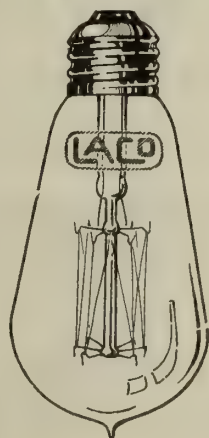
And thousands more will be demanded by consumers this season. Every dealer who handles electrical products of any kind should carefully investigate the opportunity offered by the sale of

LACO
TUNGSTEN
LAMPS

We are advertising far and wide—we are telling householders and business men of the superiority of Laco Lamps. We want your co-operation and we will see that you profit thereby.

Laco Lamps are demanded by your customers for everyday use because their long life is remarkable—because they give a clear, white, brilliant light that does not strain the eyes—because Laco light closely approaches daylight, and brings out the natural colors of interiors.

Laco Lamps not only outlast and outshine other tungstens, but far out-distance them as a Sales Builder.



Install Laco Nitro Lamps—the “big brother” of the Laco Tungsten, in your store and you have a concrete example of Laco superiority for your own benefit and your customers'. Our literature gives the reasons.

We furnish folders and blotters for general distribution and window cards for display.

We will send our representative to help you close any big business you line up. We have complete stocks and can ship overnight. Better link up with us to-day — IT WILL PAY YOU.

Canadian Laco-Phillips Company, Limited

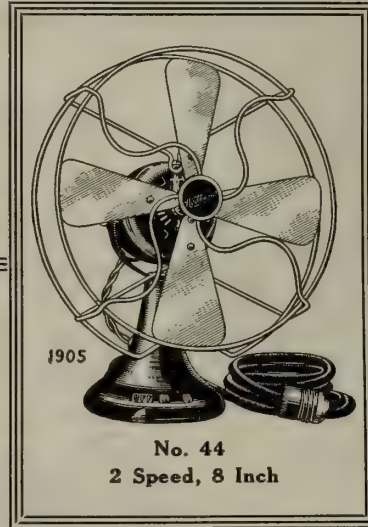
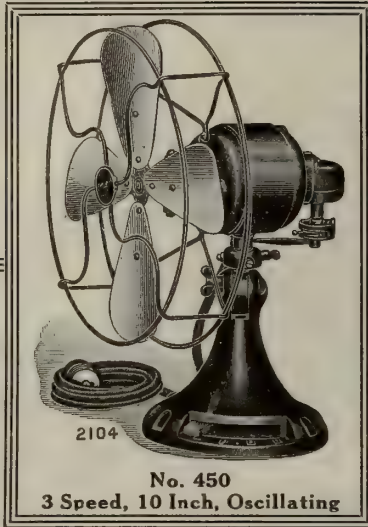
Montreal

Toronto

Winnipeg

Vancouver

Electrical



**Northwind
Fans
For Hot
Weather
Selling!**

A prominent counter window display of these two popular styles of Northwind Fans will mean sales for you throughout the hot weather period.

Try it. Order from

FACTORY PRODUCTS LIMITED

220 King Street West, TORONTO

National
ELECTRIC

One and Two Burner Hot Plates

Just the Thing for Cooking During the Warm Weather

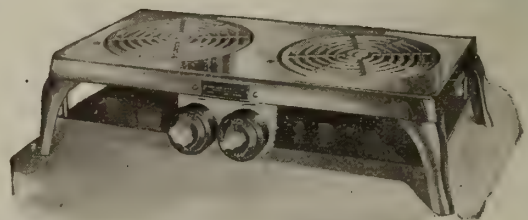
MANUFACTURED BY

The National Electric Heating Company, Limited
TORONTO



One-burner Hot Plate
Nickel Plate or Black Finish

Have you re-
ceived a copy
of our new
Catalogue?



Two-burner Hot Plate
Nickel Plate or Black Finish

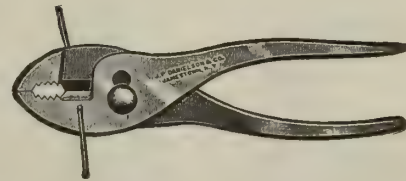
THESE FOR IMMEDIATE DELIVERY



Sportsman's Balances

for use by sportsmen, housewives, doctors, etc. Weighs from $\frac{1}{4}$ to 15 pounds; brass, nickel-plated, attractive half dozen display cards.

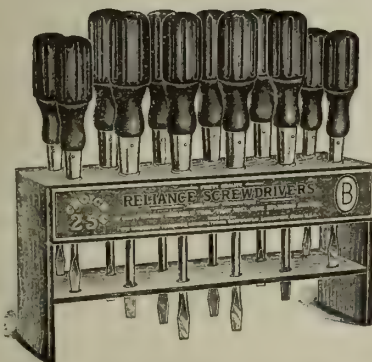
\$5.50 Dozen



BLACK PLIER (Combination).
Handy plier at popular price, no kit complete without it.

\$2.50 Dozen

Some Exceptional Values in Drivers



RELIANCE SCREW DRIVERS
(Assortment)

An exceptionally fine driver at a popular price. Every one warranted. Blade made of special steel, tempered throughout its entire length. If bent under pressure it will spring back straight and true. **3.25**
(Assorted) Dozen

MATCHLESS MECHANICS' SCREW DRIVER, No. 94.

Full tempered blade runs clear through the handle. $1\frac{1}{2}$ in., \$2.60; 3 in., \$3; 4 in., \$3.60; 5 in., \$4.40; 6 in., \$5.10 dozen.

AUTO DRIVER, No. 221.

A wrench can be used on the square blade. Square forged steel 5-16 inch blade extending clear through the handle, oil tempered point. Dozen\$2.50

MATCHLESS DRIVER No. 98.

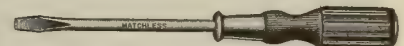
Especially designed for electricians' use. $3\frac{1}{2}$ in., \$2.25; $4\frac{1}{2}$ in., \$2.40; $5\frac{1}{2}$ in., \$2.75; $6\frac{1}{2}$ in., \$3.25 dozen.

SCREW DRIVER No. 4001.

Round forged blade—hardened, tempered and polished. 3 in., \$1.65; 4 in., \$1.75; 5 in., \$2; 6 in., \$2.50.

MATCHLESS BABY SCREW DRIVER, No. 99.

A fine little tool for small work, blade extends clear through handle. Length over all, 4 inches. Dozen\$2.60

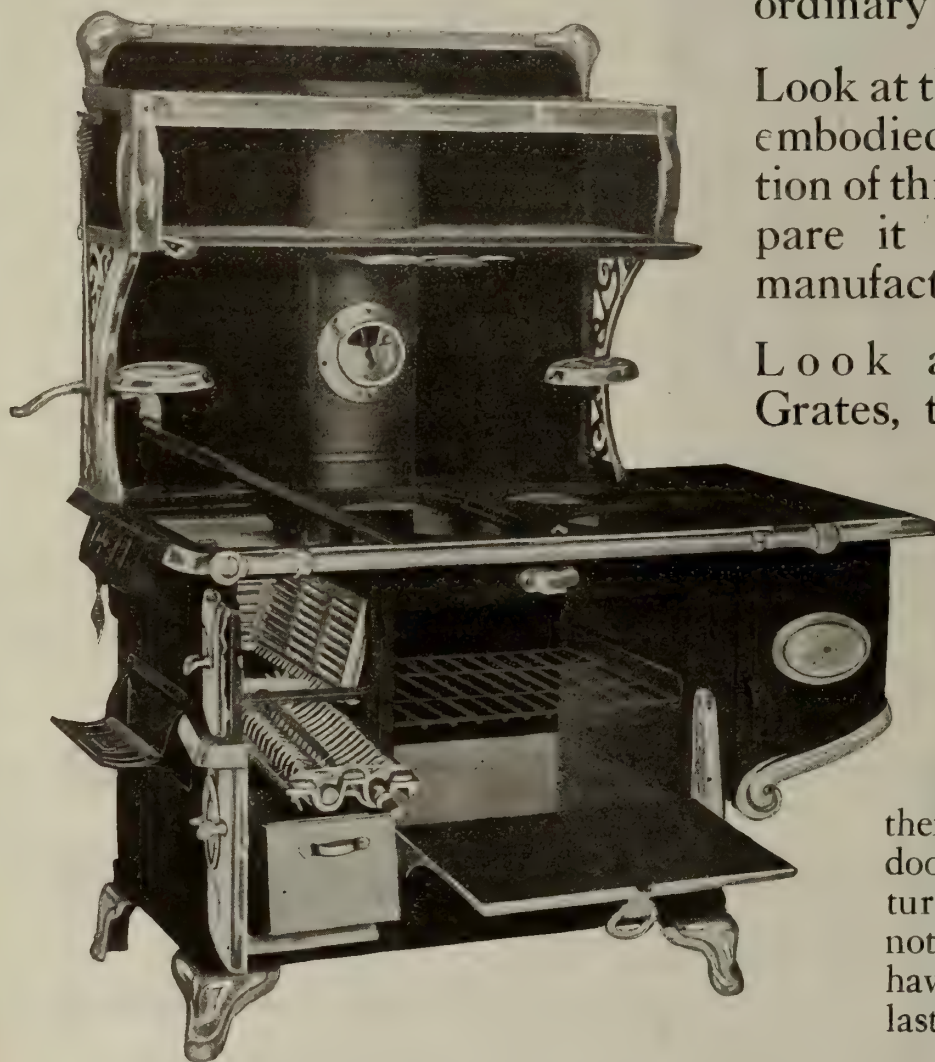


These articles are all in stock ready for delivery upon receipt of order.

LYONS & MARKS, 38 Yonge Street, TORONTO

RECORD OLYMPIC STEEL RANGE

THIS IS THE LARGEST AND HEAVIEST STEEL RANGE manufactured in Canada, and it is sold for the same price as an ordinary steel range.



Look at the modern devices embodied in the construction of this Range and compare it with the other manufacturers.

Look at the Draw-out Grates, the large, roomy oven, the large surface top, the broiler lift, strong unbreakable oven door, the large fire door, and the beautiful pouch feed, also the large quick heating reservoir and then look at the large drop door closet. In manufacturing this range we do not consider price and we have in mind *quality*, first last and always.

When you have examined this lot send for our catalogue, or better still, send us an order for one of them and you may measure it, weigh it, look at it, test it in every way, and if it is not the best range you have ever seen return it at our expense.

The Record Foundry & Machine Company
Limited
MONCTON, N. B.

Record Excello Hot Air Producer

Important Features of Excello Superiority Found in no other Heater

FIG. 1—Showing the SHEET ASBESTOS GASKETS bolted between iron flanges, making absolute GAS and DUST-PROOF joints, which is a most important improvement over the old-style joints.

FIG. 2—Showing the simplicity of construction of the EXCELLO over all other Furnaces, as it is not necessary to disturb the hot air pipes or casing in making repairs, as the casing can

be simply raised up from the bottom and the whole inside of the FURNACE may be examined or repaired.

Fig. 3.—Showing the clean-out FLUE CAPS which only have to be lifted off to get access to the interior of the FLUES.

Fig. 4.—Showing the perfect indirect downward draft flue construction the effect of which is to retain the products of combustion in the flues much longer than any other furnace made.

Fig. 5.—Showing the long fire travel giving positive assurance that the EXCELLO has the largest amount of direct radiating surface in proportion to the grate surface of any heater made.

Fig. 6.—Showing the most perfect fire pot ever constructed with perpendicular sides which overhang the sides of the ash pit one quarter of an inch, making it impossible for dead ashes to accumulate.

Fig. 7.—Showing the triangular roller grates with no frame or gears to warp or break.

Fig. 8.—Showing the double casing one inch apart, the outside one being made of galvanized iron and the inside one of pure tin.

Fig. 9.—Showing the low down construction of the EXCELLO which is only 40 inches from the bottom to the top which is about 30 inches lower than the ordinary make of furnaces.

The EXCELLO will burn all kinds of fuel equally well. Hard coal, soft coal, coke or wood, and will radiate 18 per cent. more heat from the same amount of fuel than any other furnace made.

We do not pretend to compete in price with makers of cheap made, low-priced furnaces but if you wish a really first class heater, we have it in the EXCELLO.

WRITE FOR OUR FURNACE HAND BOOK EXPLAINING THIS FURNACE

**The Record Foundry & Machine Company
Limited
MONCTON, N. B.**

MANUFACTURERS

SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quantities equal, are 10% lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
LIMITED

482 WELLINGTON ST. W., TORONTO
5 Queen Street, Montreal 1206 McArthur Bldg., Winnipeg

C. KLOEPFER, LIMITED

Edward Halloran, General Manager

44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL

HEAVY HARDWARE

AUTOMOBILE ACCESSORIES

**THE BRITISH
ALUMINIUM
COMPANY, Limited**

OF LONDON, ENGLAND

PRODUCERS OF ALUMINIUM IN ALL
COMMERCIAL FORMS

CANADIAN HEAD OFFICE:

60 WEST FRONT STREET, TORONTO

Eastern Agents: Spielmann Agencies Montreal

PEERLESS ORNAMENTAL FENCING

A Big Trade Is Waiting for You.

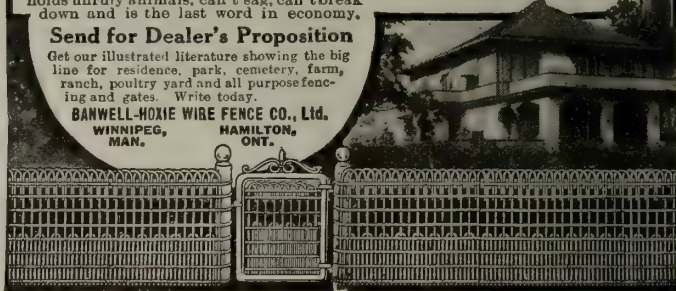
YOUR business will jump to the front the minute you display Peerless Fencing. In price, quality, designs and actual worth you can guarantee every foot of it. We stand back of you.

Open hearth steel wire, crimped springy horizontal wires combine to make the Peerless fence outlast ordinary kinds of fencing. Defies rust, holds unruly animals, can't sag, can't break down and is the last word in economy.

Send for Dealer's Proposition

Get our illustrated literature showing the big line for residence, park, cemetery, farm, ranch, poultry yard and all purpose fencing and gates. Write today.

BANWELL-MOXIE WIRE FENCE CO., Ltd.
WINNIPEG, MAN. HAMILTON, ONT.



WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

Linoleum Binding

**Dealer and Consumer
satisfaction guaranteed always**

The guarantee that goes with Best Linoleum and Oilcloth bindings is substantial. It is manufactured by a reliable Canadian firm that stands behind its guarantee—always.

Be sure and specify Best.

BEST WEATHER STRIP CO., LIMITED

HAMILTON, CANADA



Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by
Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade



SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



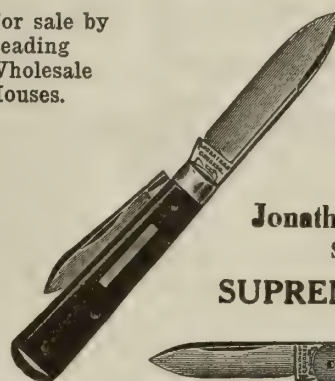
**GERMANTOWN
LAMPBLACK**

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

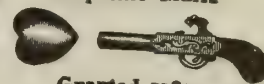
Originators of Eagle, Old Standard, Globe and
Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class
Grinding Trade.

THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York,
Philadelphia, London, Eng.

For sale by
Leading
Wholesale
Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY

BRANTFORD

The
Superior All Round

GLUE

You'll find that Glue sold in packages meets with much favor
with the consumer—that's "Brantford" Glue. Very economical.
Put up in $\frac{1}{4}$, $\frac{1}{2}$ and 1 lb. packages.
Buy from your jobber.

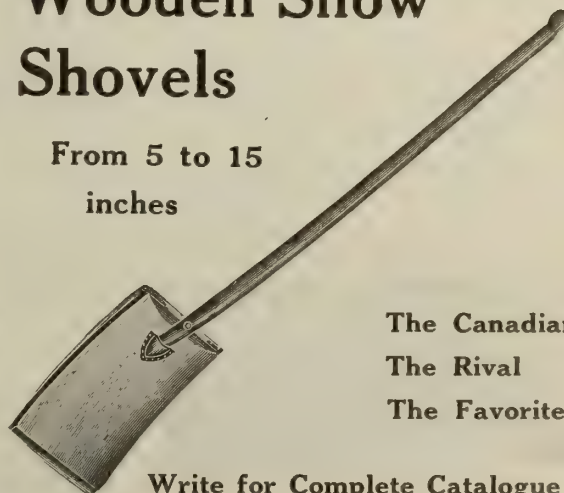
CANADA GLUE CO., Limited - - Brantford, Ontario.

BIG

RESULTS
from small investments. Read
Hardware & Metal's Want
Ad. Page.

Wooden Snow Shovels

From 5 to 15
inches



The Canadian
The Rival
The Favorite

Write for Complete Catalogue A.

J. E. BEAUCHAMP & CO.
Manufacturers of Hardware, Toys, Woodenware, etc.

Agents: { Ives' Modern Bedstead, Winnipeg.
Towe & Towe, London, Ontario.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BADGES

Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

CLIMAX BALER CO

MANUFACTURERS OF Baling Presses
HAND-BELT OR ELECTRIC POWER
EMERALD & BURTON STS. HAMILTON ONT



ALLEN FLUX
NON-ACID—FOR SOLDERING

Be sure you have one of our handsome display cards on your counter. It makes steady customers for Allen Soder Sticks. If you want to get better soldering results with less labor and more certainty—send for our circulars.

Bissett & Webb, Ltd., 126 Lombard St., Winnipeg, Can.

at it since '93

BATH ROOM FITTINGS



KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

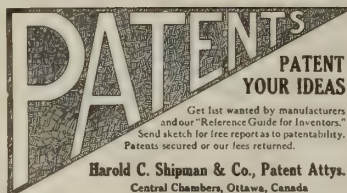
AUTO ACCESSORIES



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal



Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free reports to patentability. Patents secured or our fees returned.
Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

The PARMENTER BULLOCH CO., Ltd GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILKES, MARTIN WILKES CO.
135 WILLIAM ST. NEW YORK

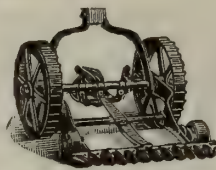
STERLING

Hack Saw Blades and Machines

Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.



PAT. U.S. JULY 16 1918

CANADA PAT. PENDING



HANDI-KLAMP

Eaves Trough Hangers are made of one piece band iron japanned or tinned. Can be attached to trough in less than one minute without the use of tools and are moderately priced.

The Best by Right of Superiority.

Randolph A. Rehrauer & Co., Two Rivers, Wis.



STOVE & ELECTRICAL MICA

Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.

FILES

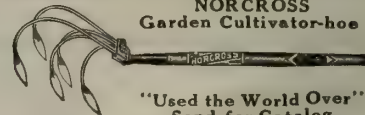


Although our stock is not complete on account of the war, we still have hundreds of dozens of files and rasps. Nothing to compare in quality with "Firths." Ask for our stock sheet. Prompt shipment. We solicit your inquiry.

Des ROCHERS LIMITED,
268 Centre St.,
Montreal.

Distributing agents for Firth & Son (File Dept.), Sheffield, Eng.

NORCROSS Garden Cultivator-hoe



"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



MADE BY

A. SHAW & SON, London, England.

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

Wanted

HELP WANTED

HARDWARE SALESMAN WANTED AT ONCE. One with several years' experience. State age and salary. Box 391, Hardware and Metal.

WANTED—HARDWARE CLERK WITH EXPERIENCE for live town in Sudbury district. Good position. Give experience, reference and salary expected. Apply Box 601, Hardware and Metal.

WANTED—CITY TRAVELLER FOR MONTREAL and vicinity. Familiar with wholesale hardware trade, etc. Apply stating age, experience and salary expected to Box 606, Hardware and Metal, 128 Bleury St., Montreal.

FOR SALE

REMNANT STOCK MAPLE LEAF PAINT. Bargain. Box 101, Hardware and Metal.

GOGGLES.

FIVE GROSS GOGGLES, GLASS CENTRE, wire guard, elastic connecting the two parts, one in a tin box. Send for sample if interested. \$7.75 gross. Box 503, Hardware and Metal, 128 Bleury St., Montreal.

LAMP AND LANTERN BURNERS

100 DOZEN REED'S PERFECT BRASS LAMP Burners, with cone reflectors. Size B, \$1.50 doz.; 10 doz. size A, \$1.15 doz.; 10 doz. lantern Reed burners (brass), \$1.50 doz.; 100 doz. job Banner brass lamp burners, 75c doz. It's up to you if you want a bargain. Box 504, Hardware and Metal, 128 Bleury St., Montreal.

HORSE NAILS

C. BRAND GUARANTEED FIRST QUALITY, only numbers 4, 5, 6. Packed in 1 lb. boxes. Any quantity, one-half the market price. Box 505, Hardware and Metal, 128 Bleury St., Montreal.

ENGLISH KNIFE POLISH

TEN DOZEN, 1 LB. BOX, 1 DOZEN IN WOOD cases. Unobtainable now. \$1.75 doz. Box 508, Hardware and Metal, 128 Bleury St., Montreal.

LANTERNS

TEN DOZEN COLD BLAST LANTERNS. painted red, at \$6.50 doz. Three dozen with reflectors at \$8 doz. First answer, first served. Box 507, Hardware and Metal, 128 Bleury St., Montreal.

AGENCIES WANTED

AGENCIES WANTED HALIFAX AND NOVA Scotia. Experienced sales manager invites correspondence from high grade manufacturers' hardware or similar lines. Commission or salary basis. Could carry local stock. Box G161, Hardware and Metal.

Keep your name to the front, so that you are in the market for the business that is going and for the new business that is coming. Do not let the world think that you have "gone under."

SITUATIONS WANTED

HARDWARE SALESMAN, MARRIED, SEVEN years' experience, retail, open to make change with live concern. Box 192, Hardware and Metal.

MISCELLANEOUS

I COVER QUEBEC PROVINCE, TWENTY years' experience in hardware, paint and varnish, sixteen years on the road. Both languages. Bank references furnished. Box 509, Hardware and Metal, 128 Bleury St., Montreal.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Foxes Company, Ltd. Supplied by the trade throughout Canada (tf)

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY INSTALLING an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXTURES that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher Limited, Room 314 Stair Building, Toronto.

THE SUREST WAY FOR THE MANUFACTURERS' agent to connect with good live firms is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad Page of Hardware and Metal, under this heading.

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

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A Good Thing Free

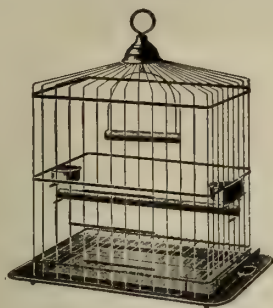
HARDWARE AND METAL has secured another supply of pamphlets, containing the four Stockdale lectures, for free distribution to the trade.

Under the following captions one of America's foremost Retail Merchandising Experts gave in a clear, lucid style the why and wherefores of the success and failures in retail stores:

"Many Businesses Wrecked by Details"
 "How to Make Figure Facts Earn Profits"
 "How to Measure the Value of Turnover"
 "How to Get the Information the Customer Wants"

We have had these printed for our readers and will gladly supply copies free upon request, so long as our supply lasts. Send for your copy now.

HARDWARE AND METAL
 143-153 University Ave.
 Toronto, Canada



"HENDRYX"

Parrot Cages

The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter—profits.

The cups are of tinned iron, non-rusting and indestructible.

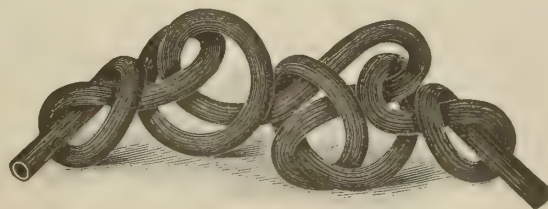
Order a stock for May and June—the parrot season.

THE ANDREW B. HENDRYX CO.
New Haven, Conn.



"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria

LUFKIN

RELIABLE

in every way

From the selection of the boxwood, its seasoning, the assembling, graduating and finishing of the rule, a uniform and high quality product. A complete line.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Send for catalogue.

Ask your jobber.

**BOXWOOD
RULES**

TINKER TOM'S TALKS.

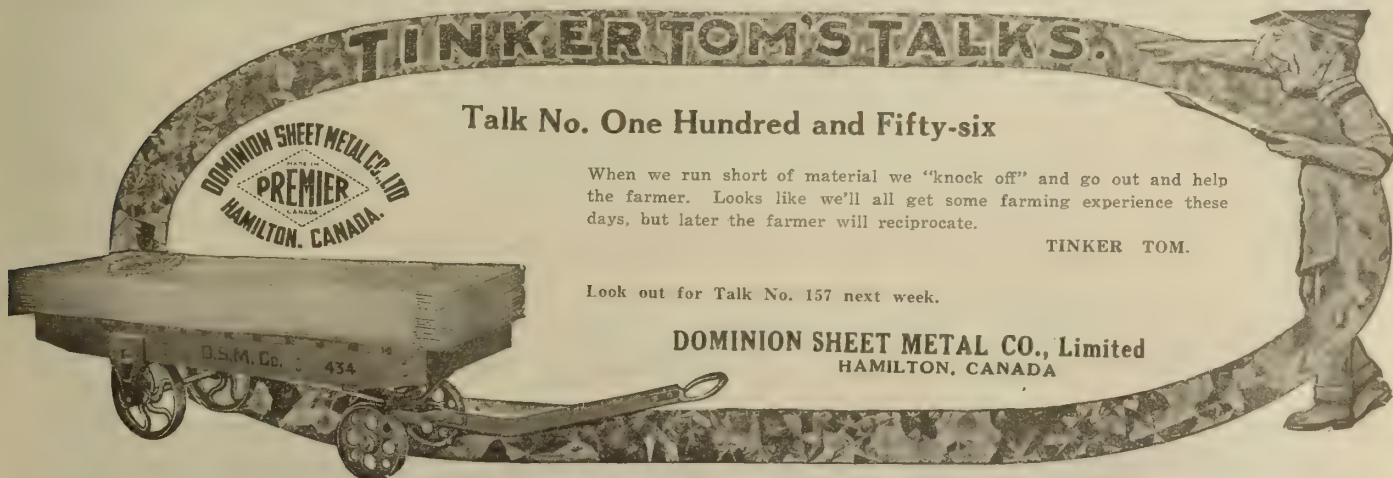
Talk No. One Hundred and Fifty-six

When we run short of material we "knock off" and go out and help the farmer. Looks like we'll all get some farming experience these days, but later the farmer will reciprocate.

TINKER TOM.

Look out for Talk No. 157 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA



Manitoba Steel and Iron Company, Ltd.

Structural Steel and Iron Merchants

Engineers
Designers

Winnipeg, Canada

Machinists
Founders

Channels

Beams

Plates

Sheets

Rails

Spikes

Boiler

Tubes

Bars

Angles

Tees

Bolts

Rivets

Nuts

Turn-

buckles

Quick
and Economical
Service

Whether your order be big or small our extensive and varied stock permits of orders *being shipped same day as received.*

We aim to practice economy by including your order in carload lots, giving you the advantage of lower freight rates.

Rapid, cost-cutting and efficient service is our watchword.

Railway and Marine Supplies

Send for Our Monthly Stock List

HARDWARE AND METAL

Vol. XXX

PUBLISHED EVERY SATURDAY SINCE 1888

July 27

No. 30

THE MACLEAN PUBLISHING COMPANY, LIMITED

1918

PUBLICATION OFFICE: TORONTO, CANADA



Everlastic
A perfect floor varnish—
lasting and elastic. Dries
quickly with a durable,
brilliant gloss.



Dependon
A light, hard oil finish.



China-Lac
The perfect Varnish
Stain and Enamel for
general household use.

B-H Varnishes A Paying Proposition

B-H Varnishes, like B-H “English” Paint and Brandram’s Genuine B.B. White Lead are backed by the B-H reputation for quality.

Moreover, our Varnish proposition is an unusually attractive one. Our 6 Varnishes and Varnish Specialties—“Everlastic,” “Dependon,” “Gold Medal,” “Maritime Spar” B-H Auto Eramel and China Lac are offered at a *special discount of 40% and further rebates as follows:—*

If within one year you purchase \$250.00 worth of any or all of these 6 products you will get a rebate of 5%; if \$500.00 you will get 10% and if \$800.00 you will get 15%.

This is a paying proposition and you should ask the B-H Salesman about it, or write your nearest branch for particulars.



Maritime Spar
For boats, masts, outside
doors, etc.



Gold Medal
A general purpose var-
nish for inside or outside
work.

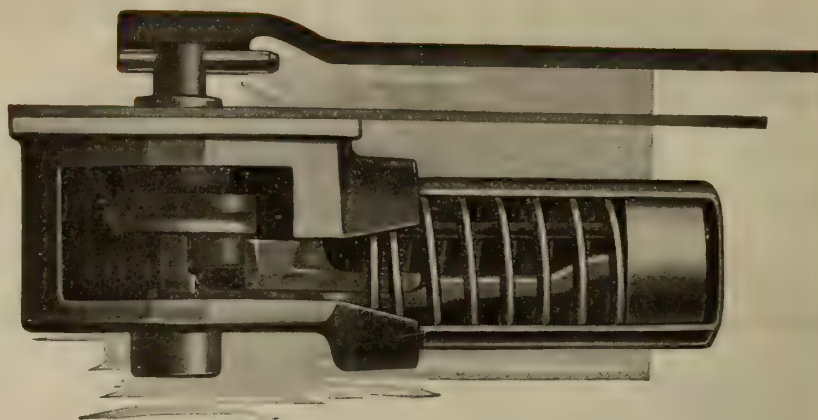
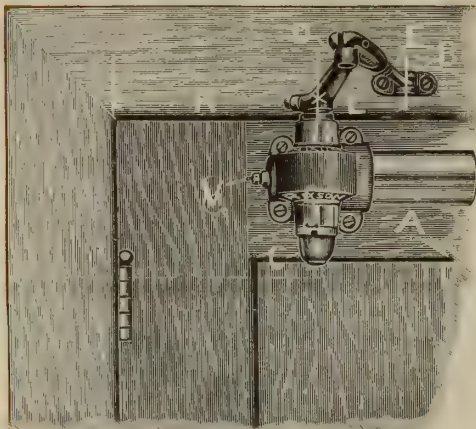


B-H Auto Enamel
A finish that makes old
cars look like new.

BRANDRAM-HENDERSON

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER LIMITED

Rixson Single Acting Door Check

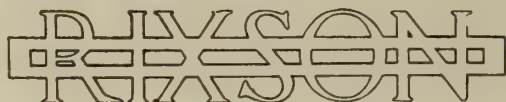


Rixson Double Acting Pantry Floor Check



HARDWARE

AND



Products

are wholesaled by the following firms:

NEW BRUNSWICK

Thos. McAvity & Sons.....St. John
H. W. Thorne & Co....."
R. Chestnut & Sons, Ltd....
Fredericton

NOVA SCOTIA

Thompson & Sutherland..
North Sydney

QUEBEC PROVINCE

Mechanics Supply Co.....Quebec
Durand Hardware Co.....Montreal
Omar DeSerres & Co....."
L. H. Hebert & Co., Ltd..
Lariviere Incorp."
Raymond Hardware Co. ..

PRINCE EDWARD ISLAND

Fennell & ChandlerCharlottetown

MANITOBA

J. H. Ashdown Hardware Co.....Winnipeg
Merrick-Anderson Co."
Marshall-Wells Hardware Co....."
Winnipeg Paint & Glass Co....."
Miller-Morse Co."
Wood, Vallance, Limited

ALBERTA

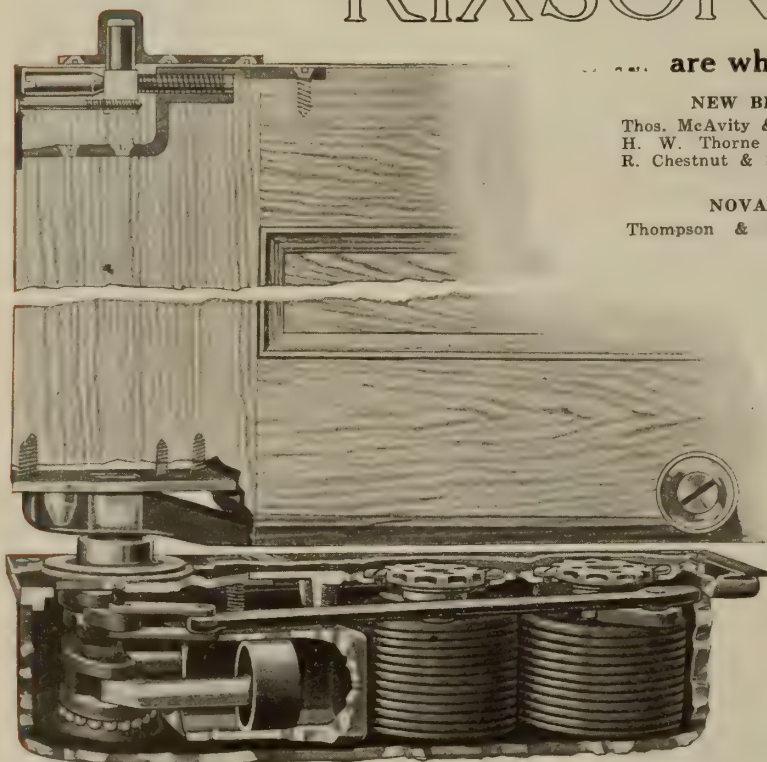
Sommerville Hardware Co.....Edmonton
Marshall-Wells Alberta Co....."

BRITISH COLUMBIA.

Wood, Vallance & LeggatVancouver
McLennan & McFeeley

ONTARIO

The Vokes Hardware Co., Ltd.....Toronto
Thos. Birkett & Son Co.Ottawa
W. A. Rankin
Kent, Garvin Co.Hamilton
Cowan Hardware Co.London
Wells & EmersonPort Arthur
W. S. PiperFort William
A. Chown & Co.....Kingston
Ripley Peck Hardware Co.....Windsor
W. J. Douglas & Co.



Rixson Double Acting Floor Check for Entrance and Vestibule Doors

TORONTO LOCK MFG. COMPANY

Factories: Patterson Place

TORONTO, CANADA

AUGUST

—the Month Electrical

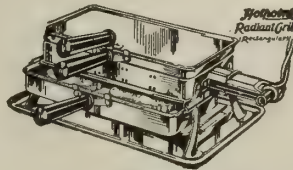
As the thermometer goes up the desire or need for heat goes down. For this reason August generally sees a big demand for the use of electrical cooking utensils which cook with the least possible surplus heat.

Don't wait for the trade to demand these lines, but create the demand by introducing the electrical appliances to your customers. Advertise them in your local paper.

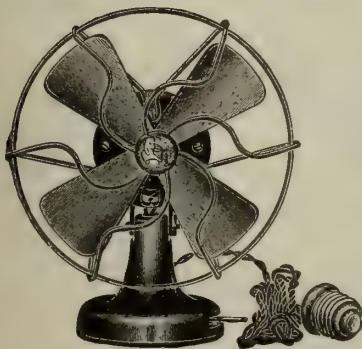
We carry a full range of Hotpoint best sellers.

ELECTRIC

*Fans, Irons, Toasters
Grills, Plates, Percolators*



Polar Cub



*—the fan that will make the
hot days of August more
liveable.*

This little fan is very efficient yet the price is within the means of any family with an electrically lighted home. Its not too late now to stock a few Polar Cub Fans. Order to-day.

If the Rice Lewis & Son traveller is not there, write direct.

*We appreciate
your enquiries.*

**RICE LEWIS
& SON**
LIMITED
TORONTO

**H
A
R
D
W
A
R
E**



UNIVERSAL

Home Needs

UNIVERSAL BREAD MAKER

Makes better bread than the baker and at less cost. No loss of ingredients. Absolutely sanitary because hands do not touch the dough.

UNIVERSAL FOOD CHOPPER

UNIVERSAL Food Choppers make left-overs into palatable, nutritious dishes.

UNIVERSAL PERCOLATOR

UNIVERSAL Percolators extract every bit of aroma from each grain of coffee without boiling, making a more delicious and healthful beverage.

Sell UNIVERSAL Food Conservers. We'll back you up powerfully.

Write for Special Window Trim and Sales Helps

LANDERS, FRARY & CLARK
New Britain, Conn.

CANADIAN REPRESENTATIVES:

A. MACFARLANE & CO. MONTREAL



If interested, tear out this page and place with letters to be answered.

**D
I
S
S
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N**

Well-made Service-giving Plastering Trowels

Made to meet the requirements of practical users and have earned the approval of Skilled Plasterers throughout Canada.



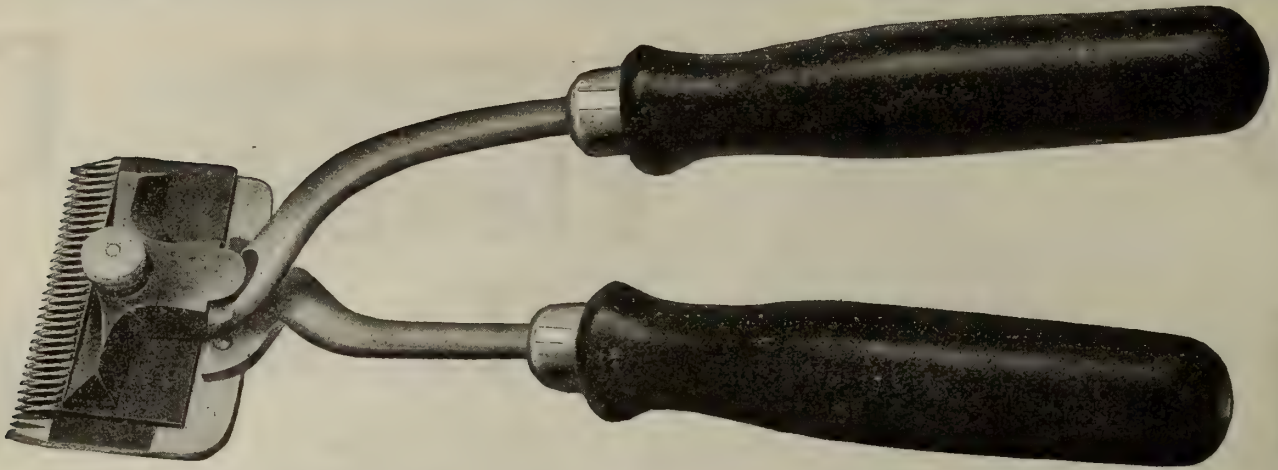
**DISSTON
BRAND
TOOLS**

do give satisfactory
service

Send in Your Orders NOW

WE ARE HEADQUARTERS FOR DISSTON GOODS
LEWIS BROS., LIMITED, MONTREAL

**D
I
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S
T
O
N**



Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City



Mid-Summer BICYCLE DRIVE July 27—Aug. 3

WHEN is the end of the Bicycle Selling season?

May 24th? It used to be.

July 1st? Some dealers still think so.

September 1st? October 1st? It all depends on yourself. If you **think** you can sell Bicycles in November, you will do so.

As for September, it is about the most delightful cycling month of the whole year.

Why not follow up our Bicycle Week Drive by a Big Push the end of July?

Where C.C.M. dealers run newspaper ads on July 27 and August 3 we will also insert ads in the local papers.

Following are principal C.C.M. name-plates:

MASSEY	COLUMBIA	PERFECT
CLEVELAND	BRANTFORD	RED BIRD
IVANHOE	GENDRON	

Write for full particulars and Special Offer.

Canada Cycle & Motor Co., Limited

Makers of GOOD Bicycles

Montreal

Toronto

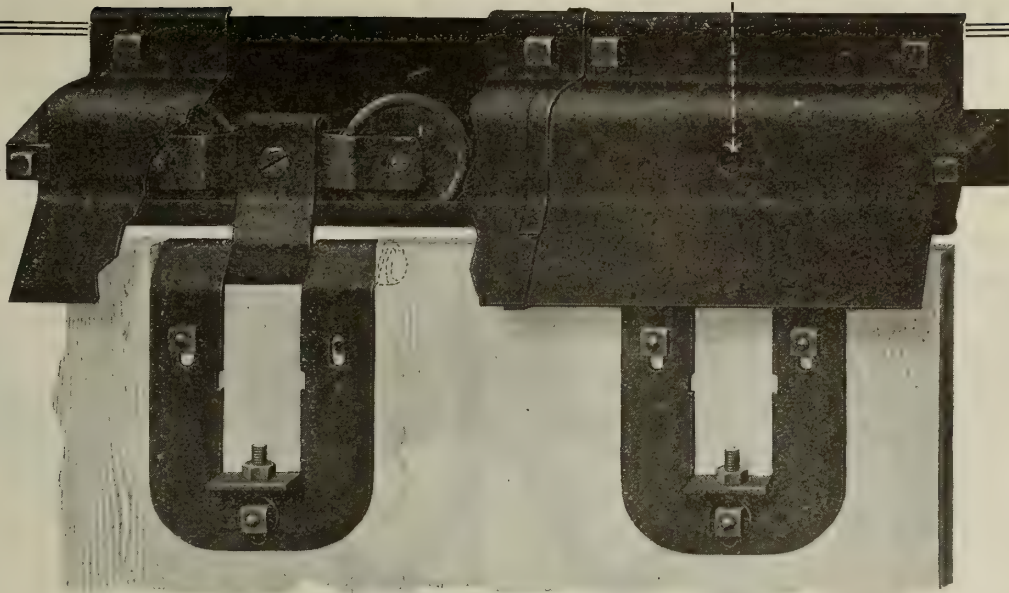
WESTON, ONT.

Winnipeg

Vancouver

If interested, tear out this page and place with letters to be answered.

HOLE TO ADJUST HANGER
AND OIL BEARINGS



If Your Customer says he can't, just show him—

If Mr. Particular Customer tells you he can't get a Barn Door Hanger that carries the door close to the rail, just show him our No. 88 adjustable. Show him how it can be adjusted both vertically and laterally after the door is in position. The adjustable construction is very simple and is easily operated. A model of No. 88 Hanger to demonstrate how easily and how effectively it operates is, of course, necessary, so ask us about it when you write.

No. 88 protects against the weather, too. It is equipped with our Improved Storm Proof rail and is packed and sent to

you in the "National" way with everything necessary to its hanging including a set of illustrated directions.

If you have not a National catalog, get it by dropping us a post card to-day.

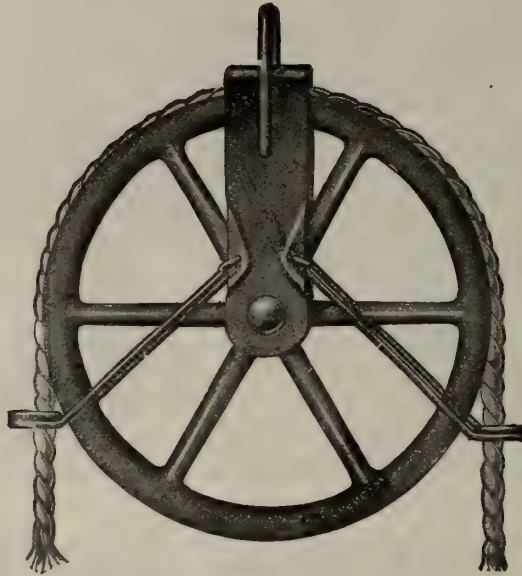
National Manufacturing Co.

STERLING, ILLINOIS

THE ROLLSTON IS THE EASIEST AND MOST ACCURATE WORKING CLOTHES LINE PULLEY MADE

The Wheel is large,
which permits easy
running.

The Guides adapt
themselves to all con-
ditions and prevent
line getting out of the
groove in wheel.



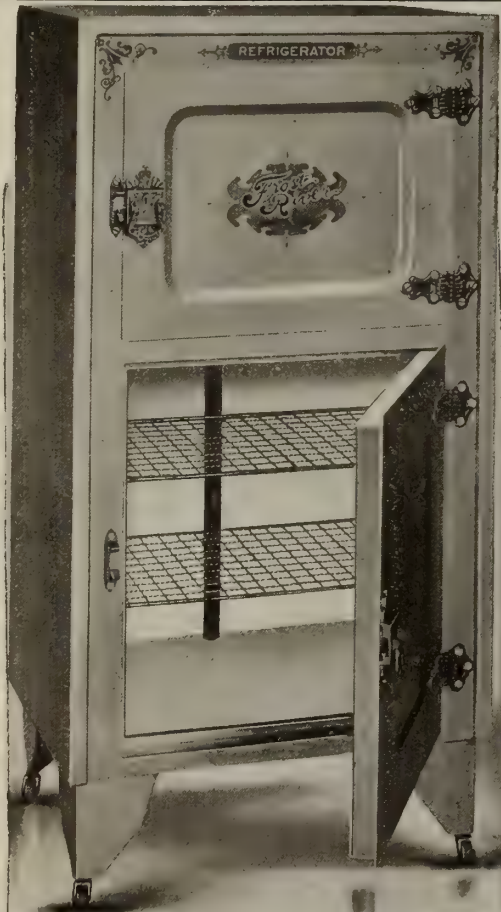
The Frame is made of
heavy gauge steel —
never binds, and per-
mits free action.

Its entire construction
allows the line to
work easily and give
years of service and
satisfaction.

It's an exceptionally good selling article that shows quick, big, profitable cash returns.

Manufactured by

CANADA STEEL GOODS COMPANY, LIMITED
HAMILTON, CANADA



Davidson's Well Known FROST RIVER

Refrigerator shown herewith

Made entirely of Sheet Steel Galvanized

The exterior is Japanned French Grey, beautifully finished with neatly decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in an oven of high temperature.

All inside parts are removable for cleaning purposes.

The drip pipe for the waste water has been carried outside the body, and does not run through the Food Chamber—as usual in other refrigerators.

Made in three sizes, the largest with double doors.

*NOW is the time to get your Orders in
for these goods and ensure
prompt shipment.*

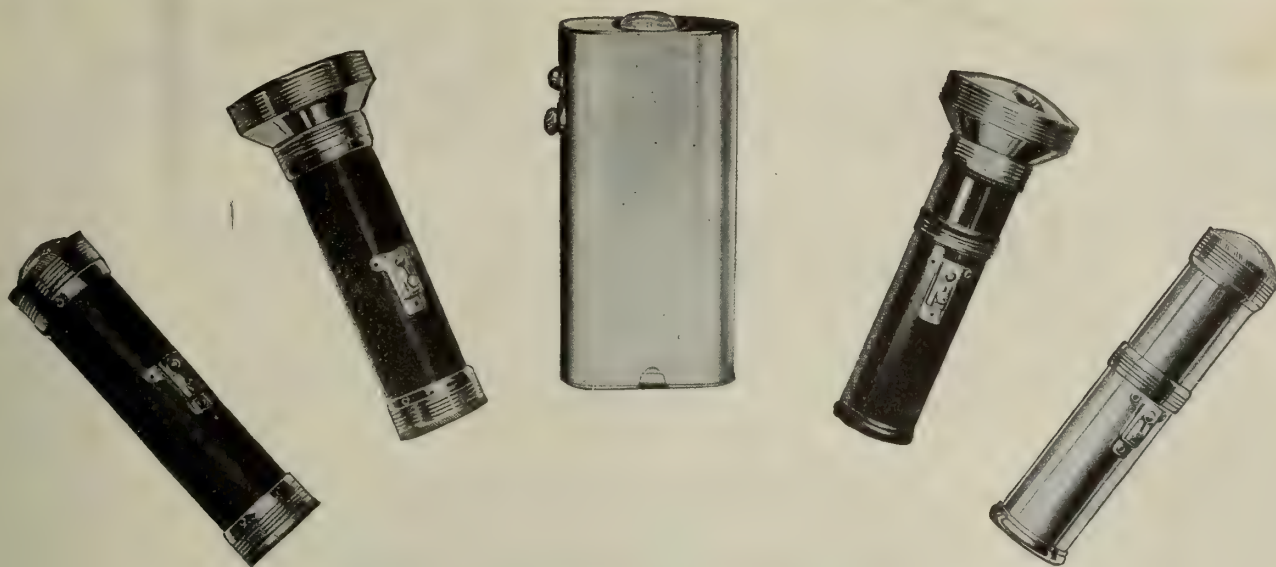
The Thos. Davidson Mfg. Co.
LIMITED

Toronto

Montreal

Winnipeg

If interested, tear out this page and place with letters to be answered.



The Final Word in *Flashlight Improvement*

is represented in this line of flashlights—the five big points are the Telescope Construction, Self-Locking Switch, Improved Reflector, One-piece, Seamless Battery Distinctive Types.

KWIK - LITE *The Quality Flashlight*

Are the highest type of the Flashlight maker's art. They are simple in construction and attractive and distinctive in design.

The improved features make them first-class sellers and being a strictly quality product will give excellent satisfaction.

They are made in a variety of styles to meet most requirements and our stock will insure prompt shipping of your orders.



H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

LIMITED

TORONTO



DUST vs. GOODWILL

DUST is the greatest enemy in the store. It lessens public goodwill in proportion as it increases the shop-worn appearance of the stock on the shelves. Although impossible to keep out the dust altogether, it is not only possible, but easy to control and hold 90% of the atmospheric dust in your store by using

STANDARD Floor Dressing

It is sanitary, non-evaporating and non-gumming. Floors and fixtures treated with it gain in appearance and wearing quality. As much as 500-700 square feet of floor space can be treated with one gallon. A floor once dressed requires no further attention for the next three or four months other than regular sweeping with a hard broom.

Supplied in one and four gallon cans and barrels and half barrels.

An ordinary floor sprayer may be used in applying Standard Floor Dressing.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES



If interested, tear out this page and place with letters to be answered.



The Needs of the Empire

NEVER BEFORE in the history of Canada has greater opportunity been offered her Sons and Daughters to render SERVICE to the Empire;—and

NEVER BEFORE have the needs of the Empire demanded as high a standard of QUALITY in thought, deed and product as at present.

HOW NOBLY CANADA has responded is now known around the World and history will record it for the future.

THE PRODUCTS OF OUR MILLS are at the Fronts and on the Seas, in the Shipyards and Factories and in the Fields, faithfully fulfilling their mission of reliable performance wherever the Government's War-Winning Programme directs, as we are, and have been, stripped for action since the first call to arms.

THE NEEDS OF THE EMPIRE are many and the War-Winning Programme changes as necessity demands; but it matters not, the needs of the Empire are paramount and must be supplied.

THEREFORE, if in these trying times, we do not deliver promptly to you such of the products of our Mills or Blast Furnaces as you may need, console yourself with the thought that through us, you are rendering Service to the Empire and to the Cause that matters most for the Liberty, Justice and Freedom of the World.

THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL



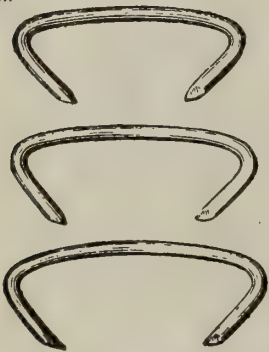
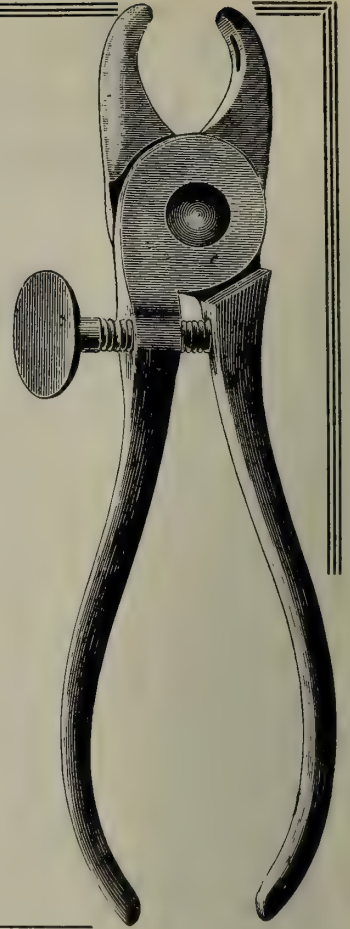
If interested, tear out this page and place with letters to be answered.

You can always depend on the selling value of Taylor-Forbes Hardware

We show you here the T-F Hog Rings and the T-F Hog Ringer.

Both are the sort of lines you like to sell—quality lines that you know will give satisfaction to your customers and add prestige to your business.

The Hog Ringer is made in Cast and Malleable, 6½ ins. long, Japanned or Royal Bronze, packed in boxes of 1 doz. and 12 doz. to the case.



The Hog Rings are made of Coppered Steel Wire. Put up in packages of 100, and 200 packages to the case.

Sell the T-F Hog Ringer and Hog Rings. They're good profit-makers.

Taylor-Forbes Co., Ltd.

Head Office and Works: GUELPH, ONT.

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont.

Vancouver Branch—109 Powell St.



Canadian Government Railways Grain Elevator, St. John, N.B.

The Engineers in Charge

of this great installation for the Canadian Government chose

Rust-Resisting Armco Iron

for the sides and roof of the upper portion—the lower being of concrete. The structure is thus protected from fire and from rapid deterioration. Armco Iron, because of its unique purity and the care bestowed on every phase of its production, is the material for long and faithful service.

The American Rolling Mill Company

MIDDLETON, OHIO

Licensed Manufacturers Under Patents Granted to The International Metal Products Co.

**Armco Iron Blue Annealed Sheets, Black Galvanized, Polished
and Locomotive Jacket Sheets, Roofing,
Pipe and Metal Lath**

Branch Offices at New York, Washington, Atlanta, Pittsburg, Chicago, Cincinnati, Cleveland, Detroit, St. Louis and San Francisco



The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

THE SKILLED MECHANIC

will accept "Famous Five" Files without question, because—

They are hard, which insures long life.

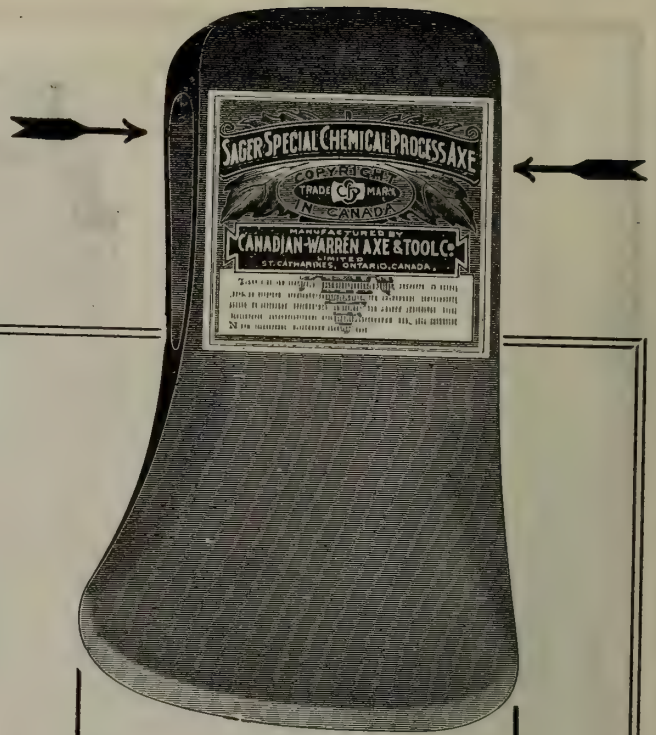
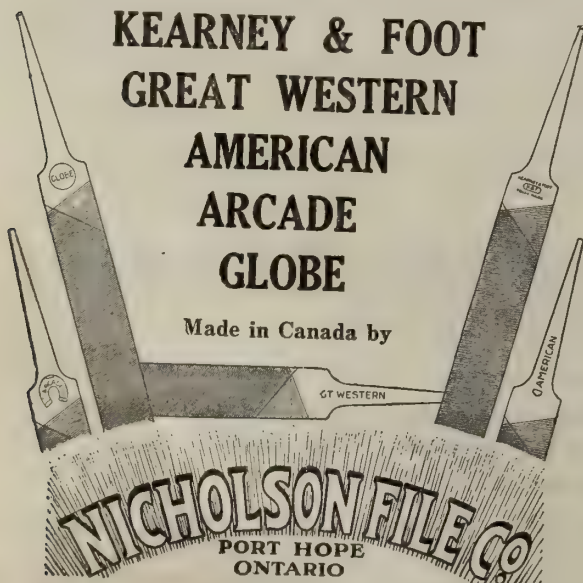
They are sharp, consequently require little effort to use.

They have balance which makes them easy to handle.

Their qualities have been standardized; the mechanic has confidence in them.

It pays to sell them, so specify them when buying.

They are:



WHY NOT BE GUIDED
BY THE JUDGMENT OF
HUNDREDS OF WELL
KNOWN LUMBERMEN,
WHO ACKNOWLEDGE
THE SUPERIORITY OF

"SAGER AXES"

AND

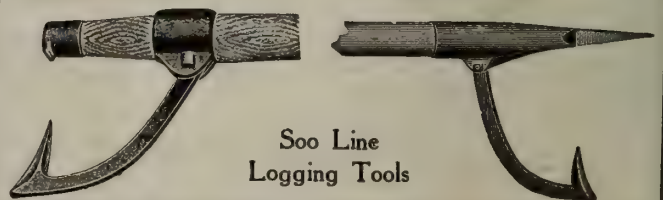
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED

ST. CATHARINES, ONT.



If interested, tear out this page and place with letters to be answered.

"Quality METALLIC First"

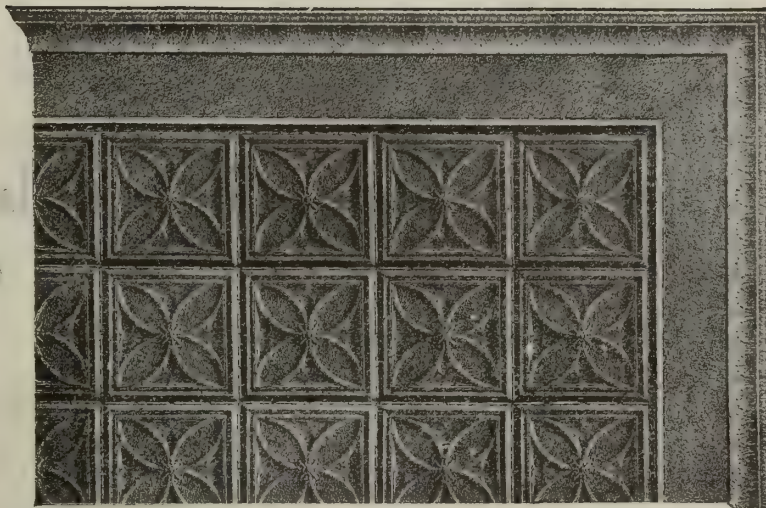
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

The Labor Cost is Light

"Metallic" ceiling and wall jobs are profit-makers for you and satisfaction-givers to the customer from first to last. Send us a list of prospects and watch us get busy on them in your interests. We've been 32 years at the business and our service will get you big results.

Write to-day for catalogue and full particulars.

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine Street Montreal



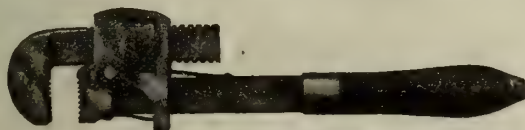
Design Registered 1912

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

THE "W & B" LINE OF SCREW WRENCHES

MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



"W & B" Wood Handle Grips, Length open 6 to 14 inches.



"W & B" STEEL Handle Grips, Length open 10 to 48 inches.

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W & B" EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.

Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W & B" EASY ACTING SCREW.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W & B" EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company
ST. CATHARINES, ESTABLISHED 64 YEARS ONTARIO

If interested, tear out this page and place with letters to be answered.

Why Waste Power?

Ask your customers who are doing their washing by the old, back-breaking method, why they waste power that is always available, always safe, always convenient and as free as the sunshine.

Show them the Ideal Water Power Washer. Explain to them what it means to have the water tap do the work of human muscle. Its use does not add a cent to the water rates; therefore it costs nothing to operate.

The Ideal saves the nerves and temper of more than one member of the family.

In these days it is just as necessary to conserve human energy as it is to conserve food.



Show your customers the Ideal

Dowswell, Lees & Co., Ltd.

HAMILTON, CANADA

Eastern Representative:
John R. Anderson, Montreal

Western Representative:
Harry F. Moulden & Son, Winnipeg

Starrett Tools



Your Customers' Best Friends

The machinist's best friends are his Starrett Tools. They help him to earn his bread and butter and enable him to perform high-grade accurate work which commands high wages. They enable him to lift himself out of the "ordinary workman" class into the "skilled mechanic" class.

If when entering your store the machinist sees familiar Starrett instruments in the case, he will feel instantly that he has come to the right place, for Starrett Tools are always accepted as a standard of quality.

Send for catalog MA.

THE L. S. STARRETT COMPANY

THE WORLD'S GREATEST TOOLMAKERS
MFRS. OF HACK SAWS UNEXCELLED
ATHOL, MASSACHUSETTS

NEW YORK
LONDON
CHICAGO

42-05



If interested, tear out this page and place with letters to be answered.

Manufacturers

OF

WIRE

HEADQUARTERS FOR
Wire Bale Ties

LARGEST CAPACITY AND STOCK
IN CANADA

Prompt Shipment

**LAIDLAW BALE TIE
COMPANY, Limited**
HAMILTON, CANADA

Winnipeg

Toronto

Montreal

London, England

The L. Martin Co. *Headquarters for*

**GERMANTOWN
LAMPBLACKS**

IN

ENGLAND and AMERICA

Originators of Eagle, Old
Standard, Globe and Pyramid
Germantown Brands.

Suppliers of Bulk Blacks to
the highest class Grinding
Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.



E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



**4 Good Reasons
---READ 'EM!**

Why you should sell Rolled Thread Bolts and
Screws:

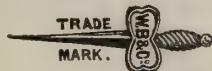
BETTER QUALITY—Rolled Thread Bolts can
only be made from first quality Basic Open-
Hearth Stock.

STRONGER—Actual tests show 13 per cent.
greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller
than threads. No useless weight to pay freight
on.

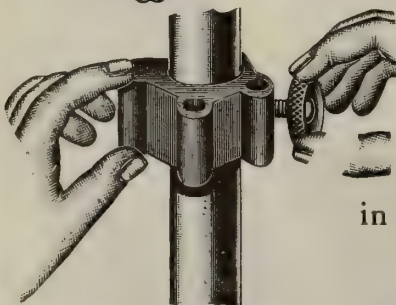
BIG FIRMS ADOPTING THEM—Some of the
largest users on the continent will accept nothing
else—and they always investigate before
acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.



WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM

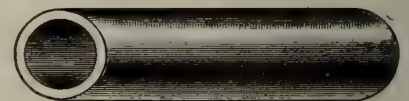


Patent Grip-Tight Socket

Specialists in
TUBES

Seamless, Brazed
Iron-cased Mould-
ings, Beadings, Rolled Metals
in Brass, Copper, Nickel Silver, and other Metals.

GENERAL BRASSFOUNDERS
SHOP WINDOW FITTINGS MANUFACTURERS



Over 1000
different sections



FAIRBANKS SCALES

FOR MORE THAN
90 YEARS

THE WORLD'S STANDARD
for ACCURATE WEIGHING

The Canadian Fairbanks-Morse Co., Limited



Fairbanks Scales

**"For more than 90 years the World's
Standard for Accurate Weighing"**

Dial Scales

Portable Platform Scales

Counting Scales

Personal Scales

Counter Scales

Test Scales

Dormant Warehouse Scales

Grain Scales

Automatic Scales

Computing Scales

Meat Beams

Wagon Scales

Farm Scales

Butchers' Scales

Fish Scales

Grocers' Scales

Butter Scales

Postal Scales

"It's a FAIRBANKS"—has settled
a great many disputes over correct
weights.

Accurate weighing is necessary for
your own immediate profit,
and,

for the satisfaction of your customers,
which determines your future profit.

FAIRBANKS SCALES that were
sold 70 odd years ago are still giving
satisfactory service. A FAIRBANKS
SCALE in your store is a guarantee
of permanent satisfaction to your cus-
tomers, and profit to yourself.

**There's a Fairbanks Scale for every weighing purpose.
Let us recommend one for you.**



The Canadian Fairbanks-Morse Company, LIMITED.

"Canada's Departmental House for Mechanical Goods"

ST. JOHN, QUEBEC, MONTREAL, OTTAWA, TORONTO, HAMILTON,
WINDSOR, WINNIPEG, SASKATOON, CALGARY, VANCOUVER, VICTORIA.

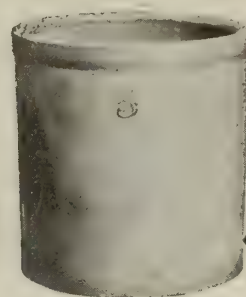
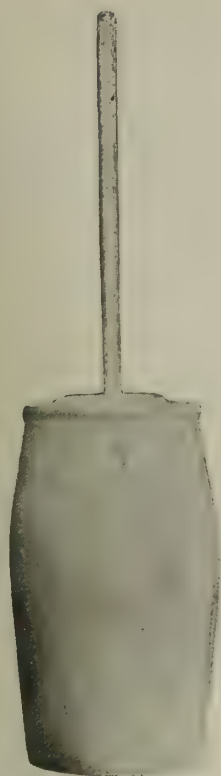
To the Stoneware Trade of Canada—

We take this opportunity to introduce ourselves to you, the stoneware buyers of Canada, to acquaint you with the fact that we have the most modern and up-to-date plant of its size on the continent. Employing only Canadian workmen, making a superior quality of goods from Canadian clay, in fact this is a strictly Canadian enterprise.

We solicit your patronage and acquaintance, knowing we can supply your needs more economically and more satisfactorily than our foreign competitors.

Write us for price list.

Medalta Stoneware, Limited
MEDICINE HAT, ALTA.



FOR LEAKY ROOFS

REED'S PATENT ROOF CEMENT

Put up in 1lb, 5lb, and 10lb cans

REED'S PATENT ASPHALT CEMENT

FOR LEAKY ROOFS

JUST THE THING FOR PLUMBERS

GEO. W. REED & CO.

Here's a Line That Spells Sales

Reed's Plastic Asphalt Roof Cement should find a ready sale just now when weather permits of outside repairs. Leaky roofs that started during the hard winter can now be quickly and permanently repaired, no matter whether of slate, metal, shingle or composition.

This means sales for the dealer—sales without effort, too. All you need do is place this line in a prominent place. It will be its own salesman.

Order from your jobber.

GEO. W. REED & CO., Ltd.
Manufacturers
MONTREAL

CANADA FOUNDRIES & FORGINGS LIMITED

ORIGINAL PRODUCERS AND DISTRIBUTORS

SILENT SANITARY SCHOOL DESK



Silent—No Noise

Serviceable—No Breakage

Sanitary—No Dust

Healthfulness, Comfort, Beauty, Strength and Economy of Space are
Secured by the Use of This Desk.
Let us quote for your requirements.

Write for prices and particulars.

PRODUCED AT

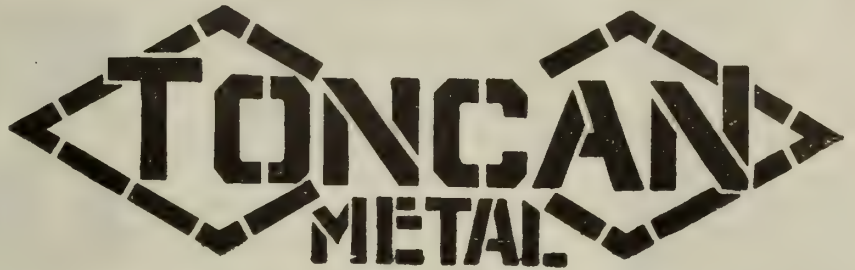
THE JAMES SMART PLANT

BROCKVILLE, ONT.

WINNIPEG, MAN.

WHERE SERVICE IS THE HARDEST

Specify



In the plant of the Canadian Salt Co., Windsor, Ont., 36-in. ventilators made of **Toncan Metal** are used to carry off the vapor from the salt.

The corrosive action of salt on sheet metal makes this extremely severe service for any sheet metal made from iron ore.

Toncan Metal is in use—one hundred thousand square feet of it—on the roofs of concentrators, ore bunkers and other buildings of the Britannia Mining & Smelting Co., Britannia, B.C.

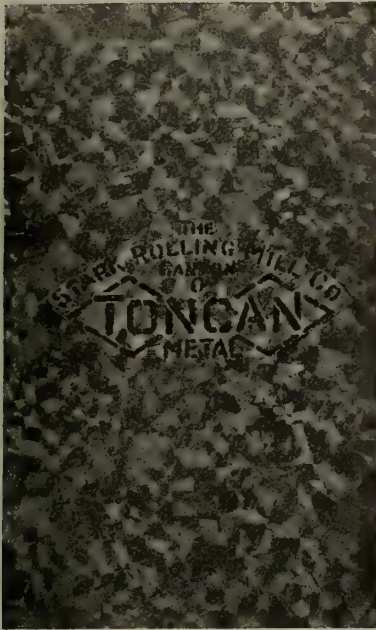
The corrosive fumes, smoke and gases produced in copper smelting, make this **hard service** for sheet metal, yet here also Toncan Metal **lasts**.

The above are only two of hundreds of places in Canada in which Toncan Metal is proving that it **resists corrosion**.

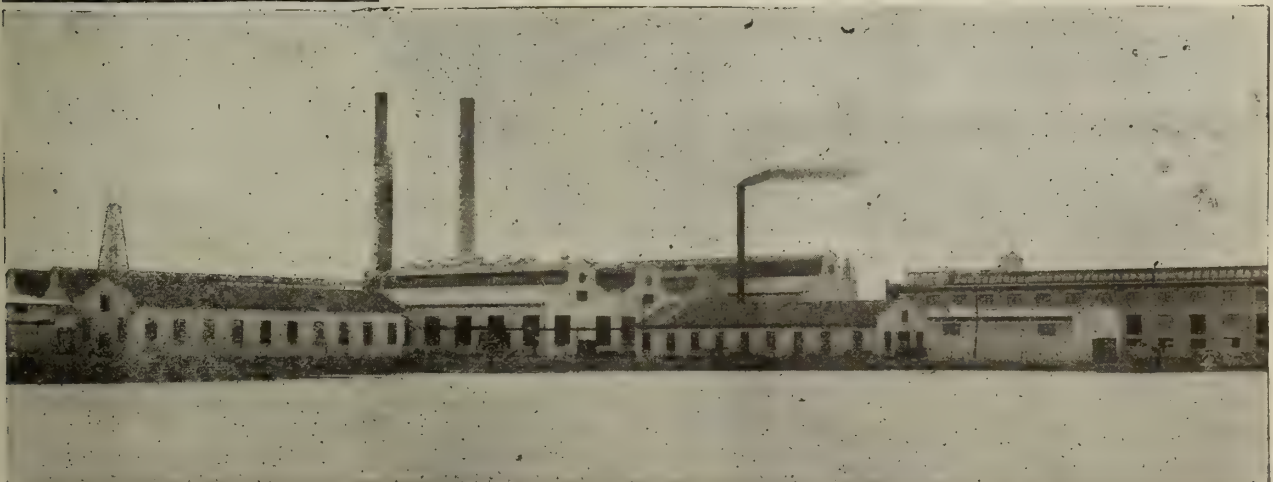
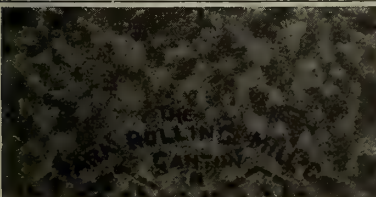
Write for our book of Evidence.

The Pedlar People Limited
Oshawa, Ontario
Canadian Distributors

THE STARK ROLLING MILL CO.
Canton, Ohio
Sole Makers



View of Britannia, B.C., showing Concentrator, Ore Bunkers, etc., in the background.



Plant of Canadian Salt Co., Windsor, Ont.

OFFICIAL
AWARD
RIBBON



PANAMA PACIFIC
INTERNATIONAL
EXPOSITION
SAN FRANCISCO
1915

Charles H. ...
PRESIDENT

Arthur G. ...
PRESIDENT OF THE INTERNATIONAL
AWARD SYSTEM

Octavius ...
DIRECTOR OF EXHIBITS

Octavius ...
DIRECTOR OF THE INTERNATIONAL
AWARD SYSTEM

MEDAL
OF
HONOR

DEPARTMENT OF
MANUFACTURES AND
VARIED INDUSTRIES

Charles H. ...
CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG
NO. 55.

TRIMONT
MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



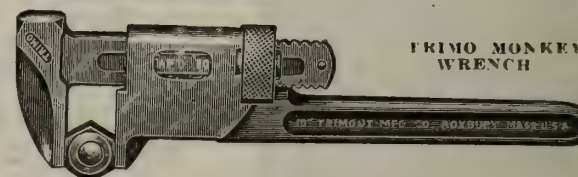
TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



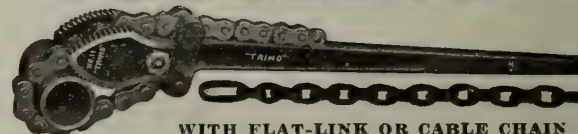
TRIMO PIPE CUTTER



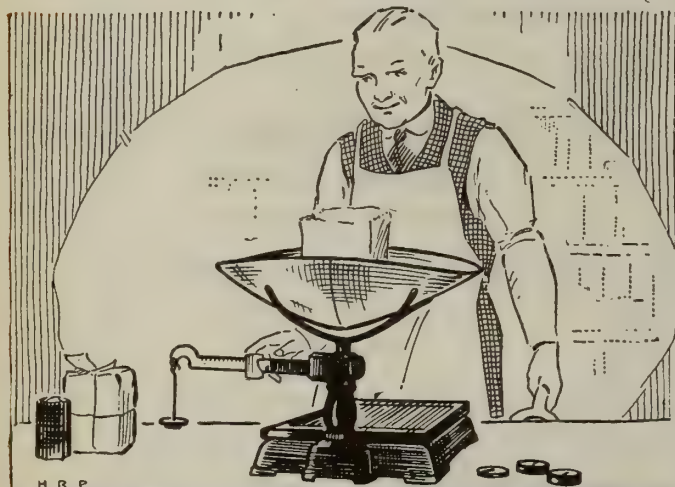
TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN



Fairbanks Scales

For over 85 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton,
Windsor, Winnipeg, Saskatoon, Calgary,
Vancouver, Victoria.

CANE'S Clothes Pins



NOT

"Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

Let's Cash in Together on Millers Falls Advertising

Millers Falls Bit Braces have been as staple in the hardware trade for forty years as sugar in a grocery store. Now we are pushing Millers Falls Bit Braces in a nation-wide consumer advertising campaign which reaches 4,000,000 men—mechanics and amateur users.

We are featuring our bit brace as "The Third Tool" for every householder—the universal boring tool that should come next after the hammer and the screw-driver in every man's tool box.

War time starts new economies. Men are making household repairs themselves to-day who used to call in a carpenter every time they had a screw to drive or a hook to put up.

Amateur users are your best tool prospects, and it pays to get after them strong. Begin by getting behind our advertising and feature our bit braces and other tools. Put Millers Falls Braces and other tools in your windows and out in the front of your store where people can see them.



Here's a counter display stand that shows the same No. 732 brace that we are featuring in our advertising. Free with a half-dozen braces. We also supply mailing slips that feature our braces and connect your store with our big advertising. Our booklet, "How to Sell More Tools," is full of money-making pointers. Free on request. Write us to-day, giving the name of your local jobber.

MILLERS FALLS COMPANY

["Toolmaker to the Master Mechanic"]

Millers Falls, Mass.

N.Y. Office, 28 Warren St.



No. 5757—The "Perfect" Patent Dutch Hoe.

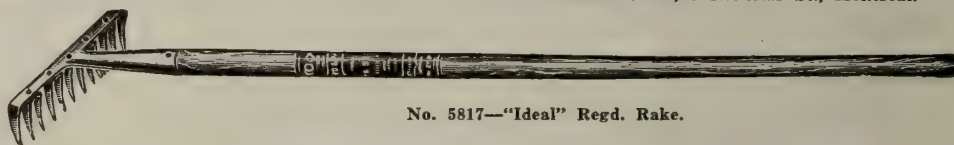


No. 5574—Weed Fork

WARD & PAYNE



No. 5552—Trowel.



No. 5817—"Ideal" Regd. Rake.

Everybody will be gardening

Food production is to be increased more than ever this year, which means greatly increased sales of garden tools to the merchants prepared. Offer your customers Ward & Payne's, the very best in Garden Tools, and collect your reward in more sales and greater profits. These are beautifully finished goods of the highest quality.

CANADIAN AGENTS.

SHERMAN F. AINSLIE, Spadina Ave., Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 Nicholas St., Montreal.

Tie Your Store to "BISHOPRIC" PRODUCTS

Tie it by sales—by quick turnovers—by profit—by mutual interests.

The steadily increasing cost of ordinary building materials and labor have steadily increased the demand for

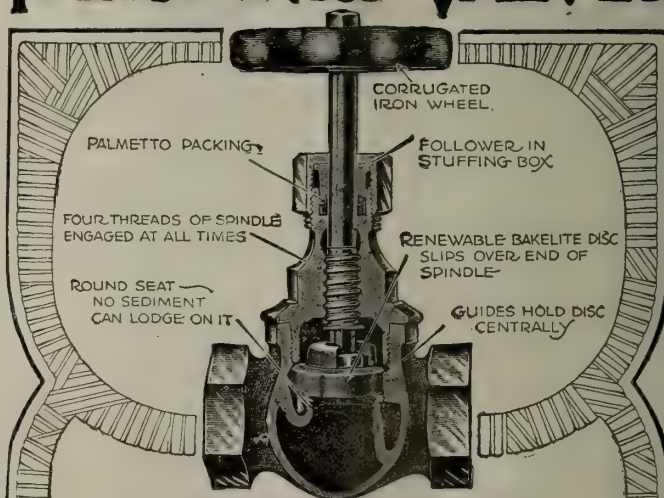
BISHOPRIC STUCCO BOARD

Because the people realize the big savings to be made by using "Bishopric Stucco Board" and "Wall Board," instead of lath, plaster, building papers and sheathing board.

Write for samples, booklets, advertising matter and other sales helps—and tie up your store with "Bishopric"

THE
Bishopric Wall Board Co., Ltd.
Ottawa, Canada

FAIRBANKS VALVES



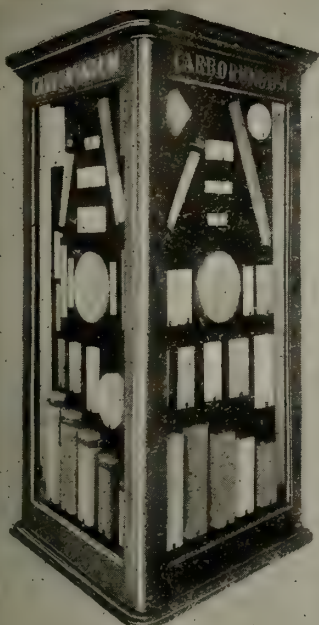
Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

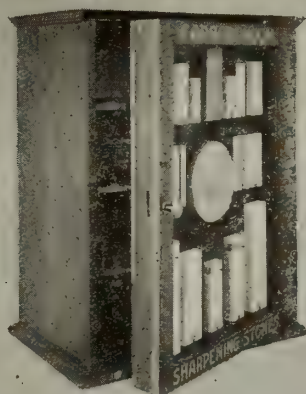
The Canadian Fairbanks-Morse Co., Limited
"Canada's Departmental House for
Mechanical Goods"

St. John, Quebec, Montreal, Ottawa,
Toronto, Hamilton, Windsor, Winnipeg,
Saskatoon, Calgary, Vancouver, Victoria.





The Triangular Display Case



The No. 7 Display Case



Razor Strop Display



The Metal Knife Sharpener Rack



The Four-Drawer Display Case

Catching the Customer's Eye with Carborundum Displays

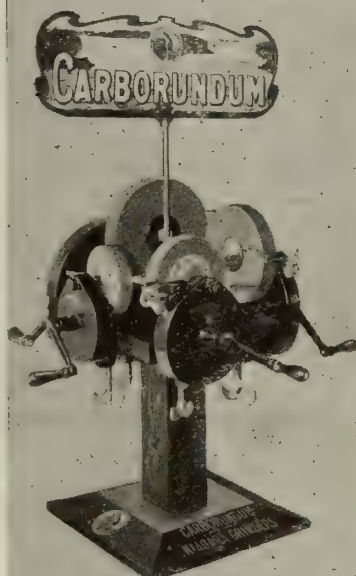
But Carborundum Displays do more than that. Hardware dealers tell us that it has been their experience that

Carborundum Displays Increase Sales

Take any of the display cases, stands or cartons shown on this page—trade stimulators every one of them. Glad to send complete description and to tell you how to get any of them without cost.

You will always be proud to find a place in your store for a Carborundum display.

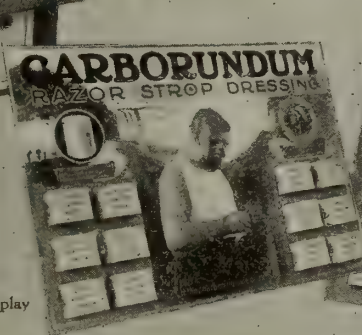
The Carborundum Company
Niagara Falls, N. Y.



Niagara Grinder Stand



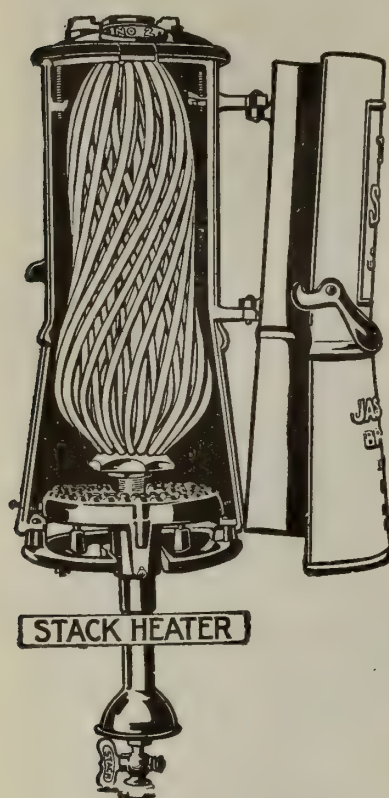
Scythe Stone Display Box



Razor Paste Metal Display



Pocket Hone Metal Display



Here's Why It's So Easy To Sell The Stack

Your Customer
Can Get
Hot Water
At Less Cost
Than With
Any Other Heater

The water in "Stack" perpendicular tubes is subjected to intense heat from the time it enters the heater until it is passed out of the coil. Small columns of water will heat much more quickly than a large coil, especially when heated from all sides. That's why the "Stack" heats water in *one minute*. Just open the heater for your next prospect. Show him *why* he's getting the *best heater on the market*.

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West - TORONTO

MENDETS
A PATENT PATCH



Why Every Dealer Should Handle Mendets

Present prices of granite ware and kitchen utensils are sky high. The value of Mendets for repairing all ware, utensils, pots and pans, makes them indispensable in every home.

You'll be asked for them—and are sure to lose sales if there are none in stock.

Your competitor has them now.

Order through your jobber.

Collette Mfg. Company
Collingwood, Ont., Canada

MADE IN CANADA

**Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools**

Write for
Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.



"Belleville" Hardware

A "Made-in-Canada" Product
Equal to the Best in
the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand.
Get our proposition.

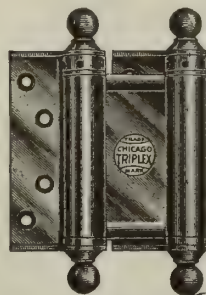
**Belleville Hardware & Lock
Mfg. Company**
BELLEVILLE ONTARIO

TRADE
CHICAGO
MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

The Economy of BT Pump Cylinders

**BT
PUMPS
Ready-
to-
Ship**

Beatty Bros.

LIMITED

Fergus, Ontario

St. John, N.B.

Montreal

Winnipeg

Edmonton

There are just 67 BT Pump Cylinders. The Ready-to-ship idea has eliminated nearly 11,000,000, and besides releasing vast quantities of metal tied up in stock, has enabled us so to concentrate on those 67 cylinders that to-day they are away ahead of anything else on the market.

The great reduction in the number of BT Cylinders has proven a boon to Dealers. By carrying a very small stock they can be prepared to meet any order immediately. They are not required to tie up a lot of money, nor are they compelled to pass up business because they haven't the right cylinder in stock.

Doing business under the BT standardized system is economical, profitable and satisfactory.

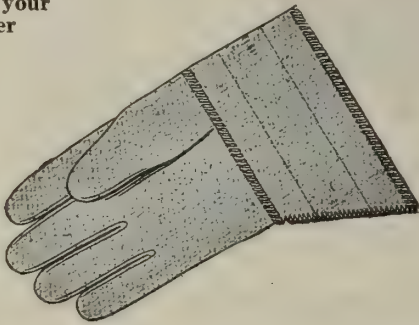
TAPATCO
REGISTERED BRAND TRADE MARK

You Can Sell Tapatco Gloves to the Men of Your Town

The Tapatco Glove is a well made, comfortable, long-wearing working glove that will give every man unlimited satisfaction.

Get this profitable extra business. Show the Tapatco line in your windows where the men will notice it. There's a Tapatco style and weight for every purpose.

Ask your
Jobber



The American Pad and Textile Co.
Chatham, Ontario

P X H
TRADE MARK

FILES

HARD AS A DIAMOND
AND
STRAIGHT AS A STRING
TWO BRANDS
ONE QUALITY—THE BEST
They Cut Faster and Wear Longer

PORT HOPE FILE MFG. CO.,
LIMITED

PORT HOPE - ONTARIO

"Ask your jobber"

IMPERIAL

TRADE MARK

If any advertisement interests you, tear it out now and place with letters to be answered.

HARVEST GLOVES COTTON GLOVES

Also a full line of Leather
Gloves and Mitts, Horse
Blankets in stock for next
season.

Fall goods arriving every day.

Order early and be certain of
your fall and winter supply.

Thos. Birkett & Son Co.
LIMITED
OTTAWA, ONTARIO

Make Money from Good Pumps---Profit

Unless a metal pump is made just
right it will leak at joints or valves.

"Aremacdee" pumps do not give
dealers who sell them
trouble and loss from
defective service in
"Aremacdee" pumps
sold customers.

Pumps for every
use—hand or motor—
force or lift—every
type a dealer can sell.



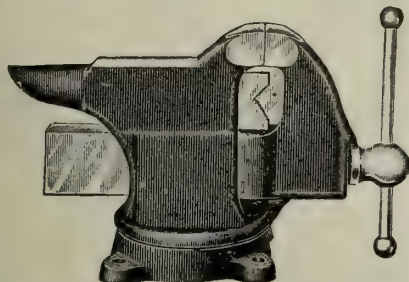
All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.

The
R. McDougall Co., LIMITED
GALT, CANADA

ROCK ISLAND

VICES

*A Type and Size
for Every Service*



No. 241---Autovise

A Combination Pipe and Anvil Vise—particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

ROCK ISLAND MFG. CO.

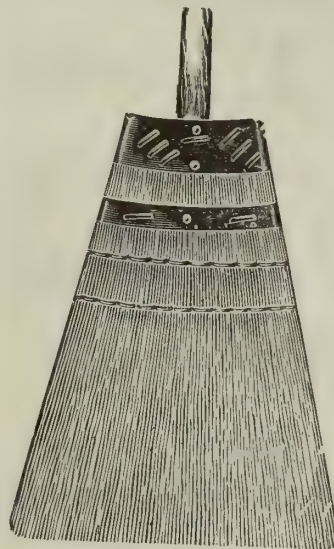
ROCK ISLAND, ILL., U.S.A.

New York
113 Chambers Street

Chicago
180 North Market Street

A Sturdy Broom

A broom that bears the "Keystone" trade-mark has always been recognized as a good broom. One of the Keystone line especially designed for factories is the



Keystone

Stapled
Metal Case

Broom

Write for prices to

STEVENS-HEPNER CO., LIMITED

Port Elgin, Ontario

Makers of the famous "Keystone" line

"We Make and Temper Our Own Steel"

SIMONDS

"The Saw Makers."

Steel used in Simonds Crescent Ground Cross-Cut Saws is made from a special quality of steel manufactured in our crucible steel mill and tempered by our own secret process. This steel gives the teeth a toughness and hardness which enables them to hold their sharp, keen cutting edge under long and severe usage. Write for Booklet.

SIMONDS CANADA SAW COMPANY, LIMITED,

St. Remi St. and Acorn Ave.,

MONTREAL, Que.

VANCOUVER, B.C. ST. JOHN, N.B.

S-1

The best way to build a big business is to sell goods that satisfy.

Simonds Crescent Ground Cross-Cut Saws

will build and keep your business big. Stock the Simonds Line.

**Simonds Canada Saw Co.
Limited**

Quotations

given on



heavy Chem- icals and Metals

Some Specialties

Red Lead
Litharge
Sheet Zinc

Castor
Oil
(Seconds)

Borax
Blue Vitriol
Glycerine

B. & S. H. THOMPSON & COMPANY LIMITED MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Co.
Exporters for American Sheet & Tin Plate Co.

The Half Circle

WENTWORTH ELL WORTH

Lawn Sprinkler



A sprinkler especially adapted for smaller lawns—throws a fine, even spray in half circle, may be moved without turning off water.

Made in brass finish, 1/2-inch hose connection. Order from your jobber or direct.

Wentworth Mfg. Co., Limited
Hamilton, Canada

When in need of Wrapping Paper Twines & Cordage

Brooms Brushes Baskets

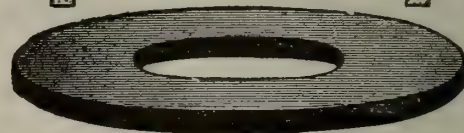
Grocers' Sundries

Walter Woods & Co.
Hamilton & Winnipeg

Wrought and Steel Plate **WASHERS** OF ALL DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Felloe
Plates; Sheared and Punched
Plates; Malleable Washers and
Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Sell Handles that are Most in Demand STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

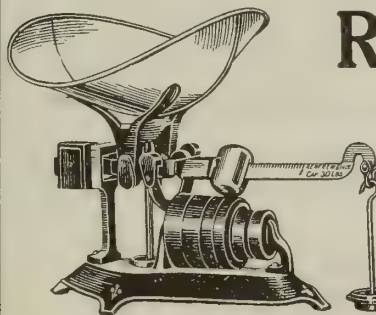
There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Stirs up Business

Precious few housewives realize the many uses of an accurate scale in the kitchen—saving losses in careless weighing at butchers and grocers—weighing produce before marketing—weighing flour and other ingredients while baking, etc., etc., etc. It is surprising what a little bit of salesmanship and displaying will accomplish in stirring up big business in Renfrew Scales! The Renfrew is compact, handy, and stands hard knocks. It doesn't get out of order and always tells the truth. A government inspector's certificate accompanies every Renfrew. These features make the Renfrew a lively seller these days. Push business with the



Renfrew

HOUSEHOLD SCALE

Capacity 1/2 oz. to 30 lbs.
Government inspector's
certificate accompanies
every scale.

Write to-day for literature
and attractive selling
proposition to

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.

Eastern Branch; Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scales, Tractors, Wood-Saws, Grain Grinders, etc.

Stanley Tools



Stanley Nail Sets and Centre Punches

"STANLEY" Nail Sets and Center Punches are made of a special grade of tool steel. They are hardened on both ends by an improved process, given an oil temper and will be found to "stand up" under the most severe conditions.

Special care has been taken in selecting the proper knurling for the shank, and the user will find that the feeling of security as to "grip" is a particular feature of "STANLEY" Nail Sets and Center Punches.

The neat and handy boxes in which they are packed make them an attractive article for counter display.

MANUFACTURED BY

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

MANUFACTURERS

SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
LIMITED

482 WELLINGTON ST. W., TORONTO

5 Queen Street, Montreal

1206 McArthur Bldg., Winnipeg

C. KLOEPFER, LIMITED

Edward Halloran, General Manager

44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL

HEAVY HARDWARE

AUTOMOBILE ACCESSORIES



Box Strapping of all Kinds

Acme Box Strapping means more business and more money to you on account of its quality. Write for prices and catalogues.

Acme Steel Goods Company of
Canada, Limited

MONTREAL

Standard Tube & Fence Co.
LIMITED

Manufacturers of

Woven Wire Fencing for Farm and Ornamental purposes, Farm and Ornamental Gates, Steel Tube Fence Posts, and a full line of fencing materials,

also

Butted and Welded, sizes
3/8" to 2", 14 to 20 gauge.

WOODSTOCK

ONTARIO

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

LACE LEATHER

in

Sides, Backs and Cut;
Raw-Hide and Tanned

W. TAYLOR

TANNER
PARRY SOUND, ONT.

Look for the full name
Russell Jennings
 stamped on the round of our
Auger Bits

The original double twist auger bit, patented by
 Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
 CHESTER, CONN., U.S.A.

JOSEPH RODGERS & SONS
 SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade



SOLE AGENTS FOR CANADA

James Hutton & Company
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A Fast Seller

Here's a Lock for
 Chevrolet Cars that

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 Inexpensive, too. Simple and
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 You'll sell one to every Chevro-
 let owner.

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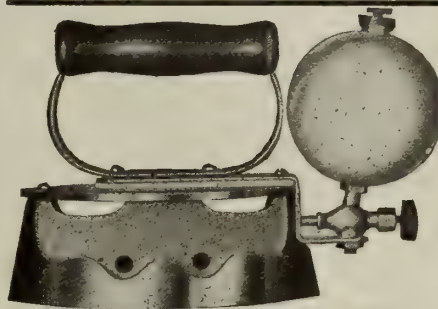
INCREASE
 Your Selling
 Capacity

HOW MUCH of the valuable time is there taken of your limited staff of salesmen by running for the purpose of change-making? It is fair to presume that one-sixth of it is necessary during busy periods when their services are most valuable, which is equivalent to one salesman's time for this purpose in an establishment where there are six salesmen employed. In other words, five salesmen can perform the duties of six when the running is eliminated.

Our Cash Carriers will do this for you, even in a more rapid and efficient manner, and at a greatly reduced cost. There also would be two persons in every transaction, viz., the salesman and cashier—each checking the other—and your money will be in the custody of one person, and in your office, where it properly belongs. Had you thought of it in this way? Our leaflet explains it more fully.

GIPE-HAZARD STORE SERVICE CO., LTD.,
 113 Sumach St., Toronto, Can.

Big Spring and Summer Seller



Every housekeeper—city or country—a likely purchaser of the

**"Comfort"
 Iron**

Makes its own gas, two-pointed, self-heating, self-cleaning. Operates easily at low cost. Looks good and makes good, guaranteed. Sells fast.

Ask your jobber for particulars or write direct.

Dept. 16.

National Stamping and Electric Works
 410-424 S. Clinton St. Chicago, Ill.

Bolts

We have a large stock of Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers, from which we can fill all orders immediately.
 Prompt Shipments. Reasonable Prices.

London Bolt & Hinge Works
 LONDON, CANADA

**YOU'LL MAKE MONEY ON THESE
 BECAUSE—**

BLACK DIAMOND Tarred Felt
JOLIETTE and CYCLONE Brands

Sheathings, Roofings and all lines of Building Paper are of the best material and sure to secure repeat orders.

Saves money for your customers. They'll reciprocate—by giving you their business in other lines. We also sell you wrapping papers of all descriptions.

All kinds of Sheathing made at our own mills.

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The Oribo Mfg. Co., Limited, Winnipeg, is our Sole Selling Agent for the Northwest Provinces



White MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use — often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.

White Mop Wringer Co.
FULTONVILLE
N.Y.

**WILLIAMS' SUPERIOR
DROP-FORGED WRENCHES**
For all Purposes



We have been making drop-forged Wrenches for nearly half a century and now carry in stock about 1,000 sizes in 40 patterns.

When ordering specify "Williams' Wrenches" and get superior quality.

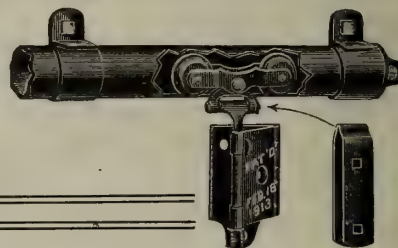
J. H. WILLIAMS & CO.
"The Wrench People"

The A. G. Low Co., Ltd.,
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Agents for Manitoba, Saskatchewan,
Alberta and British Columbia.

General Offices:
30 Richards St.
Brooklyn, N.Y.

Just a Round Track

---no grooves to hold water or dirt---
self draining, self-cleaning, no side-
scraping.



These are some of the qualifications of the Allith Round Track used with the

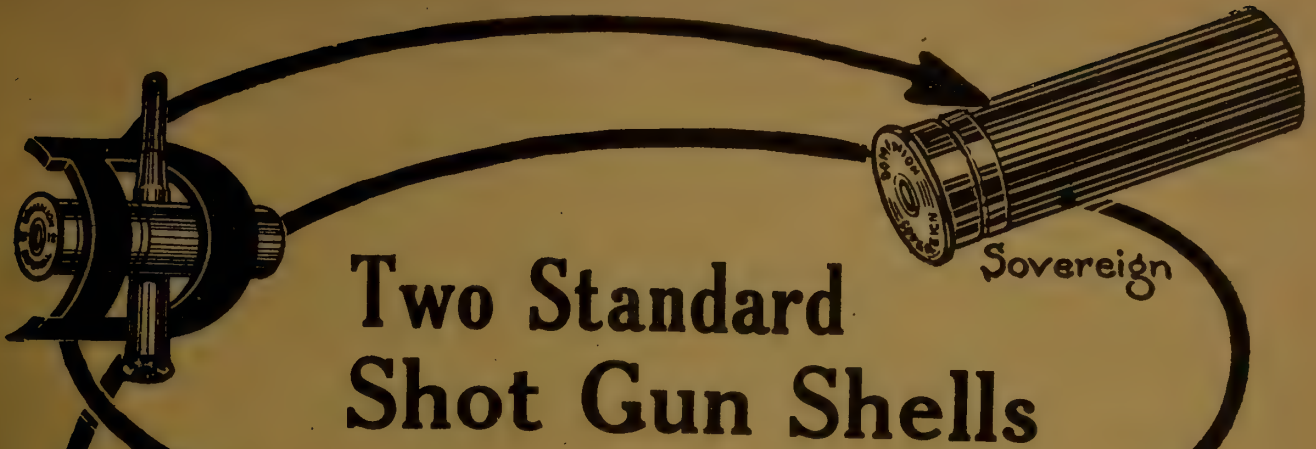
ALLITH TROLLEY DOOR HANGER

Shown in the above illustration

It is simple to instal, operates easily and never gets out of order. These are very necessary qualifications in a Door Hanger used around the farm. The Allith line of Trolley Hangers is most complete—a style to meet every call you can have.

Get in touch with us to-day re the extensiveness of our range. Prices are right.

Allith Manufacturing Company Limited
HAMILTON, CANADA



Two Standard Shot Gun Shells

The sportsmen—trapshooters and hunters—who stand at your counter know the superior qualities of

Sovereign and Regal *Shot Gun Shells*

The double assurance of strong, safe casings, due to the knurled base and the steel reinforced head in both the Sovereign and Regal are points that interest your sportsman customer. Care in loading — well seated wads — the large Dominion 3B primer all help to develop the

Speed—Pattern—Penetration

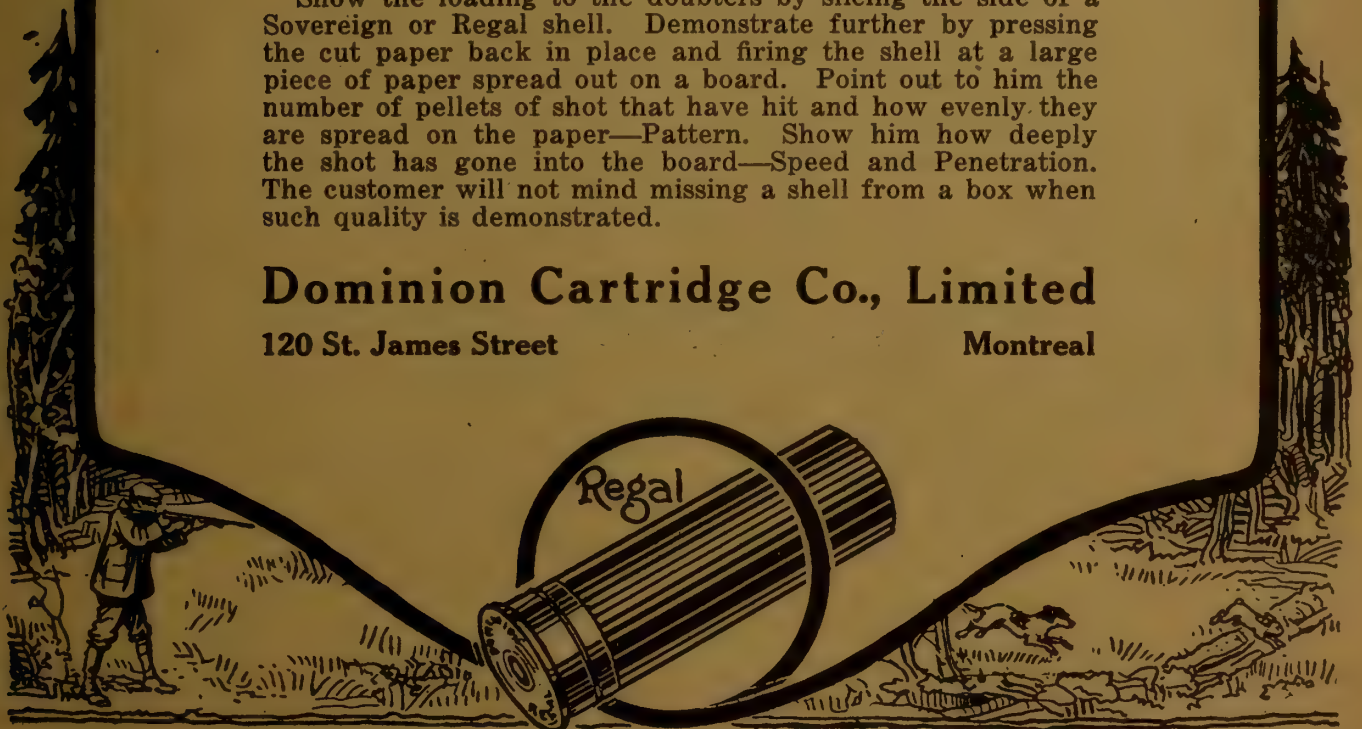
that have meant so many successful days for Dominion users —your customers.

Show the loading to the doubters by slicing the side of a Sovereign or Regal shell. Demonstrate further by pressing the cut paper back in place and firing the shell at a large piece of paper spread out on a board. Point out to him the number of pellets of shot that have hit and how evenly they are spread on the paper—Pattern. Show him how deeply the shot has gone into the board—Speed and Penetration. The customer will not mind missing a shell from a box when such quality is demonstrated.

Dominion Cartridge Co., Limited

120 St. James Street

Montreal





This symbol, on any rubber product, is a warranty for quality and service. Behind it is an organization that has been manufacturing rubber goods for more than half a century. It is a guarantee that the product will stand up under the most trying conditions and that its service is easily the best to be had.

The best way to prove our statement is to put our products to the test. One of our service branches is within your reach. Get in touch with that branch and find out for yourself how well we can serve you and those you wish to serve.

*Everything in Rubber,
"Made in Canada."*

Canadian Consolidated Rubber Co. Limited

HEAD OFFICE - MONTREAL

Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver and Victoria.

"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX.

TORONTO, JULY 27, 1918

No 30

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THE MACLEAN PUBLISHING COMPANY, LIMITED

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STANLEY GARAGE HARDWARE

IT is to your own and your customer's advantage to stock Stanley Garage Hardware, which satisfies **every** garage requirement and satisfies it perfectly. Stanley Products are well and **favorably known**, they are in **steady demand** and net you a **substantial profit**.

Whether it is the Stanley Garage Door Holder No. 1774 (which prevents the swinging door from crashing into the car that is entering or leaving) or Stanley Butts, Bolts, Hinges, Latches or Pulls, the Stanley trade-mark is the guarantee that this hardware will give continuous service, satisfactory in every way.



Doors Closed

Stanley Garage Door Holder
Partly Open

Wide Open

Stanley Hinge
No. 1456Latch Set
No. 1264J

If you have not stocked Stanley Garage Hardware, it will pay you to do so. To-day write for our interesting booklet on "Selling More Stanley Garage Hardware." It is free on request.

The Stanley Works

New Britain,

Conn., U.S.A.

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinrold Box Strapping, and Cold Rolled Strip Steel.
Stanley Garage Hardware is adaptable for factory and mill use.

Canadian Representative:

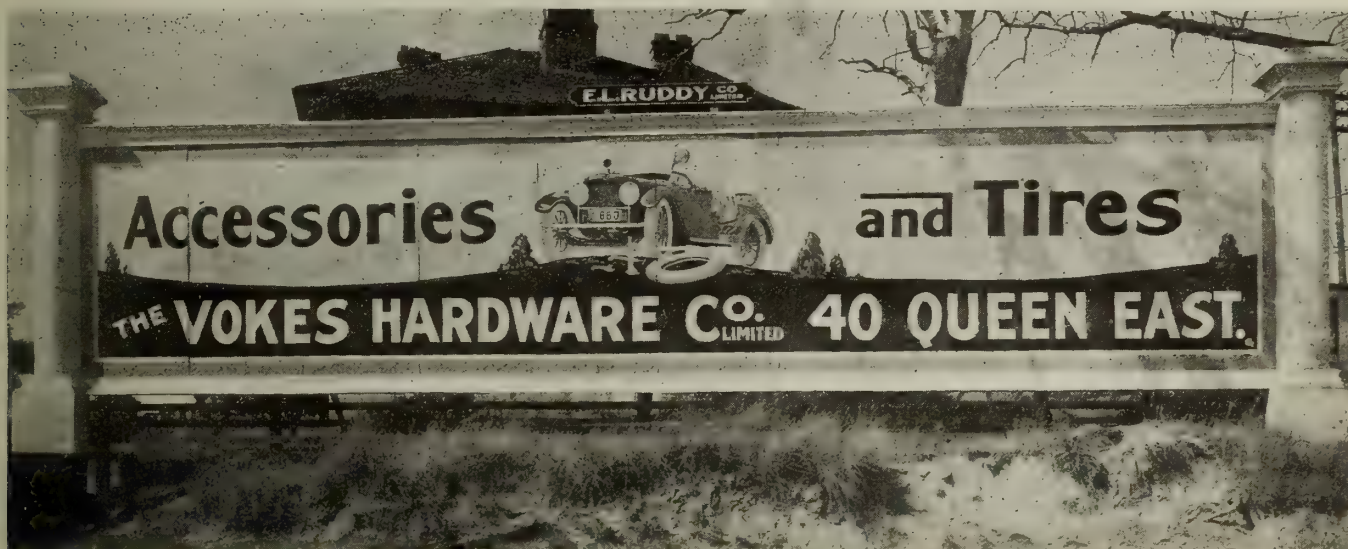
A. MACFARLANE & COMPANY, Coristine Building, Montreal

Heavy Cremone Bolt
No. 1052



After Accessory Trade with Billboards

The Vokes Hardware Company, Limited, Putting on Energetic Campaign in Interest of Auto Accessory Department—Handling Line Only Two Months and Report Very Gratifying Trade—Issue Catalogue and Do Newspaper Advertising



A large and attractive bill board at Sunnyside erected by the Vokes Hardware Co. of 40 Queen St. East. Several of these signs have been placed by the firm at prominent points to advertise their auto accessories and tires.

THE Vokes Hardware Co. Ltd., 40 Queen East, Toronto, is making an energetic bid for the auto accessory trade through the use of billboards and other means of advertising. In the near future they will have five large signs in various parts of the city of Toronto, and expect to extend the number to perhaps fifteen in the not distant future. Although it is only a trifle over two months since this firm has started to sell auto accessories, the success has been sufficient to make the management enthusiastic over the possibilities of the department. The billboard campaign is part of their general advertising scheme which embraces store and window display, newspaper advertising, circular advertising and the services of expert salesmen.

Billboards at Strategic Points

One of the first signs to be erected for the company was at the corner of Queen and York Streets, Toronto, in a location that will catch the eye of motorists as they turn from University Avenue into Queen Street in the journey downtown. University Avenue is a

much used thoroughfare for automobiles as it leads direct to the Parliament Buildings and to Queen's Park. This sign is 35 feet in length by 10 feet in height, and is painted in striking colors.—blue, red, yellow and white. It reads "Accessories and Tires. The Vokes Hardware Co. Ltd., 40 Queen East." A picture of an automobile in colors gives it a realistic touch. Another one of the signs is to be placed at Sunnyside, where the travellers on the Hamilton-Toronto Highway cannot help but see it. All city roads converge on that point, for those who intend to make use of the highway. On fine days there is one steady string of automobiles, and the value of the location by reason of its strategic position is undoubtedly great.

This sign at Sunnyside is to be placed near the ground, and will be some 50 feet in length by 15 feet in height. It will be painted in striking colors, and can hardly help but catch the eye of the automobile owner who eddies to and fro from the highway.

Other Signs on Main Roads

Still another sign is to be placed at

the junction of the Metropolitan car line and the Toronto city lines on Yonge Street in North Toronto. Other signs are to be placed on the main thoroughfares leading into the centre of the city.

The Vokes Hardware Co. Limited considers this a good way to get the business started well from the beginning. With signboards placed at certain strategic points along the much-travelled lines, the attention of passers-by, who are prospective buyers, is arrested.

Newspaper Advertising as Well

But the advertising efforts of this company are not confined to the signboards, which are excellent in themselves. A newspaper advertising campaign is also being carried on through the medium of the Toronto dailies and weeklies. Their advertisement appears once each week on Saturday morning and occupies a good sized space. It is well-illustrated with cuts and quotes prices on various lines. Their newspaper advertising so far has not been directed with a view to interesting auto owners in new products. Some of the standard and well known lines have been



Interior of the Auto Accessory Department of the Vokes Hardware Co., showing how completely it is equipped with every line required by car owners.

illustrated with a view to letting the people know that they are handling the lines. Later on the lines that are not quite as well known will be taken up in turn. But at present they have deemed it advisable to call attention to some of the lines that every motorist is acquainted with. In this way they are linking up their concern with articles that are already well known, and which perhaps do not require the same amount of advertising in order that they shall be brought to the attention of the consumers.

Circulars are also made a part of the advertising scheme. At present these are being issued in the form of blotters and other advertising specialties, which will be distributed to customers and prospective customers when they enter the store as well as through the mails.

Separate Store Given Over

A separate store is given over to the display of automobile accessories. This store adjoins the regular hardware store and is located immediately to the east. It is sufficiently large to carry a good display and assortment of all lines of accessories, occupying two storeys and basement. The windows of the store are given up exclusively to a display of motor accessories and frequent displays will be made therein. This will keep the interest in their line alive. While the representative of **HARDWARE AND METAL** was in the store, it was an interesting point to observe the number

of passers-by who were interested in the display as compared with the adjoining window display of regular hardware lines. The interest was much in favor of the auto accessory window.

Expert salesmen are in charge who have a thorough knowledge of auto accessory lines, and will devote their time exclusively to that department. The salesmanship of auto accessories is greatly facilitated by having a man in charge who knows various lines of goods. This is a knowledge that can be acquired by hardwaremen through a study of the various lines as they add them to their stock. Those who have cars of their own will come to acquire first-hand knowledge through the use of some of the lines which they handle.

Issue Catalogue

The Vokes Hardware Co. Ltd., have now in printer's hands a catalogue which shows their complete range of accessory lines. It is their purpose to handle accessories in a wholesale way as well as retail. Their catalogue will be well illustrated and will contain complete details respecting the various lines handled by them. This again, is part of the advertising scheme formulated by this company.

Taking all in all, their method of getting after the accessory business is quite comprehensive, and already the results are beginning to show in the business that is being developed.

Enthusiastic Over Accessories

"We are very much gratified over the success that has attended our efforts in the accessory line thus far," stated Oliver Vokes, manager of the Vokes Hardware Co., Limited, to a representative of **HARDWARE AND METAL**. "We are of the opinion that it is a promising line for the hardware merchant to handle, and that belief has been sufficient to induce us to start handling accessories and tires. Our advertising campaign embraces a fairly good appropriation in order to get the department started right. We are going into the line quite extensively, and for that reason we have deemed it best to make an energetic bid for trade from the start."

No Shortage of Goods

"There has been no shortage of automobile accessory lines. Our greatest difficulty has been one of transportation. Manufacturers have been in a position to accept all orders that were placed. There has apparently been no shortage of raw materials with them thus far. But the difficulty in getting goods starts after the goods have been shipped by the manufacturers. Railways and express companies are unable to make delivery except only after long delay. We have had goods on order for some months which only arrived recently. Where we wanted quick delivery of certain lines we have had to resort to express and mails."

Honorable Mention Sales Methods

Ideas That Have Been Used in Actual Practice and Found Effective by Hardware Salesmen—Contestants in Recent Competition Conducted by "Hardware and Metal"

FOLLOWING are some of the Sales Methods Submitted in HARDWARE AND METAL'S Recent Contest for Best Selling Methods of Some Particular Line of Goods. All of the Methods here given were awarded honorable mention by the judges.

Sold Two Washing Machines Per Week

By D. MacDonald, with Long & Wilson, Walkerville, Ont.

My average sales for water-power washing machines for the past six months has been two machines per week. The price of machine—twenty dollars—which price we consider good considering the competition which we have in this vicinity, and considering the fact that our price is equal to that received by many, and more than that received by some.

I believe that every salesman should have a selling plan in order to enjoy a large sale of a certain article. In the plan should be considered the article, methods of manufacturing, advertising, selling points, the exclusive features of article, attracting attention, creating interest, conviction, and closing sale.

The article in this instance, the water power washer, has a tub which is made of white cedar. This white cedar is considered the most durable wood for washers. The motor of this washer is made of brass, and is guaranteed for a term of three years. The rubbing board is a special feature, being constructed in such a way that the finest of clothes can be washed by this machine without being torn or destroyed in any way.

Makers of this machine have made machines for many years. They employ expert workmen. Their factories are up-to-date. They have the facilities for the turning out of this splendid machine at a reasonable cost and at a price within the means of the workingman.

In advertising the newspaper ad. and the picture slides help, but I find that

the window display showing the washer in motion attracts the greatest attention. The passer-by is interested in the display. He stops and looks and upon entering the store he sees a goodly display of these washers with special cards attached, enumerating the good points of the washer. Interest is created. Booklets are given to explain the make and service of the machine.

In cases where the above do not appear to create an interest oftentimes a chance remark as to the "horrors of wash day," or perhaps a chance reference to the number of machines we are selling—these methods will gain the confidence of many. Soon we are hearing about the trouble they have about getting their washing done—help so scarce—so hard on the clothes to send them out to a laundry, etc. Their troubles are truly many.

Now we remember that their needs are to be considered. They are to be suited but we feel confident that a machine is just what they need. Now I begin my campaign. Now is my chance and I improve it by entering at once on my selling talk. I explain the machine. I tell my customer that the wood used in the construction is of white cedar and the best which could be used for the purpose, for it is the most durable. The motor is guaranteed. The rubbing board does not tear the finest of fabrics. I enlarge on this particular feature of the machine until my customer realizes that it is the best on the market. Then I show the working of the machine and gradually the customer's interest is displaced by his or her desire to have just this particular machine.

Now to bring action in closing the sale I emphasize the service the machine will give. I enlarge on the work which will be taken off the one who has the washing to do. Then summing up the time, the money, the clothes and the labor saved I find this much more practical than the spending of additional time explaining more fully the manufacture of the article. Oftentimes testimonials or a list of satisfied customers which I keep at hand make a strong appeal, particularly so should the prospect know one of the satisfied customers—and in this way a sale is landed without much difficulty. Last of all I tell them that the washer can be returned after a fair trial if it does not prove entirely satisfactory. It is seldom that it is returned, but the more cautious customer, as a rule, prefers to make such a condition; but we find that once it has been tried out it is so much appreciated that instead of being returned it is kept and recommended to others.

Talks Advantages of Properly Heated Air

By John E. Meyer, Ayton, Ont.

When a customer calls to inquire the price of installing a certain kind of hot air heating system, I first get him convinced that the furnace we handle is just a little better than most other makes by pointing out to him the straight-fire pot, which does not accumulate dead ashes to keep heat from penetrating through pot. Then I call his attention to the large radiating surface of radiator, and the extra large space between radiator which allows a large volume of cold air to pass through and become heated. I also make sure to impress on him that the fire travels in this particular furnace so many feet farther before entering into the smoke pipe than other makes, thereby avoiding all possible waste of heat. Then I also go into a lot of minor details.

When he is ready to leave I have him convinced that the heater which I had demonstrated to him is just the furnace that he requires for his house, and he asks me to come out and figure on the job. I go out in the course of a week or two, and on arrival I get talking to his wife, and learn that Mr. Opposition has been out ahead of me, and figured on the job also "very well." I first draw a rough plan of inside of house, determine the exact size and location of hot air registers in every room, figuring the amount of cubic feet to be heated, making ample allowance for exposed walls and glass surface. I then put in as much cold air as I'm taking out hot air, and take some out of every room that I'm heating if at all possible.

When I give him my price he tells me that the other man is perhaps \$50 cheaper. It's up to me then to explain the difference. I show him that the heating system that we will install for him is easily worth the \$50 more as we do not intend to force burnt air up to his rooms, but that it will be the cold air taken out of his rooms passed down through the furnace warmed and then returned back to the room purified and warmed. By this method he will almost cut his fuel bill in half and instead of having stuffy burnt air in his rooms he will have a nice warm humid air throughout his house on the coldest winter day. When he considers the extra cost of fuel for other systems he pays the difference of the cheaper job the first winter, and every winter after that also. These points I press on him, and before leaving I invariably land the job.

(Continued on next page)

Compared Cost of Coal With Oil Stove

By Percy H. Butler, with W. H. Thorne & Co., Ltd., St. John, N.B.

I have never known the following argument to fail in selling an oil cook stove. The great increase in price of these goods frequently kills the desire to purchase, and unless the customer is handled carefully, no sale results.

My customer says "Show me your oil stoves." While the stoves are being looked over I give a list of the different sizes made, where made, and the advantages of our stoves over other makes. I then ask how many there are in the prospective customer's family, and advise which size stove is most suitable for their particular requirements. Then comes the question of price, the usual groan from customer, and "Thank you, I will call again."

"Do you mind telling me how much coal you use per month?" is my question. The answers vary from half to a ton per month, the case I have in mind was "a ton of soft coal per month."

This is the opening for the argument that clinches the sale every time. "Ten dollars a month for coal, three months coal buys this oil stove, and it only costs three-fifty a month to keep it supplied with oil. No ashes, no dirt in your kitchen, and you don't have the worry of having to order your fuel a month or more before you need it, nor do you have to listen to the music (?) of the shovel scraping on the bottom of an empty coal bin."

I then give the names of two or three well known people who have purchased stoves from me and give their experiences.

The customer usually says: "Send me this one as soon as you can." I have sold six large oil stoves in one day by using the above argument, and have had many sales to customers who have gone home to figure it out for themselves and have returned the next day to purchase.

MOTOR ACCESSORY WINDOW CONTEST

Owing to the postal employees' strike which to a great extent paralyzed the system for three days early this week, a number of photographs entered in the "Motor Accessory Window Display Contest" and mailed on July 20 have not arrived in sufficient time to enable the judges to make decisions in time for announcement in this week's issue. Prize winners will, therefore, be announced in next issue. We naturally regret postponement of the announcement for one week, but in fairness to all contestants, and owing to the non-arrival of some entries through no fault of either contestants or ourselves, it is obvious that a postponement is the only fair way in which to handle the matter.—Editor.

Landed Plumbing Contract for \$500

By Francis J. McIntyre, with J. McIntyre, Whitby, Ont.

In the early spring our store received an order for a repair to an expansion tank in the country. To hasten things I took a man to the work in a car. As

the tank happened to be in the bathroom it gave me an opportunity to look it over. On opening one of the basin taps I found that the waste barely ran away and seemed to come up in the bath tub, which of course indicated something wrong under the floor.

I was aware that the house justified a more up-to-date bathroom and took this opportunity to make it known. At the time, the master of the house was in poor health and I therefore summoned his wife to see what I had revealed. I pointed out the unsanitary condition which surely must be under the floor and reminded them that the sick condition of the husband might be traced to this, and urged them to have the bad condition righted at once. I saw at once they were deeply interested and took to heart what I said, and immediately after the man completed the job of mending the expansion tank I made haste for the store for catalogue, prices and literature.

On my return I suggested to them a line of bath fixtures that were thoroughly up-to-date and immediately wrote out a specification and price on a new equipment with a small allowance for the old fixtures. After a discussion on the price succeeded in receiving the signature to my tender, which reached slightly under \$500.

I have always found that courtesy is the one great asset that makes the successful salesman and to prove this I will add a little to my plumbing story.

After I had finished with my customer on the question of plumbing I made a remark on the beautiful home which they had and as a result received an invitation to go through it. I was escorted through large rooms to a beautiful verandah which was only marred

(Continued on page 45.)

Current News in Photograph—No. 29



AIR PILLS FOR THE KAISER

IN the French aero camps on the west front to-day the scene shown in the picture is a common sight. French soldiers are handling and preparing huge aerial torpedoes that are sent up with the fliers to be dropped on the German bases that were constructed along the new German front.

Quick Working Bankruptcy Act Needed

Former Secretary of the Canadian Credit Men's Association Supports the Legislation Proposed by S. W. Jacobs, of Montreal, as Effective, Economical and Far-reaching

THOMAS W. LEARIE, former secretary of the Canadian Credit Men's Association in the following article discusses from the viewpoint of commercial manufacturers the proposed Dominion Bankruptcy Act. He deals especially with alleged defects as outlined in an article in a recent issue of *Industrial Canada*, by H. Macdonald, and shows that Government statistics prove that the United States Bankruptcy Act has been very largely an utter failure from the standpoint of returns to the creditors. Canadian business men, he declares, do not want the handling of all bankruptcy proceedings placed under the jurisdiction of an individual, a commission

or a court as the legal processes involved are too complicated and expensive. Under this system the cost would fall upon the creditors. What is needed, he argues, is a bankruptcy act which will provide uniform legislation throughout the Dominion, free from the red tape and delays incident to official procedure, prompt and operative at a minimum cost.

He expresses the opinion that the bill introduced by S. W. Jacobs, K.C., of Montreal, at the last session of Parliament is the most simple and effective piece of legislation yet proposed to cover the requirements of Canadian firms.

MANY Canadian manufacturers, especially commercial manufacturers as differentiated from those engaged in industrial operations, interested in the passage of a Bankruptcy Act for Canada, and having some knowledge of the bill introduced at the last session of the Dominion Parliament by S. W. Jacobs, K.C., of Montreal, were surprised to a considerable degree at the article which recently appeared in *Industrial Canada*, from the pen of Mr. H. Macdonald under the caption of "Proposed Dominion Bankruptcy Act Defects."

To manufacturers, wholesalers and retailers not acquainted with the writer of the article in question, it is desirable to state that Mr. Macdonald is the secretary of the Toronto branch of the Canadian Manufacturers' Association, and at present, during the absence of the general secretary of the association, G. M. Murray, at Ottawa in connection with war work, is acting in his stead.

Peculiar Viewpoint

Mr. Macdonald is a Scotsman, and derived his knowledge of both business and bankruptcy proceedings very largely in the Old Country. Naturally, though, having adapted himself to Canadian ways, he seems to us to have a point of view on bankruptcy not wholly true from the standpoint of Canadian business, and through his article is endeavoring to create a favorable aspect for it that is neither in the interests of nor in accord with Canadian business requirements.

As Mr. Macdonald says in opening his article the Canadian Manufacturers' Association has in the past five years placed itself on record as favoring the general provision of a Bankruptcy Act—without committing itself to any details. In that same period there has existed a reasonable need for such a measure as would bring uniformity in insolvency practice throughout Canada. The fact that the Canadian Manufacturers' Asso-

ciation (which, to our mind, represents the industrial manufacturers of Canada rather than those who are manufacturing and selling to the retail trade direct) has not felt it incumbent upon itself to go further than endorse a bankruptcy act in the abstract, rather than develop it in the form of a definite bill, is an evidence that those whom the organization represents are not vitally interested, but only indifferently so, in such a measure. Consequently any discussion of a bankruptcy act should aim at reaching those who will be most affected by its provisions. We believe these to be manufacturers who sell direct to the retail trade and wholesalers and retailers.

Not Well Represented

That the Canadian Manufacturers' Association does not represent the commercial manufacturers as it should, nor hold any brief for wholesalers or retailers, is obviously one reason why the writer of the article does not show a true understanding of Canadian commercial requirements in a bankruptcy act.

Great Britain and the United States are outstanding exponents of the operations of bankruptcy bills. That they are successful in the truest sense of the term is open to some considerable question, and it is absolutely true that there is a growing body of opposition to the Bankruptcy Act of the United States and for the reasons which we hereinafter show.

Canadian Experience Unfortunate

Canadian experience in bankruptcy legislation has been most unfortunate and our commercial interests of the late 70's were so entirely dissatisfied with the Bankruptcy Act which was then in force that they secured its repeal in 1880—the main reasons for the repeal being that it was administered to the entire dissatisfaction of creditors and

with great cost and expense and consequent loss to them.

Since that time the liquidation of insolvent estates has been conducted through the medium of assignment acts passed by each of the different provinces. Without entering into any discussion as to the merits of these different enactments, we believe that it is within the truth to say that the Assignment Act of the Province of Ontario stands to-day as a piece of insolvency legislation unexcelled anywhere for equity, promptness and cheapness in cost of operation and freedom from the annoyances of court procedure and red tape.

Bill Must Meet Our Needs

Mr. Macdonald's contention that British precedent is the natural and proper tendency to be followed in the preparation of a Canadian bankruptcy law is correct, but we conceive it to be a reasonable deduction that it should be followed as guiding in principle only and not as a hard and fast form for concrete adoption. The British bankruptcy law may be the best form of such legislation possible for the United Kingdom, but in a country of the length and breadth of Canada with such a scattered population as we have, we doubt whether the Act in force there or a general adoption of its features *in toto* would be for our benefit. We speak of the British Bankruptcy Act with temerity, having a very limited general knowledge of its terms, but as the United States law is framed on the same basis, we are applying their experience to our needs in making this statement.

U. S. Bankruptcy Administration Criticized

At the present time there is considerable agitation among business interests in the United States in opposition to their bankruptcy law. It is meeting with a great deal of criticism and almost entirely for the reason that it in-

volves too much court procedure and legal representation, with consequent heavy costs and unreasonable delays; and in view of claims having been entrusted to a certain class of solicitors there have cropped up many unfair practices which have raised the ire of creditors all over the country.

The National Association of Credit Men, while favorable to the United States Bankruptcy Act and strong for its retention, admits that its administration through its stipulated processes in the hands of official authority has very largely been an utter failure and a bitter disappointment from the standpoint of financial returns to creditors.

That there exists a basis for this attitude is apparent when one looks into the United States Governmental reports on bankruptcy. We submit the following facts from the returns made to that Government in 1911-12-13, and that they will prove interesting reading to Canadian manufacturers, wholesalers and retailers alike we have not the slightest doubt.

Some Government Statistics

In 1911 the total liabilities in all cases of voluntary and involuntary bankruptcy in the United States amounted to \$165,014,725. The value of the accumulated assets coming into the hands of the courts is not given but the amount realized thereon was \$33,501,672. Our Canadian experience is that in most estates the original assets would be equivalent to at least ninety per cent. of the total liabilities so that the realization by bankruptcy officials was not better than approximately twenty-five per cent. of inventory value. Of the amount realized, secured creditors got their claims in full \$8,256,918, and unsecured creditors got \$18,676,784 on their direct liability of \$156,757,807. To administer the amount realized the officials received as commissions: Attorneys' fees, etc., the sum of \$3,129,844, and in addition spent \$3,086,022, on other costs, or a total expense of \$6,215,866, about one-third the amount paid to unsecured creditors. In Canadian experience the cost of administering estates to-day hovers between ten and twenty per cent., and the latter figure is rarely ever reached except in exceptional cases, while in this record the average is twenty per cent.

In 1912, the United States reports of bankruptcy show total liabilities of \$170,153,496, and the amount realized from assets for distribution, \$38,554,009. Secured creditors got \$8,683,868, in cash, and \$6,748,176 in property which the courts did not handle, but allowed. The unsecured creditors got \$16,248,647 on \$154,721,512 worth of direct liability. Court officials got in commissions, attorneys' fees, etc., \$3,503,888, or better than twenty per cent. of unsecured creditors' dividends, and in addition spent \$3,369,575 in costs of handling, or a total of \$6,873,463 to administer and distribute \$38,554,099, better than forty per cent. of the amount the unsecured creditors got, or approximately twenty-one per cent. of the actual cash handled.

In 1913 their Governmental returns

showed liabilities in bankruptcy of \$227,083,214. From the assets the officials realized \$52,571,396. The secured creditors got \$13,728,612 in cash and \$13,112,406 in property, which officials did not administer, while the unsecured creditors got \$15,964,336, leaving the tremendous sum of \$184,277,860 to be written off to bad debts. The court officials and attorneys got commissions, fees, etc., aggregating \$5,009,114, or almost one-third of the amount the general creditors got, and in addition spent another \$4,756,913 in administrative costs or a total expense in handling assets which realized \$52,571,396, of \$9,766,027, over 60 per cent. of the amount paid the unsecured creditors, or approximately twenty-five per cent. of the actual cash handled.

Canadian readers interested in any system of bankruptcy will realize from these figures something of the burden they might have to bear were Mr. Macdonald's particular form of enactment made law in this country, but the Jacobs bill is framed on the basis of the elimination of excessive court costs and obviates largely any such expense.

Brief History of the Jacobs Bill

The Act which has been sponsored by Mr. Jacobs for Canada is substantially a bill drawn up by Mr. H. P. Grundy of the law firm of Pitblado, Hoskins & Grundy Co., Winnipeg. This bill, which was drafted at the request of the Canadian Credit Men's Association, was submitted to several revising solicitors, notably A. C. McMaster, K.C., of McMaster, Montgomery, Fluery Co., Toronto, E. J. Jackson of MacKenzie Brown & Co. of Regina, and others. Its provisions and terms as outlined by Mr. Grundy and others in a series of addresses before various trade and commercial bodies throughout Canada secured for it strong endorsement and commendation, among such being the Manitoba branch of the Canadian Manufacturers' Association. Mr. Jacobs found it to embody what in his opinions were the essential things to a desirable act for Canada, and especially is this so when it is borne in mind that the Government was intensely opposed to the introduction of any bill which necessitated the establishment of new courts or a new judiciary in Canada. Furthermore, the special committee appointed by the House of Commons to study the measure after its introduction, have reported it, with but comparatively few changes from the original and these of a very minor character, and none along the line which Mr. Macdonald favors.

Proposed Amendments and Revisions

Mr. Macdonald's contentions in respect to the proposed bill are that it should be amended and revised to embrace the following features:

1. The Act ought to provide for a central head responsible for the more important features of administration.

2. There should be a central office in which records should be filed and to which recourse would be had for information.

3. Provision should be made whereby the central office could influence, if not control, the policy to be pursued throughout Canada in the matter of the discharge of bankrupts.

4. It should be one of the functions of the central office to give advice, more or less informally to trustees in the administration of estates.

5. The auditing of accounts of all estates should be finally checked up by the central office and the discharge of trustees regulated.

6. The question of to what extent judges or judicial officers should be subject to the central officers could be left open. An analogy is to be found in the functions of the "Official Guardian in Ontario."

7. If the judges of the present Provincial Courts are to be utilized they should be specifically designated and accredited by the Dominion as in the case of the Admiralty Judges.

8. The Registrars and other officials should also be specially designated by and responsible to Dominion authority.

Substantially this means that Mr. Macdonald would place the handling of all bankruptcy proceedings in Canada under the jurisdiction of an individual, a commission, or a court to be established for the purpose of handling it. That all proceedings would be by "court or official order" and therefore under the complete control and direction of the official fraternity.

Canadian Business Opposed

We do not believe that that is what the business men of Canada want. We believe that to this proposition the commercial interests of this country are unalterably opposed. Most Canadian manufacturers and wholesalers who have had their eye teeth cut on the court procedure of the Insolvency Law of the Province of Quebec or under the terms of the Dominion Winding-up Act know a good deal of the workings of court procedure and more of the costs and vexations attendant upon such control of liquidation proceedings than they care to remember.

We most heartily concur with Mr. Macdonald's argument that the important things in connection with any system of bankruptcy are (1) the administration of the estate, and (2) the discharge of the bankrupt. Of these, the first is very much the more vital in that what the creditors get and what the bankrupt may have left are entirely dependent upon it.

Let Creditors Administer

Following Mr. Macdonald's argument, he sets up the contention that in order to secure the best administration, it is necessary to create a central controlling office or Bankruptcy Court or Bankruptcy Commission with officials for the purpose of handling bankruptcy proceedings. Our contention is that the parties best qualified to administer the estate are those most vitally interested in it, and right there we are confronted with the fact that the creditors are usually the most vitally interested. Why,

then, take out of their hands the right of administration, which right they have under the bill introduced by Mr. Jacobs, and place it entirely in the hands of official authority officially controlled?

Simplicity of Procedure Essential to True Success

Mr. Jacobs' bill provides for the utilization of existing courts in each province to deal with the original petition for bankruptcy proceedings. After the courts have adjudicated upon the question as to whether or not the debtor is a bankrupt and have so determined him, the estate then passes into the control of the creditors and is administered under the direction of the inspectors chosen by them through the assignee or receiver (who is likewise the choice of the creditors), in a manner similar to the present procedure under the Ontario Assignments Act. After the estate has been realized upon, the proposed bill provides that the costs and charges, which for the benefit of creditor and debtor alike have been scrutinized by interested inspectors, shall be submitted to the appointed judge of the local provincial court for his approval, and that he shall likewise decide upon the right of a bankrupt to the benefits of a discharge, basing his decision upon a report to be furnished by the trustee or receiver.

High Cost Would Fall on Creditors

Under the proposals laid down in Mr. Macdonald's suggestions and observations, it would mean the establishment of a National Bankruptcy Court or Commission for Canada, with representatives or junior offices in each of the eight provinces and the Yukon Territory. These would require to be established and maintained out of the proceeds of the various estates which might go into liquidation, and the costs of inaugurating and maintaining such officialdom would unquestionably fall directly on creditors. It would mean that the power of administering insolvent estates would pass from the control of creditors—directly and vitally interested—into the hands of others neither directly nor vitally interested. It would mean that increased costs would be charged against all estates, we do not infer that this would be done unfairly, but directly of necessity; that greater delay would result in the closing of them, and there would be the creation of official red tape that would be harmful and injurious to all classes of the commercial community. It might also mean the appointment of political partisans to positions of preferment and work, the nature of which they know nothing, and of which they have no knowledge, and it might mean, as it does mean in the United States, roguery and trickery of many and most unfortunate kinds. It would mean nothing but loss in the way of dividends and more in the way of worry and vexations.

Want Equity, Promptness, Low Costs

If our understanding of the desires of financial and commercial men are right, it is our opinion that in a bankruptcy

act they want uniform legislation for all of Canada, a bill designed to meet the needs of this vast area of sparsely settled territory, and sufficiently elastic to meet the greatly varied conditions that govern here, and one founded on a sound basis of equity rather than law. They want a bill free from the red tape and delay incident to official procedure, one that will leave the administration of the estate in the control of the creditors themselves rather than transfer it to the hands of courts or official appointees, and they want a system that can be operated at a minimum of expense.

After having gone over the Jacobs bill carefully, we believe that it combines in a remarkable degree the remedy for many evils attendant upon liquidation proceedings to-day, that it will produce uniformity and that with the control in the hands of creditors, there will be brought to the administration of its provisions that "morale" which Mr. Macdonald considers is the important factor in any measure of bankruptcy.

We believe that manufacturers, both industrial and commercial, as well as wholesalers and retailers, should put themselves strongly on record as favorable to the passage of the Bankruptcy Act as proposed by Mr. Jacobs at the last session of the House.

Location of Store an Important Factor

THAT the location of the hardware store plays an important part in the development of business is illustrated by the experience of Thomas Ramsay at Hamilton, Ont. Mr. Ramsay's store is situated on a street immediately facing the Hamilton market and in such position he has been able to make a direct appeal to the farmers through the medium of his window displays and window signs. Although his store is no larger than the average hardware store throughout the country he has been able to develop an excellent business and stands high in his financial rating.

"We have depended almost entirely upon the store window as our medium of advertising," stated Mr. Ramsay to **HARDWARE AND METAL** on the occasion of a recent visit. "We have endeavored to keep a complete line of goods to meet the needs of the farmer and have cultivated them and encouraged them to our store through the medium of the personal touch. We always make it a point to have some of the lines on which we are making a drive kept well to the front of the store where they can be seen easily and where the salesmen can demonstrate the goods."

Two of the lines to which the Ramsay hardware was giving particular attention were churns and oil stoves. The salesman was always near at hand to explain the working of these lines whenever the store customer evinced interest in them. The salesman even went out of

his way to draw the attention of the customer to these lines. It was not done in such a way as to lead the customer to feel somewhat disconcerted because he did not make a purchase the first time the article was brought to his attention. Some literature was given out on the churns and oil stoves and the customer was made to feel that it was worth his while to think the matter over.

The experience of other farmers of the particular neighborhood from which the prospective customer came was always an effective way of bringing the article before a new customer. To tell him that such and such a person in their district had purchased a churn or a stove and had been greatly pleased with it was always a telling line of sales talk. "Ask your neighborhood how he likes it," was often an effective wedge in the making of a sale.

Mr. Ramsay believes the present is a good time in which to play safe and not get caught with any large quantity of high-priced stock on hand.

HONORABLE MENTION SALES METHODS

(Continued from page 42.)

by the cracked and peeling paint. Here was a chance for a paint sale. I made inquiry as to the length of time the paint was on and was told it was only a very short period. Having great confidence in our line of paint I endeavored to show my customer why he should insure his fine property from apparent decay by the use of a high grade paint, and with some very convincing arguments carried home his order for enough paint to paint his whole house.

I have always considered unstinted service is a great producer of satisfied customers and results in profit to a retail store. And although I am in the ranks of the clerks my advice to clerks is, give good service to both your employer and your customer and good things await you. I always make it a point to see that my customers are pleased and in this way hold their respect. As a result of careful supervision of the work and high-grade goods furnished on the instance just cited, I have this week carried home a contract for plumbing on a farm house for \$1,290, and since receiving this order have received an order to supply paint, glass and hardware to the same man. My advice to retailers is to watch the farmers' business and although only a clerk I have come to realize my value to my employer in taking care of their business. The farmer to-day is demanding city conveniences and with his present day prosperity is going to have them. With this sense of pride which he is taking in his home a great opportunity awaits the merchant and his clerks who have the foresight of creating a desire on the part of the farmer to purchase something that is going to beautify and improve his home.

EDITORIAL COMMENT

VOLUME OF BUSINESS GOOD

REPORTS from all parts of the country indicate that the summer trade is brisk. Travellers report a most satisfactory demand with prospects for a large fall business. Owing to the hot weather there has been a steady demand for electric fans and various other electrical appliances. Many dealers have turned over their complete stocks of screen doors, window screens and similar lines in demand in summer. There has been a record business in auto accessories and prospects are for a continued big demand. Ontario farmers have commenced harvesting one of the finest crops in the history of the province and with the money market easy both manufacturers and dealers are looking for continued "big business."

AN UNNECESSARY STRIKE

THE strike of the post office employees was entirely unnecessary. The Government has known for a long time that trouble threatened and took half-way measures with a view of adjusting the difficulties. These, however, were never followed up and the employees neither got what they were given to understand they would receive nor were they given any assurance that the "stand off" policy at Ottawa would not continue indefinitely. It is a long time since the salaries of the post office employees have been readjusted. In the meantime the necessities of life have doubled and trebled in cost. Public sentiment is undoubtedly behind the men in their demands for salary readjustment. Had the situation been met in any kind of a business-like manner the strike would never have been called. The men were not in any way unreasonable. They suggested and complained until they found that the only way to get results was to "start something." Just how serious a loss has been caused to the business of the district by the unnecessary interruption cannot be estimated.

OTTAWA NEGLECTING OPPORTUNITIES

TO the wide awake business man, who is brought closely in touch with the opportunities that exist for trade development, the inaction at Ottawa is aggravating in the extreme. There appears to be no conception of the possibilities of co-operation. Apparently no one has any idea of how to work out an aggressive policy. The Minister of Labor and the

Minister of Trade and Commerce seem to the average business man to have no understanding of the importance and far-reaching results that might follow a united effort. There are endless opportunities by which the splendid place which Canada has won in the eyes of the world can be turned to trade advantage. All that is needed is a "live wire" to direct matters and take the initiative. If the neglect at Ottawa were not so serious it would be amusing. While the Government officials are sleeping, the representatives of other countries are busy completing arrangements for securing their share of the business. In all justice to the Canadian business man it must be admitted that he is not waiting for the Government departments in many cases to keep him informed regarding trade opportunities. He has discovered that if he depended on this source for advance information that might be productive of big business he would get left. Many big firms, however, deplore the lack of "pep" at Ottawa and feel that they could be helped immensely if the departments realized their responsibilities.

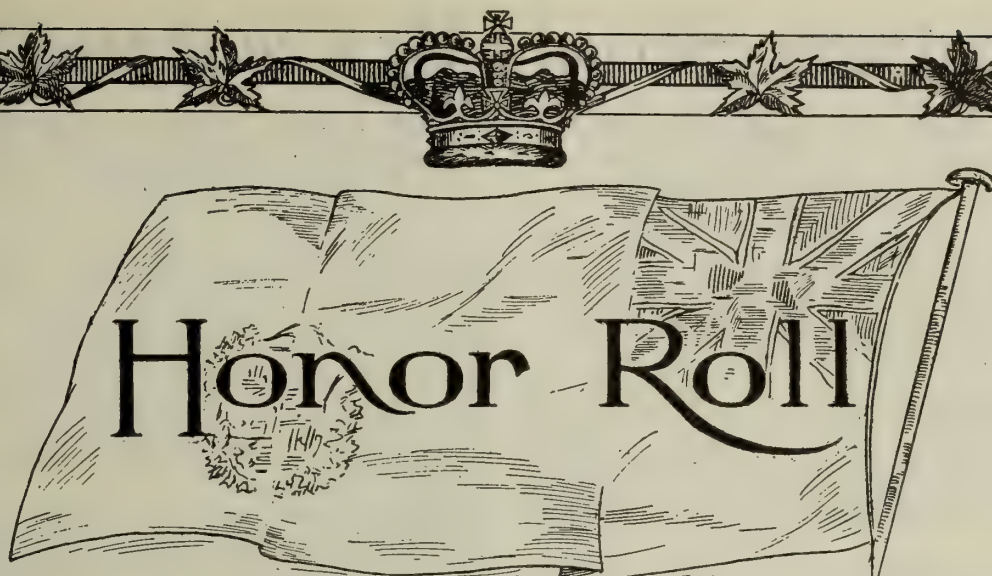
THE RETURNED SOLDIER

ONE of the big problems that confronts the industrial and business community is the assimilation of the returned soldier. Already thousands of these men have been returned from the shell-pocked fields of Europe as unfit for further military service. There are between 20,000 and 25,000 Canadians still in English hospitals.

To train these men in schools in such a way as to fit them to take up some sort of vocation would necessitate large training centres. At most it is estimated not more than twenty or twenty-five courses could be provided for them. If these men were to get their training with employers some 175 occupations would be open to them.

It has been deemed advisable by the Government that these men should receive their training under the conditions they will earn their livelihood in. To this end the Government has taken steps to get the co-operation of employers in this matter.

Retail merchants, manufacturers and other employers of labor will not be tardy in accepting their fair responsibility in this matter. Kindness, consideration and tact, but not for charity, should be the impelling motive of all dealings with these worthy men.



The
MacLean Publishing Company Ltd.
 Publishers of

MacLean's Magazine
 Farmers' Magazine
 The Financial Post
 Hardware and Metal
 Canadian Grocer

Dry Goods Review
 Men's Wear Review
 Bookseller and Stationer
 Canadian Machinery

Power House
 Canadian Foundryman
 Marine Engineering
 Sanitary Engineer
 Printer and Publisher

D.W.G. Davies
 John Dring
 Harold Fogarty
 A.O. Thompson
 E.W. Earle
 H. Rose
 M.A. Sanderson
 G.E. Pearson
 G.A. Mundie
 Desmond Hemingway
 Victor Bercot
 G.I. Cook
 Hector Pearson
 C.W. Catlow
 H.S. Jones
 Geo. Aubrey
 Arthur Batty
 Harold Cross
 A.W. Hardy
 E.A. Humphries



Sidney Metcalf
 F.H. Thomas
 T. McGillicuddy
 Gordon Bennett
 Walter Pearson
 Roy. Tarratt
 A. Macdonald
 Ernest. Madigan
 L. Makepeace
 Harold. Gildner
 Edwin. Mackie
 C. Denham
 F. Black
 A.W. MacIntyre
 J.W. Zimmerman
 C.F. Breckon
 P.W. Gowans
 C. Hawkins
 H.L. Southall
 Andrew O'Malley

More Paint Should Be Used and Sold

Charley Wright, of the Acme Hardware, Gives Jim Rogers Detailed Suggestions For the Financing and Administration of a "More Paint" Campaign—He Criticises Present-day Methods of Advertising and Its Distribution

The following is a continuation of the article which appeared in last week's issue and which has been running for some time in HARDWARE AND METAL.

Rogers though serious, very serious in his intent, endeavored to preserve his off-hand manner of leading Wright into the various stages of his scheme. He was prompted in this by Wright's extraordinary earnestness which Rogers whetted unconsciously by some little levity and which piqued the proprietor of the Acme to his better efforts.

"With \$20,000 in your hands, Charley, it's about time we began to butter the parsnips and leave some stubs in the cheque book. I'm anxious to see what sort of a spendthrift you'll make of yourself."

"I'm not going to spend, I'm going to invest this money in one way and another," was Wright's persistent answer. "I suppose you want to see how much noise I can make with it in advertising?"

"The road's wide open, Charley; the way I've seen some money spent in advertising makes me think that it was donated for the exclusive purpose of diamond drilling up, oil gushers, wild-cats, gold bricks, wire-tapping and several other forms of phoney stuff masquerading in the guise of advertising."

"It won't hurt right here to pass our acknowledgments to what has already been done in paint and varnish advertising," commenced Wright, ignoring Rogers' levity; "there's no doubt about it that it put ready-mixed paint on the map. It's anchored solid a whole lot of capital invested in its manufacture. I'm not finding fault with it because it has had to cut its eye-teeth in some instances by circus and patent medicine methods of proclaiming its wares. The whole paint trade must acknowledge its indebtedness to what has been done. It may be that a large part of it has been used, as the business grew, in diverting business away from the fellows that did or did not advertise. What if it did take a short arm jolt at the other chap when the referee wasn't looking? While the chemists I told you about were giving a college education to the standard formulae and sending them forth into the world all dolled up in cans and brilliant blued labels, this advertising was gradually worming its way into the minds of the public. No doubt about it, it has paved the way to the greater use of paints and varnishes both inside and out of the home, on the farm and elsewhere. Paint has for time out of history been used in some form or other by both pagan and Christian. Your advertising has multiplied this human desire for its use in improving our conditions of living. It has been a creative force in improving the beauty of our surroundings, the sanitary condition of our dwellings. It has brought us faintly to a realization of its power to protect and preserve and as I've pointed out it has induced the public to nibble slightly at it as an investment for insurance against inevitable decay. It has almost dragged it over the brow of the hill of universal use as a necessity—almost, not quite—which brings us to the point where we started out from."

"Which requires you to prove your statement that with all our present methods of advertising carried pretty near to the limit we have failed to accomplish what might be done for the trade as a whole," stated Rogers, recalling an earlier part of their conversation.

"That's the case before the jury," affirmed Wright, "it doesn't take any long-winded argument to prove that the bulk of our painting in Canada is done in the spring. Previous advertising has no doubt done much to increase its use at this season—although our figures prove that we have by no means approached a possible maximum. However, we know that spring painting has become pretty much an established habit. It has often occurred to me

that since our consumption per capita is pretty much at a standstill that your advertising has lost its creative mission and that this established habit is the cause or promoter of your present day advertising. As I understand it, advertising's main usefulness is to create a demand but you have reached the stage where the demand creates the advertising. Looking at it by and large then, all this furore in the spring of the year is to see how much each one can grab from the other. Which to my way of looking at it is just so much waste effort for the trade as a whole.

"Scarcely a year passes but what some individual advertising manager pats himself on the back over the unusual extra appropriation he gets, then sets out with a fanfare of trumpets and general hullabaloo to tell the trade what he is going to do for them. We retailers get whole wads of circulars that we never read and which become silent assistants to the fuel conservers. His salesman, all primed up to the neck, tell us to look out for a general eclipse of all the other suns in the sky and so it goes for perhaps a couple of years. Then it all dies down. Why? I've a sneaking idea that some hard-headed president or treasurer or perhaps director who has been a long time grinding grist at the mill begins to feel his sense of proportion coming uppermost and he realizes that the relation between the expense account and the profit and loss accounts have gone askew; then a few questions as to the worth of the burning candle causes somebody to step along the carpet a little livelier than when seeking the annual salary boost."

"Which recalls one of your former remarks," cut in Rogers, "that our advertising doesn't go far enough—isn't broad enough—hasn't the vision it ought to have in view of the opportunity before it."

Wanted—Worth While Ideas

"I stand pat on that statement," affirmed Wright, "if your advertising men would cut out their everlasting high explosive superlatives and give both us retailers and the consumers some worth while ideas about paint, its uses and advantages, we'd arrive somewhere a little farther on—and sooner. Take the average advertising appeal made to us retailers through our trade papers. They're splashed all over with 'best,' 'bigger profits,' 'last longest,' 'more business,' 'made since grandfather played marbles,' 'increased sales,' 'if you don't sell our paint you're damned,' and a lot of other poppycock that gets to our skins about as thoroughly as water to the proverbial duck's. Glance at the paint advertising in any trade paper along about February or March when your advertising managers begin to get heated up with their annual anxiety about our business salvation with their particular brand of paint. An hour or so with those ads. is as good as a trip down the midway at the fall fair. Whether they think we're just a lot of 'come-ons' that will fall for the line of chatter handed out year in and year out I don't know. The first ballyhoo beats his tom-tom with a megaphone accompaniment: 'This way, ladies and gentlemen—this way—step a little closer, please—that's right—don't miss the greatest, grandest and biggest proposition ever presented before the public in this or any other country—a whole three-ringed circus collected from the four corners of the globe—marvellous—you can't afford to miss it—the greatest consumer satisfier—the greatest profit maker—the biggest business builder—the grandest collection of never failing, always reliable paints and varnishes for each and every purpose that man can devise under the earth, above the earth and all in between. If you've ever had the blues in your paint department—come to us, we're the original and only profit dispensers and cash register wreckers in the game—others that have seen our show have paid their little old dime to see it again—they can't forget it, gentlemen—can't forget it—don't leave the grounds without writing us for our avalanche of literature catalogues and sundry other nuisances that we can pester

you with if you'll only show us where you want to be tickled—and don't forget we have with us one of the greatest performers on the slack wire that your city has ever had the good fortune to welcome within the gates—allow me to introduce our advertising proposition, etc.'

Acid Test on Useless Language

"And so it goes on, all down the line. Goodness knows how much wool they think they can pull over our eyes when all the time the per capita consumption of the country puts the acid test on the value of such useless language. Honest, Jim, it's a waste of money, when they could be using their good white space in suggestions and ideas that would be of some use. If I want to get a hint on paint selling I keep away from the average paint ad. I want to learn, in fact, I'm a regular sponge for suggestions, and I can get more in ten minutes from the experiences of other fellows which the trade paper editors are good enough to dig up for us than I can from your ads. in a year. One of the reasons I'm letting HARDWARE AND METAL record this and our previous conversations is in the hope that some of our fellow retailers will get an idea of the opportunities before them in the paint trade and which I've never seen one of you paint manufacturers even hint at in your so-called appeals to the trade. I know your ads. talk a lot about advertising but there isn't one of them gives us a real good satisfactory cud to chew on."

The wind was out of Rogers' sails, he couldn't even luff to the arraignment of trade advertising that Wright had given, but he was going to hear these criticisms to the end whether they hurt or not.

Want Real Business Extenders

Wright, however, pressed on with his argument. "Don't think I'm discouraging trade paper advertising—not for a minute—keep it up, but tell us something that we can use in extending our business. You fellows that are hitting every hole and corner in the Dominion ought to be able to pick up enough ideas and actual experiences that you can pass on to us. We're hungry for them. Let's have them in your ads., but let them be real business extenders. Don't string out an endless dictionary of exaggerated superlatives and synonyms. Dress your ads. up as you please, but give us the essence of every-day actual experience in one and two syllable English so that we can apply them to our own as well as your benefit. There's mighty few of us unacquainted with the fact that you sell paints and varnishes. You'd think that we were all deaf, dumb and blind in your everlasting dinning to keep your name before the trade. You've spent thousands of dollars at that game, why not right-about-face and tell us how to sell paint? Think it over, Jim. Tell us how to reach the man that never used paint—the man that ought to use more paint—the man that has never realized what paint is really for—help us to put paint into the stable necessities of every-day life. Tell us how to take advantage of the thousand and one opportunities that are lying around us.

"While I don't want to do away with individual efforts and identity, still I believe that if you'd forget screaming about trade marks, firm names, slogans and worn-out catch phrases, and give us some brass tack facts about what the stuff in the cans will do, you'd be farther ahead in the long run. Honest to goodness I have to scratch my head sometimes to know whether some of your paint advertising is trying to sell us paint or whether it's asking us for our good money for your trade marks, old established firm names and the literature that takes good care to let us know more about such things than it does about the possible service of paint to humanity. Interested as I am more especially from the retailers' end of it, I can't help but think that all of your individual trade advertising with the 'more paint' idea as its objective and backed by a campaign along such lines would become a mighty sight more instructive to all of us. Forget the threadbare ideas every one of you have been reiterating for years. Stop parading the words 'service,' 'profits,' etc., etc., for those who have had them dinned into their ears till they are meaningless. Apply your efforts to raising the trade to a real service to the public and all such things as profits, trade marks, good will, etc., will take care of themselves."

Rogers drew a long breath, threw the ragged unlit cigar he had been chewing into the waste-basket and

replaced it with a fresh one. "Any more black marks for the recording angel to chalk up against our advertising, Charley?" he asked.

"Don't mistake me in my criticisms, Jim," replied Wright. "I don't look upon these transgressions as wilful. It's simply a case of the times needing a change in your ideas and methods. You paint chaps haven't come to realize it yet. Instead of foreseeing what is needed and leading us accordingly, you're plodding along in the same old rut. You'll come out of it yet. Perhaps you'll do it of your own free will, or perhaps conditions will jerk you out—but you'll come alright."

Black Marks in Paint Salesmanship

"Speaking of black marks, though; I had an instance a couple of years ago that to my mind is a black mark in your methods and I can't for the life of me see how you paint fellows can be so blind as to allow it to continue."

"Out with it," urged Rogers.

"One of your competitor's salesmen came into the store one day with the avowed purpose of 'switching' my account to his house."

"Who was that?" demanded Rogers, with alacrity.

"Never mind who it was," responded Wright, "that doesn't bear on the point, you all do it. In itself it is no great sin, although I can't say as much for some of the methods attempted in doing so. Seems to me if a good deal of the effort expended were used to extend the sale of more paint we'd all be better off."

Rogers sat silent. Experience had by this time taught him that when Wright cited an incident there was sure to be a heavy weight moral attached at the end.

"This particular day," continued Wright, "felt like a good day for arguing so we went to it hammer and tongs. We talked quality, profits, reliability, square dealing, advertising and all the rest of the rigmarole you salesmen and your advertising get out of the same tank. This fellow was pretty foxy, too. I couldn't get him to knock your line for a minute. Whenever I can get a man to do that I can polish his finish in short order. In the matter of all round quality I am convinced that he had a pretty good line behind him. In this and everything else we broke even in our argument and he saw that I was still standing pat."

There was no need to repeat the story in detail, Rogers knew every lunge, parry and thrust in the game. He was unquestionably anxious to learn what new defence Wright had introduced against the other fellow's attack.

"Like a good many men of the same mission, his trump card was advertising," continued Wright, "undoubtedly his line is well represented in general advertising; probably a little better than yours, Jim. But I couldn't see where that had any advantage over the expense of throwing out one line and introducing another. 'Now then, Mr. Wright,' he commenced in what he would do in local advertising, 'you have an excellent location here. Your store stands out by itself and offers an excellent location for a painted sign that would catch the whole community.' I objected to this, stating that it was a case of paint the whole place or none at all. That didn't faze him. 'Alright,' he said, 'we'll paint the whole store. Of course, we'll want to display our paint prominently but we'll give you anything up to half the space for your own use and foot the bill. You say you have a list of 1,000 names; we'll circularize these four times a year and will pay for advertising in your local paper in the spring and fall.'

"Do you realize how much that's going to cost you?" I asked him. "Well, not exactly," he replied; "of course, we always figure it costs a little more to sell you the first year, but we are able to take care of that afterwards." Figures being a hobby of mine, I insisted on the cost. Jake Saunders gave me an estimate of \$200 to paint the store, sign and all. Four thousand circulars a year came pretty close to \$150, and an ad in the local paper meant another \$25. These together with store helps, etc., meant a total bill of about \$400 or more."

"I asked him if he was still willing to stand by his offer. He stood his ground. 'Now then,' I said, 'will

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EVENTS IN THE TRADE

Business Changes

Toronto.—Hyman Rovner, hardware merchant, has been succeeded by David Silver.

Asquith, Sask.—The hardware business of Picketts and McGuin has been sold to F. D. Morton.

Montreal, Que.—Alex. Desmarteau has been appointed curator in the hardware business of Joseph Desckatelets.

Grandview, Manitoba.—The partnership of Alliss and Weidenharmer, hardware and implements, has been registered.

Montreal News Notes

F. O. Barber, representative for P. & F. Corbin, was in Montreal this week.

F. B. Leslie, of A. C. Leslie and Co., is taking his holidays this week.

Edgar Briegel of the heavy goods department of Caverhill, Learmont and Co., is taking his holidays next week.

W. G. McCutcheon, assistant buyer with Caverhill, Learmont and Co., is at present taking his holidays.

A. G. Borley, representing S. C. Johnson and Son, Racine, Wis., was in Montreal this week calling on the trade.

Robert W. Pain, with the American Ring Co. of Waterbury, Conn., was a caller on the Montreal trade this week.

J. O. Notman of the McKinnon-Columbus Chain Co., St. Catherines, called on the Montreal trade this week.

H. P. Livingston, manager of the Dominion Linseed Oil Mills, Toronto, is this week visiting the Montreal office and plant.

Among those spending their holidays this week is C. J. Dufresne, chief clerk for Lewis Bros. Mr. Dufresne is at Burlington, Vt.

W. W. Ingersoll, vice-president and secretary of the Dougall Varnish Co., Montreal, has been holidaying at Bradley Beach, New Jersey.

Royal Cluxton, manager of the Canada Paint Co., Montreal, is spending his holidays at Lake Placid in the Adirondacks.

H. B. Render, formerly with the Northern Electric Co., Montreal, has accepted a position with Lewis Bros., Limited, as manager of their auto supply department.

John Gaa, manager of the hardware department of Daly and Morin, Montreal, is this week covering the Ontario trade formerly served by their Mr. Hicks.

A. N. Drouin of Amos, Que., has accepted a position with Lewis Bros., Ltd., and will cover the territory for them between

Latuque, Quebec and Cochrane, calling largely on the French-Canadian trade in Quebec Province.

The divisional managers of Brandram-Henderson, Limited are this week attending a conference at the Montreal office where matters pertaining to the policy of the company for 1919 will be discussed.

King C. Gillette, inventor and manufacturer of Gillette safety razors, was in Montreal this week visiting the Canadian plant. This factory, of which Mr. Gillette is president, now turns out 10,000 blades per day to meet the needs of the trade. A great deal of the export business, which has been heavy since the commencement of the war, is done from the Canadian plant.

G. L. Cohoon, manufacturer's agent, 11 St. Sacrament street, Montreal, has been appointed Montreal and Eastern Provinces representative for the Louis McLain Co. of Winnipeg. E. Roderick, sales manager for the McLain Co. informed HARDWARE AND METAL that at the present time samples would be carried here and stock filled from the Winnipeg house, but that in due time arrangements would be made to carry a stock here.

Personals

Solomon Hymnson has bought out the general store at Myrtle Station, Ont.

A. T. Black, general manager, the Martin-Senour Co., Montreal, visited the Toronto offices of the company during the week.

W. H. Cunningham, general manager, the Kasement Skrene Dore Co., Toronto, has returned to the city after a 1,600-mile motor trip through Northern and Eastern States. Mr. Cunningham combined business with pleasure and states that it is certainly a pleasure to motor over the excellent roads in the States which he covered.

J. H. Baden, who has been associated with Jenkins and Hardy, Toronto, for the past twelve years, has gone to New York to take charge of the New York office of Jas. Hardy & Son. For the present H. Mayhue is assuming Mr. Baden's former duties in the Toronto office.

News Items

E. A. Cheek, local representative in Ontario for the Ontario Lantern & Lamp Co., Ltd., and the Canadian Tungsten Lamp Co., Hamilton, is on his holidays and will return July 22 to call on the trade again.

The employees of the Canadian Tungsten Lamp and Ontario Lantern and Lamp Co., Ltd., held their annual picnic

at Grimsby Park on Saturday, July 13. The sports were keenly contested and after a dance in the evening the outing was closed by a boat trip home.

The Canadian Toy Manufacturers are through their secretary, L. G. Beebe, 53 Yonge St., Toronto, making arrangements to put on a toy show at the Canadian National Exhibition. This exhibit will give the public an idea what is being done to combat the importation of German toys after the war.

The Schroeter Bros. Hardware Co., of St. Louis, Mo., recently lost their entire stock of hardware, tools, etc., in their store at 717 Washington Ave. by fire. The company, however, has secured a temporary place of business and despite the usual handicap, caused by a fire, is now doing business.

An Average Crop Expected

W. Fred Reynolds of the James Smart plant of the Canada Foundries and Forgings Ltd., Brockville, has just returned from an extensive trip throughout Western Canada and the Western States. Mr. Reynolds informs HARDWARE AND METAL that in Iowa, Minnesota and North Dakota, the grain and corn crops are in excellent condition, the people optimistic and confident of a splendid harvest. In Western Canada, Mr. Reynolds found the consensus of opinion was that part of Southern Alberta and part of Southern Saskatchewan would face crop failure due to the scarcity of rain. Although a pessimistic feeling is prevalent in the southern part of Alberta and Saskatchewan, the opposite is the case in Central and Northern portions and also in Manitoba, so that we may look, states Mr. Reynolds, for an average sized crop in the West.

Manufacturers Warned Against Reselling Steel

The War Industries Board of the United States has passed a drastic resolution to stop the reselling of steel. The board learned that some manufacturers, on the preference list for steel supply, were reselling steel which had been delivered to them as a result of government priority assistance. To stop this quickly and effectually the board has passed a resolution that, if any such resales are made hereafter without the approval of J. Leonard Replogle, director of steel supply of the War Industries Board, the manufacturer who is responsible for those resales will be dropped from the preference list and will not receive further priority assistance.

Manufacturers Take Issue With Claims of the Retail Dealers

CLAIMS made by a section of the members of the Ontario Retail Hardware and Stove Dealers' Association that the action of the Paint and Varnish Association in cutting out pint and half-gallon cans is not in the best interests of the retail trade is not in accordance with facts as outlined to **HARDWARE AND METAL** by prominent paint and varnish manufacturers who are members of the Canadian Paint, Oil and Varnish Association.

The decision to eliminate the distribution of certain sizes of tins was made, it is said, by the manufacturers of the United States after they had gone most carefully into the situation and also after a conference with the United States War Economy Board. Owing to the immense demand for food containers to be used in shipping supplies to the front the Economy Board found that it was absolutely essential that the supplies of tin plate be conserved to the limit.

Owing to the reasonable prices of tin its use in pre-war periods had become general for distributing spices, tea, talcum powder and endless other articles. It was found that by substituting fibre and paper containers that huge quantities of tin could be conserved for war purposes. The investigations of the Board soon showed that a further immense saving could be made in the paint business. Paint and varnish manufacturers, it was found, were in many instances distributing their goods in cans containing from one-sixty-fourth of a gallon to five gallons. Some firms in addition had as many as ninety shades on the market, many of them only slight variations.

The Economy Board at once got busy with the manufacturers. The big firms at once agreed to reduce the number of shades on their color cards and also to eliminate a number of the various sized tins.

Canada is now dependent upon the United States for its supplies of tin and the Canadian manufacturers saw at once that it would not be reasonable to expect that the American Government would allow tin to be exported across the line, when American firms were conserving to the limit. Without waiting to be asked in any way they at once fell in line with the conservation policy adopted by the American firms and cut out pint and half-gallon tins.

The present situation is that although there is now plenty of tinplate the manufacturers of food containers, although working to capacity, cannot turn out the containers fast enough to meet the demands of the army. Both Canadian and American manufacturers of paints and varnish owing to this condition may find themselves in the next couple of months unable to secure tin cans of any kind.

The Canadian paint and varnish manufacturers state that the contention of the executive of the Ontario Retail Hardware and Stove Dealers' Association regarding the injustice of cutting out certain sizes of tins is not justified.

"It is not a question of the small inconvenience that dealers may be put to, but a matter of patriotism," said one manufacturer to **HARDWARE AND METAL**. "Winning the war is the big thing just now. If we can get hundreds of thousands of tins of food to the boys on the firing line by eliminating a couple of sizes of paint tins without in any way hurting the buying public then it is our duty to do so." The manufacturers and dealers made their decision after going most carefully into their sales records. There was nothing haphazard about their decision. The sizes which have been eliminated were taken off the market after close investigation to find which could best be spared. The dealers themselves will not sell less paint. They will turn their stock over oftener. Business will in no way be curtailed but the firms will have to order oftener. The insinuation of the Retail Association that the Government had no hand in the matter is misleading. The United States War Economy Board took the first steps. The Canadian manufacturers did not wait for the Government here to take action, they voluntarily followed the conservation move made across the line. The move was purely a protective one and patriotic. The manufacturers did not make a stab at the matter in the dark but only after getting all the information available and considering the matter from every angle. "I understand," stated one prominent manufacturer, "that the claims advanced by the Ontario Retail Hardware and Stove Dealers' Association were based on replies received from less than 100 members. There are more than 1,270 hardwaremen in Ontario alone and in addition about two thousand more in the other provinces. The manufacturers went into the question with dealers all over the Dominion. They canvassed the situation thoroughly. Months ago the proposed change was announced in **HARDWARE AND METAL** and few protests were made."

It is the general opinion of manufacturers that they will feel the effects of the change in their Spring specification orders. They expect that while they will have smaller orders to start with, the volume of business for the year will be fully maintained.

The Taylor Instrument Co. of Rochester has just issued an attractive catalogue containing many illustrations and full details of the line of thermometers, barometers and similar instruments which it manufactures.

Bicycle News

TORONTO, ONTARIO.—For some time past representative men of the Canadian bicycle trade have been collecting data bearing on the essential qualities of the bicycle in anticipation of a move on the part of the Canadian Government to place a heavy war tax or a restriction on the manufacture of bicycles.

Details of instances in which bicycles have proved an economical or healthful help for individual riders or of cases where the bicycle is used in important work of various industries have been collected. This information is to be used as a plea for leniency when the Canadian Government shows signs of paying special attention to bicycles. So far the wheel has not been affected by any tax or embargo regulations passed at Ottawa, although other lines have been heavily assessed or restricted. The details have been placed in the hands of J. H. Morrow of Weston, Ontario, secretary of the Canadian Cycling Association.

WINNIPEG, MAN.—The death has occurred in Winnipeg, Manitoba, of Fred Doll from a paralytic stroke. The deceased had been prominently associated with the wholesale bicycle business in Winnipeg and Toronto for a number of years. He was in charge of a department of the Winnipeg branch of the Canada Cycle & Motor Company, Limited, at the time of his death.

VANCOUVER, B.C.—A. T. Martin, 19 Main street, Vancouver, B.C., has had his store reconstructed following its destruction by fire recently. Mr. Martin took advantage of the rebuilding to have a number of special improvements made in the sales and repair department arrangements and he now has a bright and up-to-date establishment.

ANOTHER METROPOLITAN DAILY GOES UNDER DEPARTMENT STORE CONTROL

It will be remembered that Stewart Lyon, editor of "The Globe," Toronto, and the editor of a Winnipeg daily, speaking at the annual meeting of the Canadian Press Association, lamented the fact that editors of the metropolitan daily newspapers had not a free hand. They were hampered by their big advertisers, the owners of departmental stores.

Rodman Wanamaker, of John Wanamaker & Co.'s big departmental store of Philadelphia and New York, who now controls the Philadelphia "Press Record and North American," has just been appointed by the will of the late James Gordon Bennett to the control of the "New York Herald" and the "New York Evening Telegram." Although in control he has not been, nor will he be active personally in newspaper work. It is interesting to observe another big daily newspaper pass under departmental store control.

THE CLERKS DEPARTMENT

THYSSEN, THE CAPITALIST WHO WAS TO OWN CANADA

A Sketch of the German Captain of Industry Who Was
Promised Right to Exploit
the Dominion

THE duplicity of Germany's policy has been most amazingly demonstrated during the past few months; and out of the mouths of prominent Germans themselves. First, came the memorandum of Prince Lichnowsky, German Ambassador to Great Britain before the war, in which he showed that Germany had deliberately planned the war while Britain had played the role of peace maker at all stages. Then came Herr Muhlon's revelations of the thorough way in which the Kaiser's Government had planned to bring about hostilities, Herr Muhlon being a former director of Krupp's. Finally comes August Thyssen, the great German captain of industry, with a statement in which he coolly tells of a plan for dismembering the British Empire, a plan made in 1912! For his support of the plan of world conquest, Thyssen himself was to get 30,000 acres of land in Australia and an interest in a \$100,000,000 company for the exploitation of Canada. The tale of infamy is complete; Thyssen has wrought the last link in the chain of evidence that proves the Teuton guilt.

This frank and hoary conspirator is one of the most able business men the world has seen. He earned the name "King Thyssen" in Germany so tremendous was his grip on industry in that country. A sketch of his career from the pen of Frederic W. Wile, the famous American correspondent, appeared in "MacLean's Magazine" in 1914, being one of a series of articles that Mr. Wile did for MACLEAN'S on the outstanding men of Germany. They were clear-cut sketches, showing a true insight into the German character and an understanding of the mighty, unlimited ambitions of the Teutons. It is interesting, in view of the spectacular role which Thyssen now assumes, to reprint this article:

"If I rest, I rust." In these five words are encompassed the philosophy and the policy of August Thyssen, Captain-General of German industry. He has formally adopted them as his watchword. If he affected a coat-of-arms, they would be its slogan. "King Thyssen" is the title his supremacy in

the steel, iron and coal trade has won him. "The German Carnegie" is another of his sobriquets. By universal consent he is the dominating figure of the Fatherland's throbbing industrial life. No other man so thoroughly incorporates the aggressiveness and magnitude of the German business age. No one's life-story so typifies the New Germany's fabulous rise to power and wealth in the interval since the Franco-Prussian War.

In the twenty-five years between 1885 and 1910, to select the segment of principal growth, Germany's production of pig-iron increased from 3,688,000 to 14,794,000 tons, an advance of 301 per cent. In the same period production of coal and lignite mounted from 73,675,000 to 222,375,000 tons, an increase of 201 per cent. In the production of iron ore, and of iron and steel, Germany has come far to outstrip Great Britain, which led her by wide margins a quarter of a century ago. These were the totals for 1911:

	Germany Tons	England Tons
Iron ore	29,888,000	15,769,000
Pig-iron	15,572,000	9,875,000
Steel	15,019,000	6,565,000

German mining production in general—coal, lignite, iron, potash and other salts, zinc, lead and copper—is six and one-half times its volume in 1871. In money it represents an annual value of over £100,000,000. Barring America, which is far in the van, Germany's supremacy in steel, iron and coke is unapproached. In Europe her lead is indisputable. She is now behind the United Kingdom only in the production of coal.

Among those who have directed this Brobdingnagian development, August Thyssen of Mulheim-on-Ruhr is the towering personality. In the coal and iron trade of Germany he has been what Rockefeller was in oil and Carnegie in steel—the master-builder. The history of all three, who may be bracketed as the commercial geniuses of their age, has been much alike. Each grew from nothing. Thyssen's career is more comparable to Rockefeller's than to Carnegie's. Like the Petroleum King, he is still at work. He has not gone in for peace, libraries and philanthropy like the American Thyssen, but, a hardy septuagenarian, still derives his joy in life from mining coal, puddling iron and rolling steel. He intends to die in harness. The emblem on Bismarck's escutcheon—Patriæ inserviendo consumer—would fit Thyssen precisely, if rendered to read that he is consuming himself in the cause of labor, instead of country. He is a restless workman. He has been known to tire out three secretaries in

one day. Much of his time is spent travelling about the country on his own business. His home, a feudal castle, is really a branch office of his firm. Adjoining his bedroom is a workshop. He believes that neither men nor iron should grow rusty.

The pioneer of Americanism in German industry, Thyssen's career has been typically transatlantic in its origin and development. The Standard Oil Company was the outgrowth of an original investment of £14,500 by the firm of Rockefeller & Andrews. August Thyssen inaugurated his career about the same time, in the early sixties, with a capital of £1,200, with which he built a rolling-mill employing sixty workmen. To-day he employs 50,000. His largest property, the Deutscher Kaiser Colliery at Hamborn, has a pay-roll of 26,000 and mines over 5,000,000 tons of coal a year. His fortune is variously estimated at £10,000,000 and £20,000,000. It is probably more than the former and less than the latter. His interests long ago outgrew merely local dimensions. To-day, in addition to vast coal-mines, blast-furnaces, rolling-mills, by-product factories, salt and potash mines, harbors and docks at Hamborn, Duisburg, Mulheim and other points along and contiguous to the Rhine and the Ruhr. Thyssen's influence extends around the globe. From Caen, in Normandy, he imports iron ore taken from his own mines, and from Montigny half-finished products founded and cast in his own mills. They are loaded into his own steamers from his own docks—a genuine German base on French soil. At Nikolaieff, on the Russian coast of the Black Sea, he has warehouses and docks for the furnaces on the far-off Rhine. In Brazil and India, the German flag flies over Thyssen wharves and harbors. His dominating ideal is to insure German industry in general, and his own properties in particular, sources of raw material supply which will render them for ever independent of foreign influence. It is a little-known fact that August Thyssen was the father of the idea which eventuated in Germany's ill-starred Moroccan venture. Several years ago he planned to make Sultan Abdul-Aziz a loan in exchange for a monopoly of Morocco's incalculably rich iron-ore deposits. The German Government frowned upon the enterprise, only later to threaten Europe with war in defence of mining rights meantime secured by another group of Rhenish industrialists, the Brothers Mannesmann of Dusseldorf and Remscheid.

From America Thyssen borrowed the idea of concentrating capital and amalgamating allied industries. He founded the Rhenish-Westphalian Steel Syndicate, the Rhenish-Westphalian Coal Syndicate, the Pig-Iron Syndicate, and practically all the important "Cartels" now existing in Germany for the control of output and regulation of prices in the industries allied to the steel, iron and coal trades. He is a firm disciple of the despised Trust idea as an effective means of preventing crises caused by over-production or price cutting competitions. For his own purposes he im-

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MORE PAINT SHOULD BE USED AND SOLD

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you be willing to put this all down in black and white and guarantee to keep it up for five years, renewing the sign and the painting at the end of the third year?" I was trying to see how far I could push him in this all-out-of-proportion game. He wiggled a little at this demand and said he thought he might get the house to consent to it in writing.

"Alright," I said, "now what's the idea in all this expenditure." He blinked at me for a moment failing to see the point in my question. "Well, Mr. Wright," he said, "we believe this is a very liberal advertising offer and will certainly help you to introduce our line to your customers. It's our method of co-operation." "I understand that all right," I replied, "but what I'm getting after is this: Will all this expenditure help me to sell more of your paint than the line I'm handling now or are you just trying to get under my hide and pride to oust my present line?" "Of course, Mr. Wright," he replied, "we quite realize that if we can get your interest in our line it's a great deal more than half the battle."

"Stop right there," I replied, "I can't altogether call your offer graft but it's about as close to it as I want you to come. You practically admit that the bulk of this expenditure is offered to tickle my pride and that there is little or no effort in it to interest the consuming public hereabouts. At least such a consideration takes a second place. Your very liberal and altogether riotous expenditure is simply a bribe to me to throw this line of paint out and put yours in. It's just so much money, which I do not consider as either legitimate selling or advertising expense, intended for pilfering somebody else's account."

"You fellows rammed your necks into a noose taking each other's stocks off retailers' hands until the non-exchange agreement cut that nuisance short. It strikes me you ought to cut this foolish so-called advertising waste out also and divert it to uses that will actually increase our turnover. Put it into a "more paint" campaign if you will, but invest it so that there will be some actual returns in increased business."

"You certainly scotched that fellow alright," chuckled Rogers.

"What's scotch for one snake is scotch for another," added Wright. "I suppose if I'd put it up to you at the time, you'd have given him one better."

"I certainly would," affirmed Rogers.

Fed Up On Riotous Expense

"All tarred with the same stick," grinned Wright; "I want to tell you, Jim, that most of us are pretty much fed up on this sort of thing. Instead of scrapping amongst yourselves for this, that and the other account and wasting money trying to do it, develop the possibilities of each with advertising that will bring results from the fields that are untouched."

The significance of Wright's argument was all too apparent to Rogers, who had founded much of his star record on his ability to switch over accounts. He offered no comment, except to give a measured assent with a nod of his head.

"I might muck-rake this question hours on end," continued Wright, "but before I stop there's another form of advertising expense that I think could be diverted to more useful channels. The time was, and is yet to a certain extent, when some of your advertising managers must have laid awake nights thinking up ways and means of flooding us with so-called dealer's helps. Up to a certain point they are all right and we need them.

But what's the use of dinning the eyes and ears of the man you've got in the store already determined to buy paint?"

"Hold on!" cried Rogers, "there's two sides to this story. I venture to say that I can go into nine out of ten paint dealers' stores and find store helps that have never been taken out of their wrappings. I ran across a chap the other day that wanted some more paint paddles for his rack because he'd used the others to mix up bran mash for his chickens. Gosh! but it's discouraging when you run across that sort of thing."

Superfluity Lessens Value of Supplies

"I know that," agreed Wright; "but don't you think that the very superfluity of your supplies has lessened their value in the eyes of a good many fellows? I don't know but what a nominal charge on some of your more expensive equipment would encourage more interest and better use of them. However, that's aside from the point; store helps are a proven necessity in the paint business. Suggestive advertising properly placed in a store also has its uses but there's a great deal more room for advertising that will extend itself beyond our counters and our doors and reach out to the community with basic reasons of why paint should be used. I know you're willing to supply signs and circulars that will splash your name and mine all over the countryside, with perhaps a real sound reason for using paint accidentally tucked into them in small type. Like some of your other methods, it seems to me it is time to reverse your procedure and display 'more paint' arguments. Try dinning them into the ears of the public instead of trade marks and mere names. I reckon that once you've got good sound paint logic thoroughly pounded into the heads of the consumer, near-consumer and should-be-consumer that they'll tend to looking up the parties that sold them on these ideas."

"Get this 'more paint' idea going good and there'll be little trouble about getting them to trot after paint to the man who handles paint. You may not agree with me from your standpoint but I look at it this way: If the trade collectively can get this idea thoroughly grounded into the public mind, they will have started something that it won't take us retailers long to appreciate. You'll have them sold before they come into the store. That's one of the reasons why I say you should spend a lot of this money outside of our stores and in advertising that gets a man when he's got his slippers on and his pipe going good."

"Now, if we retailers begin to feel that there is something doing besides this cluttering us up with excessive store helps, it won't take us long to tend to direction signs telling which way and where our stores are situated."

"Under these circumstances," concluded Rogers, "I might as well quit the Spreadit Paint Co. and travel for the paint and varnish trade at large."

"Not at all," argued Wright. "As I've pointed out I'm not asking anyone to surrender the individual identity of himself or his firm. There's no doubt that you have always taken care to let all and sundry know that you represent the Spreadit Paint Co., and your advertising has played its cards Ace, King, Queen and Jack in the same fashion. What I suggest is that you play 'more paint' as your high card until the public realizes that that is trump instead of your own selfish selves and I think you will get vastly more out of the game. Let each individual in the trade take advantage of such a movement as they see fit, though I think if they'll be content to play second fiddle to the 'more paint' idea there'll be more harmony and better music for all concerned."



NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

NEW TYPE DRILL

A new tool known as the Dumore Type A Drill is being put on the market by the Wisconsin Electric Company of Racine, Wisconsin. The machine is stated to be adapted for use by manufacturers and jewelers for light, sensitive work. The illustration shows the machine equipped with a direct connected variable speed type of motor, together with a No. 1 Jacobs chuck, and a six-speed controlling unit, affording speeds varying from 500 to 10,000 r.p.m. The



Dunmore Electric Drill

controller is placed on the floor and is regulated by a foot pedal.

It is claimed a wide range of operations may be very conveniently handled with this drill as it may be used with entire satisfaction on steel, cast iron, brass, aluminum, fibre, hard rubber, etc. The table is adjustable and gives the drill a stroke of $\frac{1}{2}$ inch. The capacity of the machine is for drilling holes up to $\frac{1}{16}$ inch diameter in steel and $\frac{1}{8}$ inch diameter in soft alloys. Holes can be drilled to the centre of a 5-inch circle. The motor and chuck are stated to be in perfect dynamic or running balance, thus assuring smoothness of operation and accurate results.

NEW TYPE TIRE

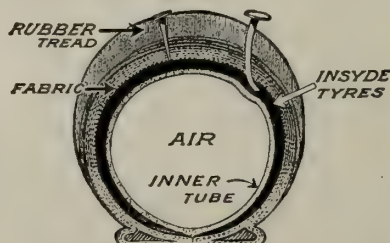
The American Automobile Accessories Company, B. & O. R. and Blue Rock streets, Cincinnati, O., are placing on the market a new tire called "Insyde Tyres." It is stated Insyde Tyres are

made of especially tough fabric vulcanized together over tire moulds so they will be shaped to fit exactly the inside of the casing for which they are made. This prevents wrinkles which might pinch the tube. The outside is coated with rubber, which vulcanizes itself to the inside of the casing to prevent slipping. The part of Insyde Tyres which comes in contact with the tube is coated with rubber and so treated that the tube cannot stick.

It is claimed Insyde Tyres reinforce the tire casing and protect the inner tube, and that if used in a casing its life will be prolonged from 1,000 to 5,000 miles. They may be put into any casing that is not already ruined and worthless. The casing should protect the Insyde Tyre from direct contact with the road, and if it does that, it is stated an Insyde Tyre will prove more than satisfactory in every instance.

Insyde Tyres if put into new casings often double their life. If put in a casing which has travelled 2,000 to 3,500 miles that shows signs of weakness, it is asserted its life will be increased many fold.

It is stated Insyde Tyres never wrinkle, creep, pinch, heat or stick to inner tube. Put into the casings in a few minutes, they may be forgotten until the casing is entirely worn out then the Insyde Tyres may be removed with gasoline and put into the new casings and used again.

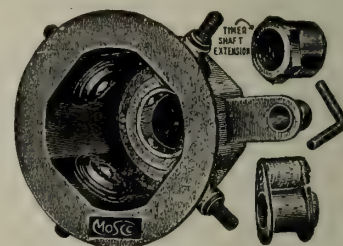


Insyde Tyre

BALL CONTACT TIMER

The Motor Specialties Company of Waltham, Mass. is marketing the Improved Bemus Ball Contact Timer for Ford Cars. The Bemus is an ideal timer for the Ford high speed short stroke engine because form of contact is the only one which is correct both electrically and mechanically. This is made by a hardened tool-steel brush, mounted on eccentric cam, engaging spring-pressed steel balls with glancing impact, both the brush and the balls turning each

time so that fresh contact surfaces are continually made. The brush comes in contact only with the four balls, touching no fibre or insulation. This, it is claimed, is a decided improvement over the ordinary type timer where the roller is constantly wearing grooves in fibre ring which holds contacts. The balls are so located that each has a track of its own on the brush. The brush itself has been still further increased in diameter, and these two latter features combined will materially lengthen life of wearing parts of timer. Mounting is direct on the time shaft by means of an extension piece which is screw threaded on to shaft, and runs in ball bearing placed in recess of timer shell. It is stated this means that each of the balls is equi-



Ball Contact Timer

distant from the brush, with the result of precision of timing.

Starting.—The chief cause of starting trouble in the Ford car is the presence of a body of hardened oil on the flat contact segments of the ordinary type timer, which prevents passage of current from the brush until continued turning has scraped off the grease. It is claimed in the Bemus the use of balls for contacts eliminates this source of trouble, as but little oil is used, and the balls cannot retain more than the slightest film on their surfaces. Size in carton, $3\frac{3}{4} \times 3 \times 2$. Weight, 9 ounces.

Directors Meet.—The directors of the Steel Co. of Canada met in Hamilton last week, with the whole board present except Lloyd Harris, ex-M.P., and Mr. McMaster who are now in Washington. Robert Hobson, the president, said that only routine business was transacted.

Dominion incorporation is granted to North American Arms Co., Ltd., Incorporators are E. B. Rychman, J. S. Denison, H. D. Scully, W. J. Beaton, E. Young, E. F. Duncan and A. Buchanan. The company is incorporated to make, buy, sell, deal in all kinds of fire arms and munitions of war, etc. Capital \$2,000,000, with head office in Quebec.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

ANOTHER 10 per cent. advance in the price of handles is to become effective at once, though full details are not available as to how this is to be applied, owing to tie-up in the mail service. The lines affected will, it is thought, include axe, harvest tool, pick, shovel, hammer and kindred handles. This will undoubtedly have a bearing on the price of handled goods also, though no announcement of any change in these has yet been made.

Chains of various description have undergone revision upward, the advances ranging from 5 to 15 per cent. Electric weld coil and trace chains, along with halter, dog, hammock, and breast chains and cow ties, are the lines to adopt new selling discounts.

Revisions have been made in the entire range of carpenters' tools manufactured by one firm, and the new prices now going into effect represent advances in each instance. The goods covered include, among other items, plumbs and levels, bit braces, try squares, tee bevels, planes, boxwood rules, screwdrivers, mortise gauges, bench vises and mitre boxes.

Linseed oil is again active this week, another advance of 10c per gallon being generally in vogue. The seed market is very feverish, and the basis of quotations is working towards higher levels. This provides a very strong undertone to the oil situation and lower prices are not looked for prior to actual harvesting of new crop seed.

The turpentine market has reacted somewhat and a decline of 2c per gallon has been named. Primary points reveal a somewhat weaker tendency, and this condition is expected to continue for a short period. Locally the position is very hard to determine accurately, and the future can scarcely be gauged. Supplies are considered ample for present requirements.

All standard scales have advanced 10 per cent., and all second grade scales are up 5 per cent. This change follows closely on the heels of one named recently, and is brought about by developments in the labor situation and scarcity of many lines of materials. Weigh beams are included in the list to advance 10 per cent.

Builders' hardware is generally on the upward trend, and one United States manufacturer has put through advances amounting to about 15 per cent. This will affect lock sets, door locks, latches, chain and foot bolts and all kindred lines. Business in summer lines is active, though orders have been held up owing to strike of letter carriers.

MONTREAL MARKETS

MONTREAL, July 25—The changes for this week are more numerous. Many lines of goods have been higher for a while back but changes have not been made up to the present by the jobbers. In addition to several changes on auto accessory lines there are higher prices for scales, hinges, cow ties, stall

fixtures, baseballs, waxes, stable and shoe brushes and also on kalsomine and horse brushes as well. Pine pitch, school slates, whip lashes, foot valves, and a great many lines of tools are on revised lists and all of an upward nature. Cistern pumps, well and other lines of pumps have been marked up as well. The

probability of increases being made very soon by the carrying companies for handling freight will also have a tendency to again revise many quotations holding for the present. Trading is naturally slow for some lines of goods but there is a fair demand for others.

Waxes and Baseballs Are Moved Higher

Montreal.

WAXES, BASE BALLS.—Among the advances made this week are those for Johnson's waxes. The new list prices on some of the popular lines follow: Paste, auto, 5 oz., 50c; household, 50c; No. 1 or pint size, \$1.00; No. 2 or quart size \$2.00; No. 4 or ½ gallon \$3.50, and No. 8 or gallon \$7.00. The liquid in half pints is listed at 75c; pints, \$1.25, and quarts, \$2.25. Baseballs also have scored a considerable advance, and a few of the new prices are as follows on the Reach line: No. 0, \$16.80 per doz.; No. 1L, \$15.00; No. 3C, \$13.50; No. CJ, \$11.40; No. 4A, \$10.00; No. 112, \$15.00; No. 114, \$16.00, and No. 116, \$19.20. Other popular sellers such as No. 300 are now \$6.00 per doz.; No. 400, \$4.00; No. 50B, \$8.00, and 25B, \$6.00.

Brushes Marked Up, Hinges and Pitch, Too

Montreal.

BRUSHES, HINGES, PITCH.—Shoe brushes are higher. No. 100 are now selling at \$2.65 per doz.; No. 110 at \$1.75; No. 239 at \$4.20, and No. 245 at \$4.40. This means about 10 per cent. increase. Stable, horse and kalsomine brushes of the various lines are moved up too, and on these lines the advance too is about 10 per cent. Wrought brass hinges are moved to higher levels and are now selling at an advance on list of 40 per cent. Narrow, broad, middle and also desk and shutter lines are affected. Pine pitch made a very considerable advance to \$8.50 per barrel, due no doubt to the general difficulty of getting supplies, labor and material, as well as transportation.

Slates and Whip Lashes Moved Up

Montreal.

SLATES, WHIP LASHES.—Advances are made to apply this week to school slates. The new prices are as follows: 5 x 7, 85c per doz.; 6 x 9, \$1.35 per doz.; 6½ x 10, \$1.40 per doz.; 7 x 11, \$1.50 per doz.; 8 x 12, \$1.90 per doz., and

9 x 13, \$2.25 per doz. Whip lashes are considerably higher, some of the new prices being as follows: No. 503½ x 4 feet, \$3.00; 4½ feet, \$3.40; 5 feet, \$3.75; 5½ feet, \$4.15, and 6 feet, \$4.50. The price on the 500 line is as follows: 4 feet, \$1.65; 4½ feet, \$1.90; 5 feet, \$2.10; 5½ feet, \$2.30, and 6 feet, \$2.50.

Advances in Foot Valves, Locks, Planes, Braces

Montreal.

FOOT VALVES, LOCKS, ETC.—Advances are in effect for foot valves, and the new prices are for jappanned: 1 inch, 45c; 1¼ inch, 55c; 1½ inch, 70c; 2 inch, 95c; 2½ inch, \$1.35, and 3 inch, \$1.90 each. Galvanized are 65c each for 1 inch; 80c for 1¼ inch; \$1.05 for 1½ inch; \$2.05 for 2½ inch, and \$2.80 for 3 inch. Yale and Towne locks of various kinds are up from 5 to 7½ per cent. Revisions are now being made in the price of many lines of braces, bevels, squares, cornering tools, gauges, plumbs, etc., these being largely of Stanley manufacture, while other lines will be also subject to change. The average of the discounts on these will run about 10 per cent., some higher than this, even to 25 per cent. increase.

Distilled Water in Bottles; Ignition Harness

Montreal.

AUTO EQUIPMENT.—Distilled water, used for car batteries is now available in bottles at the following prices. Four dozen lots, per doz., 98c; dozen lots, \$1.05. Ignition harness for Ford cars is lower in price from 10 to 25 per cent.

Shock Absorbers Up, Wheel Carriers, Too

Montreal.

AUTO WHEELS, ABSORBERS.—Advances are made in the price of Sager Twin shock absorbers. The trade price now is \$12.95, and the previous one was \$12.25. The Twin Special also is marked up from \$14.40 to \$15.50. Wire wheel carriers for Ford roadsters selling previously at \$10.80 are now \$12.15, and for the sedan and touring cars the advance is made from \$12.00 to \$13.50.

Belting Price Lower; Can Holders Higer

Montreal.

AUTO EQUIPMENT.—A decrease is made effective for Veeflex belting and applies as follows: ½ inch, formerly 48c per foot is now 44c in lots of 25 feet, and 40c for 100 ft. quantities; ¾ inch is worth the same as formerly, while for 1½ inch the new price on 25 ft. lots is 37c against the previous one of 42c; in 100 ft. lots 34c is the new price. Security oil can holders are higher, trade price on this line is now 13½c each; lots of 24 are 12½c each, and 96 lots 11½c.

Heavy Hinges Are Marked Up 10 Per Cent.

Montreal.

TEE AND STRAP HINGES.—Advances have been applied to all styles of heavy strap and T hinges. Both those in boxes and the loose style are advanced in this instance and the increase will approximate about 10 per cent.

Pumps Advance 10%; Electric Weld Chain Up

Montreal.

PUMPS AND CHAIN.—Advances were made in the prices on pumps of all kinds. This takes in the cistern, cottage, force, pitcher and well kinds, and 10 per cent. is about the average increase. Electric weld chain has gone higher, too, and the new prices will be found in the current quotations elsewhere.

Various Chains, Ties, Stall Fixtures Advance

Montreal.

COW TIES, CHAIN, FIXTURES.—Advances are made, approximating 10 per cent. on various lines of chain. Some of the new discounts are as follows: Cow ties 10 per cent off list; stall fixtures \$2.00 net; pressed bar per doz., net \$1.40; halter and dog chains 12½ per cent. off; tie out chains 37½ per cent., and trace 25 per cent. from list. Hammock chain is quoted 25 per cent. from list and coil 37½ per cent.

Another Advance Made in Price of Scales

Montreal.

SCALES—The recent advances made for scales have again been discarded and new discounts now apply. Standard scales, subject to a discount previously of 20 per cent. are now on the basis of 10 per cent., and Champion are advanced in price by the reduction of the previous discount of 10 per cent. to 5 per cent. now. These new prices are at once effective.

Wire Nails and Wire Hold Without Change

Montreal.

WIRE AND NAILS.—The slow season for nail distribution is here and there is very little of interest to report. Some business is still coming along from country dealers but shipments are mostly small. The undertone is firm, and while no changes have been made these will probably receive serious consideration in view of the decided firmness of the wire rod market. Wire nails still are selling at \$5.35 per keg, base, and cut nails \$5.60. Steel wire, smooth, is still \$6.25 per 100 pounds.

Not a Big Sale For Iron and Steel

Montreal.

IRON AND STEEL.—Little interest centres around this line of goods. The

trade is naturally buying such quantities as the immediate needs of users demands, and at this time of the year the activity is not great for either iron or steel. Prices are firm and will continue so and increase in price is a strong probability for the immediate future.

Common bar iron, per 100 lbs.	\$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Sheet Market Firm With Advances Probable

Montreal.

SHEETS AND PLATES.—There is not a great deal of activity at the present time though some request is made for ordinary gauges of both black and coated sheets. Supplies appear to be sufficient to meet the ordinary needs of the trade but a scarcity will come about ere long, some expect. For the week there is little to say other than that prices are steady and well held.

BLACK SHEETS—	100 lbs.
10 gauge	\$9 75
12 gauge	9 65
14 gauge	9 00
16 gauge	8 15
18-20 gauge	8 00
22-24 gauge	8 00
26 gauge	9 70
28 gauge	9 90
10¾ oz. (28 English)	10 80

GALVANIZED SHEETS—	\$10 00
10¾ oz.	9 65
28 ga.	9 25
26 ga.	9 05
22 and 24 ga.	8 85
20 ga.	8 85
18 ga.	8 85
16 ga.	8 70

Heavy Gasoline Sales; Oil Also is Steady

Montreal.

COAL OIL AND GASOLINE.—There is not a great deal of interest in the coal situation. From the movement at present it is clearly indicated that there must be a good deal used throughout the country in oil stoves. Prices are steady and without change, with Royalite selling at 19c per gallon and Electroline and Palacine at 22c. Motor gasoline is very active, the hot weather making for an extensive use of motor cars and a consequent consumption of gasoline. Price on this may be affected by the recent advances in freights in the States, but the change there of half a cent a gallon has not been reflected here as yet.

Small But Steady Business For Cordage

Montreal.

ROPE AND CORDAGE.—There is nothing of unusual interest to say regarding rope. It is moving along slowly. Not a great deal of booking is being done and the orders received are mostly

for present delivery in limited quantities. Supplies are good at present and prices are unchanged with pure manila selling at 39c base; British manila at 33c, and sisal 27½c per pound. The continued strength of soft fibres marks the situation here and all lines are on a firm and unsettled basis owing to the position of the raw material.

Stoves and Wares Are Steady But Quieter

Montreal.

STOVES AND WARES.—As far as immediate business is concerned this is quiet. The stove makers are in receipt of orders for shipment within coming weeks and on these they are at present working, the foundries being busy. Labor has been available by several of the local stove makers in very satisfactory measure, the great and pressing factor being that of securing materials. Just how all will figure in this respect is at present hard to define. There is little question but that those who require supplies will make no mistake in securing them as early as possible. The position of enamelled and stamped wares of all kinds is a slow one just now, the usual midsummer conditions prevailing generally.

Steadiness Feature in Old Materials

Montreal.

OLD MATERIALS.—There is a seasonably good trade in old metals particularly. This is greater for old iron than for any of the other lines, and much more could be sold if the same were available from those picking up this stuff in the country. Quite a little stove plate has been available of late and prices being paid for this are very favorable. Not a great deal of interest centres around old rubbers, while lead is firm and a good price is being paid for supplies. No price changes have been made in the week.

Tea lead	0 06½	
Heavy lead pipe	0 07½	
Yellow brass	0 15½	0 14
Red brass	0 23½	0 24
Light brass	0 08	
Scrap zinc	0 06	0 06½
Heavy copper	0 24½	0 24½
Wrought iron, No. 1, per gr. ton		27 00
No. 1 machinery cast	38 00	40 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	26 00	28 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes....	0 08¼	0 08½
Overshoes, lumbermen's rubbers		
boots	0 07	....
Bicycle tires	0 04½	0 05
Automobile tires	0 05	0 05¾

Wire Solder Lower Other Products Firm

Montreal.

LEAD PRODUCTS.—Wire solder has been reduced somewhat but this is the only item in the list showing a change. The strength of the pig lead market is responsible for a well maintained schedule of prices on all other lines in the list and solder is held firmly as well, although some recent receipts of block tin have made the outlook better. Trad-

ing is reduced to quite a small compass at the present time.

Lead pipe, lb.	0 15	
Lead waste pipe, lb.	0 16	
Lead traps and bends	Net list	
Lead wool lb.	0 14	
Lead sheets, 2½ lb. sq. ft., lb.	0 14	
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 13¾	
Lead sheets, 4 to 8 lbs. sq. ft., lb.	0 13	
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder (guaranteed)	0 56¾	0 65
Solder, strictly, lb.	0 52½	0 60
Solder, commercial, lb.	0 48	0 55
Solder, wiping, lb.	0 51½	0 55
Solder, wire (8 gauge)—		
40-60	0 58¾	
45-55	0 64	
Zinc sheets, casks		
Do., broken lots		

Some Tin Received; Lead Price Holds

Montreal.

INGOT METALS.—There is some improvement in tin to the extent that a few lots have come to hand. Distribution of this will likely be readily effected and prices, while a little easier with some on spot, are higher in London. Copper is in good demand.

COPPER.—The feature of the week is that of the difficulty in getting supplies. The production of the first six months has been great but not up to the same

period of a year ago and trade needs therefore are not so promptly met as some would wish for. Price here 31c per pound.

TIN.—The market in London is firm and this is attributed to rumored regulations on the part of the government regarding trade. Here the position is without a great deal of change. Some are still selling at around \$1.15 to \$1.25 per pound. Some supplies were received recently but licenses are not easily obtained.

SPELTER.—Prices have worked down somewhat in the States. This is done in the face of decreasing supplies and is somewhat unusual. Price here 10½c.

LEAD.—Nearly all the available supplies of lead are picked up quickly with the consequent result that prices are very firm. Labor troubles are holding up production at the mines. Price here unchanged at 10c to 11c.

ANTIMONY.—There is a regular and steady situation on this item, but any outstanding point of interest is lacking. Price still quoted here 15-16c.

ALUMINUM.—More difficulty is reported with regard to securing this. There is not a great deal of local demand and prices rule around 52c per pound.

TORONTO MARKETS

TORONTO, July 25.—Prices continue to climb in lines affecting the hardware trade and numerous revisions have been made during the present week. Practically all lines of chains have undergone a change in price, halter, dog, tie out, trace, breast and hammock chains and cow ties all going to higher levels. Stall fixtures have joined the list upward bound while standard scales advance 10 per cent. and second grade 5 per cent. Awning, side and clothes line pulleys are up about 10 per cent. and another line of food choppers has been revised upward. Business during the week has been held up considerably by the strike of the letter carriers and the situation was becoming serious.

Scales Go Higher; Weigh Beams, Too

Toronto.

SCALES.—The trade has been advised of an advance in scales during the week amounting to 10 per cent. on all standard scales and 5 per cent. on all second grade, immediately effective. Some doubt exists in the minds of some dealers as to just how this works out, but prices named in other quarters range as follows for the Champion scales: 4-lb., \$5.70 each; 10-lb., \$7.80; 240-lb., \$13.00; 600-lb. platform, \$29.00; 1,200-lb., \$36.00; 2,000-lb., \$51.00; 2,000-lb., with drop lever, \$58.00; all these prices include stamping charges. Weigh beams are being quoted at net list, a ten per cent. advance.

Trace, Tie Out, Halter Chains and Others Advance

Toronto.

TRACE, TIE OUT, HALTER

CHAINS, ETC.—Revised discounts have been named on practically all lines of chains during the week, which provide for advances approximating 12½ per cent. This is in line with information given out in HARDWARE AND METAL last week. The lines affected with the present range of prices are: Electric-welded, English pattern trace chains No. 3, 7-ft., \$1.00 per pair; 7½-ft., \$1.05. Electric-welded wire trace, 3½ ft., 60c pair; 5½ ft., 75c; 6-ft., 80c; 7-ft., 90c; 7½-ft., 95c. Tie out chains, 37½ per cent. discount; halter and dog chains, 12½ per cent. discount; hammock chains, 25 per cent. discount for a net price of 50c per pair, and cow ties at 5 to 10 per cent. discount are all at higher levels. Greening coil chain is now quoted at 37½ per cent. discount and breast chains No. 220 are selling at \$16.00 dozen pairs.

Stall Fixtures Advance; Electric Weld Coil Chain

Toronto.

STALL FIXTURES, COIL CHAIN.—Another item to be affected by the firm tone in steel is stall fixtures which have a higher level of quotations as follows: No. 1 or heavy, \$2.00 dozen; stamped as Dominion or No. 3, \$1.40 dozen.

New prices now named on electric-welded proof coil chain range as follows: 3/16 x 5, \$18.25; ¼-inch, \$15.65; 5/16-inch, \$13.15; ¾-inch and larger, \$11.90. A corresponding increase in other sizes and qualities has also been put into effect.

Further Advance Made in Crowbars; Packing Higher

Toronto.

CROWBARS, PACKING.—A further advance has been made in crowbars to \$9.65 per 100 pounds in some quarters. This line has been showing a steadily increasing scale of prices and no prospect of lower prices is apparent.

A new price has been named on Sun spiral packing which represents an advance. Present quotations are being made at 90c per pound.

Glassware Revised Upward, Food Choppers Too

Toronto.

GLASSWARE, FOOD CHOPPERS.—Revisions to higher levels have been made on Pyrex cooking ware which will affect their bake dishes, pie dishes, casseroles and similar lines.

Another line of food choppers has also come in for revision upward, new prices on the Russwin just issued being as follows: No. 0, \$19.20 dozen; No. 1, \$23.20; No. 2, \$28.40; No. 3, \$38.40.

Awning, Clothes Line Pulleys, etc., Up 10%

Toronto.

AWNING, CLOTHES LINE PULLEYS, SAW HANDLES.—The tendency in practically all lines is upward. This is reflected in revised quotations which have been issued on awning pulleys, clothes line pulleys, side pulleys and kindred lines which are now being quoted at levels about 10 per cent. above former scale.

Simmons genuine cross cut saw handle No. 6 is higher at \$8.40 per dozen pairs.

Builders' Hardware Up; Brass Butts Very High

Toronto.

BUILDERS' HARDWARE, BRASS BUTTS.—Corbin lock sets, front door locks, store door locks, and latches, sliding door locks and latches, chain and foot bolts and practically all trimmings are being revised. New prices will show a fairly stiff advance amounting to about 15 per cent.

The tendency in builders' hardware is reflected in quotations named on brass butts which are now selling at an advance on list of 50 per cent.

Higher Levels Reached on Barn Door Hangers

Toronto.

BARN DOOR HANGERS, WRENCHES.—Higher levels have been reached in many lines of barn door hangers and this is noticeable in the buyers' lines also. In a new catalogue of barn door hangers and track just issued, a note has been added to the front cover reading: Add 50 per cent. to all lists in this catalogue before applying discounts.

Westcott wrenches are now selling at a higher level of prices, namely: 6-inch,

\$11.20 dozen; 8-inch, \$14.10; 10-inch, \$16.70; 12-inch, \$21.10; 14-inch, \$29.40.

Handles to Advance 10%, Rules, Levels, etc., Up

Toronto.

HANDLES, RULES, LEVELS.—Another advance in handles is imminent, quotations to rule on levels 10 per cent. higher than those now ruling. Full details are not available owing to the tie-up in the mail service but will probably be forthcoming for next week's issue. The lines affected will probably include harvest tool handles, axe handles, shovel, spade and scoop handles, hammer handles, pick handles, etc. The significance of this increase in its relation to the manufactured lines such as handled axes,

TOOLS MAKE ADVANCE

Practically the entire line of goods manufactured by the Stanley Rule & Level Co. have undergone revision upward. New quotations being named to the trade on some of the more familiar lines are reproduced herewith:

Bit braces, dozen.—No. 911 x 10, \$47.00; 12, \$48.30; No. 921 x 10, \$43.90; 12, \$45.20; No. 923 x 10, \$39.90; 12, \$41.15; No. 933 x 10, \$35.40; 12, \$37.25; No. 975 x 10, \$16.35; 12, \$16.75.

Breast Drills, dozen.—No. 711, \$90.05; No. 733, \$67.75.

Bevels, dozen.—No. 25 x 6, \$5.10; 8, \$5.75; 10, \$6.00; 12, \$6.65.

Levels, dozen.—No. 00, \$10.35; No. 0, \$11.50; No. 3, \$20.25; No. 5, \$26.55; No. 34 x 6, \$16.30; 10, \$23.95; No. 36 x 12, \$29.60; 18, \$35.10; No. 40, \$17.60; No. 90, \$35.60; No. 102, \$5.35; No. 103, \$7.25; No. 104, \$7.80.

Mitre Boxes, dozen.—No. 50½, \$7.90; No. 244, \$16.85; No. 346, \$18.70.

Planes, each.—No. 3, \$3.30; No. 4, \$3.60; No. 5, \$4.10; No. 7, \$6.00; No. 9½, \$1.70; No. 27, \$2.75; No. 28, \$3.10; No. 29, \$3.15; No. 31, \$3.35; No. 220, \$1.25; No. 603, \$3.70; No. 604, \$4.00; Block No. 9½, \$3.70; No. 101, \$1.10; No. 102, \$1.85; No. 120, \$3.70; No. 220, \$3.70.

Rules, dozen.—No. 32½, \$9.70; No. 36, \$4.40; No. 36½, \$6.40; No. 52, \$7.05; No. 53, \$4.40; No. 61, \$2.40; No. 66½, \$5.85; No. 66½, \$6.90; No. 66¾, \$14.75; No. 68, \$2.20; No. 84, \$6.10. Zig-Zag—No. 02, \$2.90; No. 03, \$4.40; No. 04, \$5.85; No. 05, \$7.30; No. 06, \$8.75.

Try Squares, dozen.—No. 2 x 6, \$8.20; 7½, \$9.40; 9, \$11.30; 12, \$14.40; No. 12x4, \$4.90; 6, \$5.55; 8, \$7.05; No. 20 x 4½, \$4.50; 6, \$6.00; 7½, \$6.55.

Jersey Vises.—No. 742, \$1.40; No. 743, \$1.65; No. 744, \$2.00; No. 746, \$3.60; No. 12 assm't. \$22.70 each.

shovels, spades, scoops, hammers and harvest tools, etc., must not be overlooked.

A general revision in quotations on Stanley boxwood rules, levels, planes, mortise gauges and other lines has been made, details of which are given in panel elsewhere in this issue.

Advance in Gasoline Possible; Oils Steady

Toronto.

OILS, GASOLINE.—There is some talk of a tax on gasoline of 10c per gallon in the United States and should this become effective there the same conditions will undoubtedly be reflected here. There has been a feeling for some time that some such action might be taken and a definite announcement in a

short time may be expected. In the meantime the demand locally is big, with supplies ample for all requirements. Prices have remained firm and unchanged at 33c per gallon. Coal oil is moving forward freely at unchanged prices ranging from 18c to 21c per gallon. Lubricating and motor oils are in good demand with quotations steady.

Situation Unchanged in Stoves and Enamelware

Toronto.

STOVES, ENAMELWARE.—There have been no new developments in regard to stoves during the week, prices being firmly held and conditions generally as unsettled as ever. The outlook for Fall deliveries shows little improvement and whereas some orders are being accepted, uncertainty seems to rule the situation. Enamelware is steady and no difficulty is being experienced in selling all that supplies can be secured to manufacture. Prices in current market quotations are unchanged.

Nail Situation Firm, Unchanged; Wire Steady

Toronto.

WIRE, NAILS.—There is nothing new to report in the nail situation. Difficulty in securing rods is being experienced and production is suffering to that extent, but no shortage is as yet noticeable. A very fair demand continues to be felt and quotations are unchanged, wire nails selling at \$5.30 and cut nails at \$5.65 per 100 pounds base.

Smooth steel wire has held steady with light demand in evidence. The base price is unchanged at \$6.25 per 100 pounds.

Cordage Situation Quiet; Sales are Light

Toronto.

ROPE, TWINE.—The cordage situation remains uninteresting, no developments to stir up the market being apparent. The demand runs in rather narrow channels and the price situation is unchanged. Quotations remain at the following figures: Pure manila, 39c per pound base; British manila, 33c; and sisal at 27½c.

Steady Position of Iron and Steel Bars Held

Toronto.

IRON AND STEEL.—The steady position of iron and steel bars maintained for some months past shows no change whatever, though indications point to a very firm market. The demand is light and orders are being taken care of quite easily. Quotations follow:

TORONTO—	Per 100 lbs.
Common bar iron	\$ 5 25
Common bar steel	5 50
Refined iron	5 65
Angle base	5 75
Horseshoe iron	5 50
Tire steel	5 70
Mild steel	5 50
Norway iron	11 00
Toe caulk steel	6 25
Sleigh shoe steel	5 50

Band steel, No. 10	5 75	
Do., No. 12	6 00	
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Corrugated Sheets, Trough, Conductor Pipe Hold

Toronto.

CORRUGATED SHEETS, EAVE-TROUGH.—Corrugated sheets, eave-trough, conductor pipe, and kindred lines which have recently undergone revisions upwards in prices are being firmly held at new levels. Supplies though not heavy are equal to the demands which remain fair. Quotations on corrugated sheets are given herewith, while prices on eave-trough and conductor pipe appear in current market quotations.

TORONTO—	Per 100 Sq. Feet	
Corrugated Sheets—	Gal'zed	Painted
No. 28 gauge	\$ 9 00	\$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Sheets None Too Plentiful; Prices Hold Firm

Toronto.

SHEETS, PLATES.—Dealers face a situation where stocks are gradually dwindling with little opportunity for replacement. Manufacturers are absorbing fairly large quantities of jobbers' stocks and the outlook is no brighter than it has been for some time past. There are a few shipments of galvanized coming through but these are not sufficient to maintain stocks at normal levels. Quotations given herewith are unchanged:

BLACK SHEETS—	Per 100 lbs.	
10 gauge	10 00	\$12 00
12 gauge	10 10	10 00
14 gauge	7 45	7 90
16 gauge	7 50	8 00
18-20 gauge	7 80	7 55
22-24 gauge	7 85	7 60
26 gauge	7 90	7 65
28 gauge	8 00	7 75
3/16-inch plate	10 10	10 25
¼-inch boiler plate		10 00

GALVANIZED SHEETS—		
10½ oz.	9 50	9 75
U.S. 28	9 20	9 45
U.S. 26	8 90	9 15
22 and 24	8 75	9 00
18 and 20	8 60	8 85
16	8 45	8 70
14	8 35	8 60

Wrought Iron Pipe Situation Steady

Toronto.

WROUGHT IRON PIPE, BOILER TUBES.—Developments are of an uninteresting nature as regards wrought iron pipe. Manufacturers are finding it increasingly difficult to maintain production and with the larger sizes particularly is this noticeable. Prices are unchanged at figures shown in current market quotations.

Boiler tubes are unchanged and there is no redeeming feature in the outlook to report. Quotations are as follows:

Boiler Tubes—	Cold Drawn	Lapweld
1 inch	\$36 00	\$
1½ inch	40 00	
1½ inch	43 00	36 00
1½ inch	43 00	36 00

2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch		58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Steadiness Marks Lead Products; Solder Steady

Toronto.

LEAD AND ZINC PRODUCTS.—A very steady situation is noticeable in manufactured lead products though it must be said the strength of the lead market is showing in a firm undertone to the manufactured article. Solder holds at unchanged figures though the position of tin grows stronger and with lead also firm, the tendency in solder is not hard to determine. Quotations are given herewith:

Lead pipe, lb.	0 15	....
Lead waste pipe, lb.	0 16	....
Lead traps and bends	Net list	
Lead wool, lb.	0 15½	0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 13½	0 13½
Lead sheets, 4 to 8 lbs. sq. ft.	0 12½	0 13
Cut sheets, ¾ c lb. extra, and cut sheets to size, Solder, guaranteed, lb.		0 60
Solder, strictly, lb.	0 55½	0 68½
Solder, commercial, lb.	0 51	0 52
Solder, wiping, lb.		0 55
Solder, wire, lb.	0 70	0 80
Zinc sheets, per lb.		0 26

Uninteresting Describes Old Material Markets

Toronto.

OLD MATERIALS.—There remains just the one word—uninteresting—to describe the situation. These have shown no activity to speak of for some time and the future is uncertain. Prices are:

Tea lead	\$0 05¼	....
Heavy lead pipe	0 07½	0 07½
Yellow brass	0 12	0 13
Red brass		0 21
Light brass		0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 21½	0 22
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overhoes, trimmed Arctic		0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....

	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues		12 00
No. 1 busheling	16 00	17 00
No. 2 busheling		12 00
Country mixed scrap		16 00

LONDON MARKETS

LONDON, July 25.—Prices continue very firm with many advances again this week. Included in the list are to be found cow chains, tie out chains, trace chains, dog chains and halter chains, building paper, garden hose, buck saws, clothes pins, lamp and lantern burners, grindstones and linseed oil. Turpentine registered a decline, while shellac and pine tar are higher. Business in London continues good, seasonable lines are selling fine. Surrounding districts also report good trade on all lines except builders' hardware.

Chains Revised to Higher Levels; Stall Fixtures

London.

CHAINS, STALL FIXTURES.—New discounts have been named on various

Tin Gaining Strength Lead Very Strong

Toronto.

INGOT METALS.—Increased strength is noticeable in respect to tin and higher prices have been named in some quarters. Supplies are scarce and continue hard to get. Lead is very strong with supplies light. Spelter is a little easier. Other metals remain unchanged.

COPPER.—Supplies are none too heavy and already there is a movement on foot to have prices raised again in August when time expires for present scale. In this way it is felt production might be speeded up. Supplies locally are light and prices unchanged at 30-32c per pound.

TIN.—Advances have been made in some quarters, widening the range of quotations which now runs from \$1.15 to \$1.50 per pound. Supplies are light and shipments hard to get. Advances have been made on the London market.

SPELTER.—A somewhat easier tendency is to be noted and quotations do not exceed 10½c per pound. Supplies are ample for all requirements, it is intimated.

LEAD.—This market is very strong and working under influence of light supplies. Quotations have remained unchanged at 10½c to 11½c per pound. Commercial demands generally are being met.

ALUMINUM.—Nominally quotations remain around 50c per pound with Government demands absorbing very largely available supplies.

ANTIMONY.—The market has held firm and unchanged during the week at 18c to 21c per pound. A fair movement is reported.

PIG IRON.—Reports from the United States intimate that Government needs continue to absorb practically all the output of the mills, and similar conditions may be said to prevail here. Commercially, pig iron is almost unprocureable.

types of chains, halter, tie out, dog, cow, trace and hammock all going to higher levels. The present basis of sales is determined on the following schedule of discounts: Cow chains, 10 per cent. off list; tie out chains, 37½ per cent. off list; trace chains, add 12½ per cent.; dog chains, 12½ per cent. off list; halter chains, 12½ per cent. off list; hammock chains, 25 per cent. off list. Pressed steel stall fixtures are higher in price also, \$1.40 per dozen now being asked for these.

Nails Are Firm; Rope Unchanged

London.

NAILS, ROPE.—Quotations on wire and cut nails have undergone no change. The base on the former being \$5.30 and

on the latter \$5.60 per 100 pounds. Rope is also steady and conditions surrounding the market very uninteresting. Quotations remain as follows: Pure manila, 39c; British manila, 33c; New Zealand hemp, 33c; sisal, 27½c base per pound.

Lamp Burners Go Higher; Lanterns, Too

London.

LAMP, LANTERN BURNERS. — A new discount of 20 per cent from list has been established on lamp and lantern burners, which reveals net prices on an advanced scale as follows: Lamp burners—Ontario, No. A \$1.05, No. B, \$1.30 doz.; Banner, No. 0 \$1.70; No. A \$1.70; No. B \$2.12; No. D \$4.24 dozen. Lantern burners—No. 2 \$2.30 dozen.

New Prices Named On Building Paper

London.

BUILDING PAPER. — New prices have been named on building paper and again the tendency shown is upward. The greatest advance made is in tarred lines which are up about 7½ per cent. Present prices are: Dry fibre No. 2, 60c; tarred fibre No. 2, 75c per roll; tarred felt, \$3.50 per 100 pounds.

Grindstones Revised; Bucksaws Advance

London.

GRINDSTONES, BUCKSAWS. — Prices established on grindstones represent a slight advance, those under 40 pounds selling at \$2.75 and from 40 to 200 pounds sell at \$2.50 per 100 pounds. "Happy Medium" bucksaws are being quoted at considerably higher figures as will be noted in new prices of \$9.60 per dozen now being asked.

10% Advance Made In Garden Hose

London.

GARDEN HOSE. — Ten per cent. was the amount of the advance recorded in garden hose during the week. Prices of rubber and cotton fabric have advanced which, with steadily mounting manufacturing costs, all serve to bring about this result. The present range of prices including this last increase follows:

No. 33—3-ply—½-inch, 10c ft.; ⅝-inch, 12c; ¾-inch, 13¾c.
No. 44—4-ply—½-inch, 12c ft.; ⅝-inch, 14c; ¾-inch, 16c.
No. 55—5-ply—½-inch, 14½c ft.; ⅝-inch, 16½c; ¾-inch, 18¾c.
Corrugated—½-inch, 17½c ft.; ⅝-inch, 20½c; ¾-inch, 23½c; 1-inch, 35c. Less 5% in full reels of 500 ft.

Wrenches Go Higher; Chisels Advanced

London.

WRENCHES, CHISELS. — Wrenches have gone higher, the "Speednut" now selling at \$14.25 per dozen for the 6-in. and the 8-in. being quoted at \$15.50 per doz. The Quality line of cold chisels is another item to come in for revision upward, and quotations named on these is as follows: ½-in. \$2.00 doz.; ⅝-in. \$2.50 doz.; ¾-in. \$3.50 doz.; 1-in. \$4.85 doz.

New List On Tungsten Bulbs; Shock Absorbers

London.

TUNGSTEN BULBS, SHOCK ABSORBERS. — Eveready Daylo tungsten bulbs which were formerly listed at 17c each have had the list advanced to 20c each, the same discount applying. A revision has been found necessary in shock absorbers, manufacturing costs having mounted to a point where prices had to be advanced. The H. & D. are now selling at \$7.50 per set and in lots of six at \$7.00 per set.

PRICES ON HANDLES NAMED

As HARDWARE AND METAL goes to press new discounts have been received on handles. Taking effect at once the following discounts now apply:—

All Hickory Handlesnet
Maple Cant Hook and Peavie Handles20%
All Fork, Hoe, Rake, Shovel Handles and Malleable D.20%
All Other Handles1'
Whiffletrees, Neckjokes and Doubletrees10%

Clothes Pins, Mouse Traps, Ice Tongs All Higher

London.

CLOTHES PINS, MOUSE TRAPS, ICE TONGS. — Joining the throng that are showing a higher level of prices are to be noted clothes pins and mouse traps. High prices of wood and advanced manufacturing costs are considered factors in this increase. The round wood clothes pins are selling at \$1.20 per 5-gross box. Joker mouse traps at \$3.25 per gross (or 30c per

dozen) and rat traps at \$1.25 per dozen are new figures for these items. V. & B. heavy ice tongs have advanced also, the new prices for No. 2 being \$21.00 per dozen, and for No. 3 \$25.00 per dozen.

Another Jump In White Shellac; Pine Tar Up

London.

WHITE SHELLAC, PINE TAR. — Following a recent advance in white shellac comes advice of a further increase in the price, new quotations for the 1-gallon size being \$4.90; for the ½-gallon size \$5.05, and for the ¼-gallon size \$5.20 per gallon. Quotations on pine tar are also on a new high level, pints selling at \$1.75 per dozen.

Linseed Oil 10c Higher Turpentine 2c Lower

London.

LINSEED OIL, TURPENTINE. — Another 10c per gallon has been added to the figures for linseed oil during the week, new high levels in the matter of price being reached. The high price of seed, its scarcity and difficulty in securing are factors. Present quotations range as follows:

	Raw	Boiled
	Price per gal.	
1 to 2 bbls.	\$2.17.	\$2.20
3 to 5 bbls.	\$2.16	\$2.19
6 to 9 bbls.	\$2.14	\$2.17
Less bbls. add 10c gallon.		

A little easier tone in the turpentine situation is evident, declines locally ranging about 2c per gallon. Turpentine at primary points is also lower for the week. Supplies are ample for present demands. Prices now being asked are: 1 bbl. lots, \$1.01; 2 to 4 bbl. lots, \$1.00; 5-gal. lots, \$1.11 per Imp. gallon.

WINNIPEG MARKETS

WINNIPEG, July 25.—Price changes for the week again show an upward trend and include such lines as Reach sporting goods, Penberthy injectors, pipe fittings, unions, wire nails and window glass. Business for the past week is reported to be somewhat quieter, due to the fact that some localities are badly in need of rain, and dealers are holding up orders till they feel that crop conditions seem more favorable.

Wire Nails Make 25c Advance

Winnipeg.

WIRE NAILS. — Due to the recent advances in freight rates in the United States and Canada, a further advance on nails has been found imperative and prices during the week moved up 25c per keg. This makes to-day's base per 100 pounds, \$5.80, Head of Lakes, and \$6.25 Winnipeg. Staples are also up to \$6.00, Head of Lakes, and \$6.45, Winni-

peg. Net prices on finishing nails and sash pins at present advance are:—

Finishing nails in 25-lb. boxes—1 in., \$8; 1½ in., \$8; 1¾ in., \$7.65; 1½ in., \$7.40; 2 in., \$7.30; 2½ in., \$7.15; 3 in., \$7.10 per 100 lbs.
Sash pins—¾ in., \$8.75; 1 in., \$8.25; 1 in., \$8; 1½ in., \$8; 1¾ in., \$7.65 per 100 lbs.

Injectors Record Five Per Cent. Advance

Winnipeg.

INJECTORS. — New prices are just to hand covering Penberthy injectors, which show an increase of approximately 5c over former prices, which have been in force for the past year. New selling prices now in effect are as follows: No. A, \$6.30; No. 8, \$8.75; No. BB, \$10.50; No. C, \$14.00; No. D, \$19.25 each

Baseballs, Indoor Balls, Playground Balls Higher

Winnipeg.

BASEBALLS, INDOOR, PLAYGROUND BALLS. — Due to the ever-increasing costs of raw material, further

revisions in prices have been necessary, covering a few of the Reach sporting goods lines, making to-day's selling as quoted below:—

Baseballs—No. 0, \$16.80; No. 1, \$15; No. 2, \$13.50; No. 4A, \$10 dozen.
Indoor balls—No. 112, \$15; No. 114, \$16; No. 116, \$19.20; No. 212, \$12.60; No. 214, \$13.80; No. 216, \$15 dozen.
Playground balls—No. 25B, \$6; No. 50B, \$8; No. P12, \$16.80; No. P14, \$19.20 dozen.

Bolts In Good Demand; Prices Holding Firm

Winnipeg.
BOLTS.—Bolts of all kinds are reported in good demand, due, no doubt, to repairs for machinery, etc., in preparation for harvesting. Prices on all lines remain firm at former quota which are as follows:

Carriage bolts, $\frac{3}{8}$ and smaller, 5% off; 7-16 and larger, 5% on list. Machine, $\frac{3}{8}$, 5% off; 7-16 and larger, 5% on list. Plow bolts, 5% on list. Stove bolts, 50% off list. Shaft bolts, 5% on list. Tire bolts, 25% off list. Sleight shoe bolts, all sizes, 5% on list.

Pipe Fittings Undergo Revision Upward

Winnipeg.
PIPE FITTINGS.—A new price list on pipe fittings such as bushings, elbows, tees, couplings, etc., has just been issued by the Winnipeg dealers, which gives list prices on the lines which are now selling by the piece instead of per pound. Price lists and discounts can be had by applying to any of the Winnipeg jobbers.

Wrought Iron Pipe Holds Firm and Unchanged

Winnipeg.
WROUGHT IRON PIPE.—Prices on wrought iron pipe continue to hold firm at former prices despite the recent advance in the East. Manufacturers are having great difficulty in securing skelp and supplies are not any too plentiful. Prices in the meantime remain unchanged as follows:

Per 100 feet—	Black	Galvanized
$\frac{1}{4}$ inch	\$ 6 08	\$ 8 42
$\frac{3}{8}$ inch	6 16	8 50
$\frac{1}{2}$ inch	7 83	9 63
$\frac{3}{4}$ inch	9 95	12 38
1 inch	14 67	18 27
1 $\frac{1}{4}$ inch	19 88	24 75
1 $\frac{1}{2}$ inch	23 76	29 57
2 inch	32 04	39 78
2 $\frac{1}{2}$ inch	51 30	63 59
3 inch	67 05	83 16
3 $\frac{1}{2}$ inch	84 92	....
4 inch	100 62	....
4 $\frac{1}{2}$ inch	116 10	....
5 inch	135 00	....
6 inch	174 60	....

Standard Unions Go Higher, Other Lines, Too

Winnipeg.
UNIONS.—New prices have just been received covering unions, both Standard and Dart types, which show an increase of from 5 to 10 per cent over former prices. To-day's ruling prices are given herewith:—

Standard unions—Black— $\frac{1}{4}$ in., 13 $\frac{1}{2}$ c; $\frac{3}{8}$ in., 15c; $\frac{1}{2}$ in., 17c; $\frac{3}{4}$ in., 21c; 1 in., 25c; 1 $\frac{1}{4}$ in., 35c; 1 $\frac{1}{2}$ in., 44c; 2 in., 56c each.
Galvanized— $\frac{1}{4}$ in., 20c; $\frac{3}{8}$ in., 22 $\frac{1}{2}$ c; $\frac{1}{2}$ in., 25c; $\frac{3}{4}$ in., 30c; 1 in., 38c; 1 $\frac{1}{4}$ in., 53c; 1 $\frac{1}{2}$ in., 68c; 2 in., 86c each.

Dart Unions—Black— $\frac{1}{4}$ in., 28c; $\frac{3}{8}$ in., 38c; $\frac{1}{2}$ in., 48c; $\frac{3}{4}$ in., 57c; 1 in., 76c; 1 $\frac{1}{4}$ in., \$1.14; 1 $\frac{1}{2}$ in., \$1.52; 2 in., \$1.90 each.

Linseed Remains Firm; Turpentine Unchanged

Winnipeg.

LINSEED OIL, TURPENTINE.—The demand for linseed oil is reported as falling off slightly, due to the recent heavy advance of 30c per gal. which took place recently. No reduction is looked for owing to the fact that flax seed has been placed on the restricted list by the United States Government and no more will enter from the Argentine, which will mean heavier demands on Canadian flax seed. Prices ruling to-day are as follows: Raw, \$2.30 per gallon; boiled, \$2.33 gallon, in single barrel lots.

Turpentine prices still hold firm at the recent advanced prices and as yet show no sign of a decline as supplies are reported as very limited. To-day's market price is as follows: Barrels, \$1.10 gal;

$\frac{1}{2}$ barrels, \$1.13 gal.; 5 gal. lots, \$1.15; 1 gal. lots, \$1.15, plus the usual extras for containers.

First Two Breaks Window Glass Higher

Winnipeg.

WINDOW GLASS.—Due to the extreme shortage of skilled labor for the manufacture of window glass together with the reduction in the output, which has been cut approximately 50 per cent., a further advance has taken place in the first two breaks of single glass. These move up to \$14.00 and \$15.00 case, respectively, while other breaks remain unchanged. Prices on all breaks up to 70 are given below:—

	Single Per 100-ft	Double Case
Up to 25-inch	\$13 50	\$18 50
26 to 40-inch	14 50	21 00
41 to 50-inch	18 50	23 75
51 to 60-inch	19 50	24 25
61 to 70-inch	20 50	25 75

PITTSBURGH MARKETS

PITTSBURGH, Pa., July 25.—It is claimed the interesting discovery has been made that some Canadian steel has been sold in New England at prices far above the Government limits, and for non-essential purposes, while steel made in the United States has been sold in large quantities to Canada at the set limits. It is stated the subject will be taken up with the British Mission.

The rate of steel production was discussed in last report, with particular reference to the rate in June as indicated by the monthly report of the American Iron and Steel Institute. Since then a new complexion has been given the situation by Institute announcing that one of its members understated its June output by 46,516 tons. This means that the rate of steel ingot production in June was at the rate of about 43,500,000 gross tons a year instead of the rate of 42,860,000 tons indicated by the original report. While the change is apparently a slight one, it makes it that June was the best month of the quarter instead of the poorest, also that since the very low production rate of last January there has been a successive improvement each month. Thus there is much better ground for hoping that further increases in the rate will occur later in the year. July and August may show declines, on account of hot weather, but thus far in July the weather has been normally favorable for the season.

War Requirements

The rate of production is, however, distinctly better than the rate in 1917 or 1916 because while the output is lower in proportion to capacity there have been material increases in capacity. The rate of steel ingot output of 43,500,000 gross tons a year means an output of finished rolled steel of nearly if not quite 36,000,000 net tons a year, or about 3,000,000 tons a month. In a fresh statement as to steel requirements and supplies the War Industries Board has now put the war

programme as requiring 20,000,000 net tons or perhaps 21,000,000 net tons, during the second half of this year, while it points out that the industry has never produced more than 16,500,000 net tons in a half year. There is, however, considerable basis for hoping that 18,000,000 tons can be produced, possibly more. Steel producers as a class remain chary of accepting the War Industries Board's statement of requirements at face value, having doubts whether the various war activities that call upon the Director of Steel Supply for their various tonnages will really be able to consume the full tonnages within the period set. No one questions that there are precisely formulated requirements totalling 20,000,000 tons, the point being how soon the tonnage can actually be fabricated or otherwise utilized.

Plates are being produced at the rate of 500,000 net tons a month, and the major portion of the tonnage is going to the shipbuilding industry, but there is a moderate tonnage of Bessemer steel plates going into carbuilding and other items of essential nature but not absolutely requiring open-hearth stock. Production of shell steel may be estimated at not much under 500,000 tons a month, so that about one-third the total finished rolled steel output is going into these two items. Tin plate, formerly a very small item in point of tonnage, accounts now for more than 150,000 net tons a month. The structural mills are operating very nearly at capacity, with the heavy demand for shapes for shipbuilding and for various large construction jobs of the army, and are perhaps turning out a larger tonnage than ever before.

The total demand for steel that is given no priority or preference, the so-called "unessential" steel, is not estimated at more than 10 per cent. of the total at the outside.

WEEKLY PAINT DEPARTMENT

Paint Farm Implements

Yearly Loss Through Failure of Farmers to Take Proper Care of Their Machinery is Enormous—He May be Prodigious Now Because He Has Plenty—But it is an Economic Waste That Should be Eliminated

THAT there is an enormous loss in Canada each year in farm implements because of the failure of the farmer to take proper care of them cannot be doubted. There is hardly a farm but that has its graveyard for implements that have fallen into disuse. The hayrake in the meadow, left there to bleach out and tumble to pieces, is a familiar sight. The binder in the lane or the mower in the implement shed are silent testimony to an economic waste. Of these it may be argued that these implements have to wear out some time. That may be true to a certain extent. But many of them wear out long before their proper time because they have not had the care and attention they required.

In the past farmers may have been given to a parsimonious attitude in this respect. That is, they may have been penny wise and pound foolish. They had the dollar, and many of them would rather see two dollars' worth of damage done to their hayrake in the season rather than spend the dollar to get paint for it. This is a penny-wise and pound foolish attitude. It is short-sightedness. It is poor business management. No good business man would allow his property to go to wreck for want of proper care.

Farming Conditions Responsible

This attitude was perhaps begotten to a large extent through the farming conditions of the past. For the farmers have not always found it as easy to make money as they have during the past two or three years. To them money seemed to come hard, perhaps, in the days before the war. And they held it hard once they did get it.


But all these things have changed since war conditions have prevailed. The demand for all food commodities has made the farmer the most independent of men.

This demand has thrown wealth into his lap with prodigality that even yet almost dazzles him. He has adjusted himself to receiving this money, but he has, perhaps, not changed his attitude entirely toward spending it. He may be inclined to hold it with the tight grimness of old. In this respect he has not thoroughly readjusted himself to the new condition. True, many farmers are buying automobiles and are showing a commendable spirit to modernize in this respect.

It is Time to Conserve

No matter how well the farmer may be able to afford prodigality now in the matter of expenditure, it is not a time when he should lose sight of the conservation idea. It is less difficult for him to conserve now that money is more plentiful. A coat of paint to his farm implements every two or three years is as essential as a coat of paint to an automobile or to a house. It will add greatly to the length of life of implements. It will mean a saving of raw materials in the aggregate which would reach an astounding figure in Canada during the course of five years. It is the duty of the farmer to conserve his working capital. He is not alone concerned in this matter. There is a shortage of materials in so many lines of steel and wood that he should consider it an urgent opportunity to help in this respect.

And herein is the opportunity for the paint dealer. It is a time when all the forces of conservation should be gathered together in one mighty effort. There should be a tightening of the belt all the way down the line. Store cards, window cards, window displays will draw this matter to the attention of the farmer. Some quiet persuasion on the part of the merchant and salesmen will drive the point home still more forcibly.



MOORE'S

Varnishes

Of Highest Quality and Durability

We are able to furnish exactly the right kind of varnish to suit your most exacting customer's demand.

Moore's Varnishes give just the right, fine appearance and finish, and are far more durable than ordinary varnishes for which your customer must pay the same price.

As a business-builder you will find Moore's Varnishes a complete success, just as you have done in handling Moore's House Colors and famous Muresco.

WRITE TO-DAY FOR MOORE'S PROPOSITION TO YOU

Benjamin Moore & Co., Limited
WEST TORONTO

Have You Used UNIVERNISH?

"The Varnish That Lasts Longest"

We wish every dealer to put a display box on his counter—it's a sure seller, the profit is good and repeat orders are certain.

UNIVERNISH is the one varnish for all uses — good on floors, tables, pianos, woodwork, automobiles, motor boats, etc., etc. Good anywhere and everywhere; impervious to hot water; even ammonia cannot injure its beautiful gloss.

PUT UP IN ALL SIZES FROM QUARTER PINTS UP

The Dougall Varnish Co., Limited
MONTREAL

"The Varnish That Lasts Longest"

Associated with
MURPHY VARNISH CO., U.S.A.



WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, July 25.—The paint men are busy this week figuring out their new prices and as quite a number of lines are involved this will take a few days to complete. With mixed paints higher to the extent pointed out in the special announcement made last week the tendencies pointed out in **HARDWARE AND METAL** for some time were quite in order and even at present prices the manufacturers cannot accept bookings for indefinite shipment. This is owing to the scarcity of basic raw materials which are increasingly hard to obtain in the necessary quantities. Linseed oil is still scarce and while it may yet be had, the position is one of much strength. Turpentine relief has not come about and little encouragement is offering. Changes are being made in cold water and hot water paints which will mean an advance at once of 12 to 15 per cent. Trading is generally better than usual for the midsummer season.

Linseed Oil Not Quoted Here By Some

Montreal.
LINSEED OIL.—The week has not brought out any improvement in the situation. Stocks are light; some are not offering any oil whatever and the probability of there being any improvement just now is considered remote. Very little seed is delivered here but oil still is quoted and available by those requiring it. As a matter of fact last week's prices still are available. These are considered very close and there will be no surprise if these are revised upward in the very near future. Crop prospects from the Western States are none too rosy and the Canadian West's position is not exactly clear as yet with regard to yield of flaxseed. If the yield from the 3,000,000 acres under crop in the States and Canada were even fair, there would be more supplies for 1918 than could be used. The demand being light at present, there is an absence of anxiety that would otherwise obtain. Prices seem bound to rule firm and high.

Linseed Oil	Raw Imp. gal.	Boiled Imp. gal.
1 to 4 barrels	2 05	2 07½
5 to 9 barrels	2 04	2 06½
10 to 25 barrels	2 03	2 05½

Situation Beclouded in Turpentine Market

Montreal.
TURPENTINE.—As far as the Can-

adian user of turpentine is concerned there is little encouragement to be given regarding supplies. A representative of one of the largest oil companies in America stated to **HARDWARE AND METAL** that their advices from principals in the United States were to the effect that there would be no shipments of turpentine to them until after the war. Some have had supplies on the road for many weeks and cannot get a satisfactory report as to where these are or whether they will be permitted to come forward at all. In the meantime those who have to use turpentine are finding it possible to get small quantities but large lots are not available. Mineral spirits and various substitutes are finding some sale.

Turpentine—	Per Imp. Gal.
1 to 4 barrels	0 96
5 barrels and over	.....
Small quantities	1 03

Putty Still Held on a Steady Basis

Montreal.
PUTTY.—There is still a strong undertone to putty but it was not one of the items singled out for revision last week when other changes were made. It rules firmly and sales are just moderate with tendencies pointing to higher prices. These may be considered necessary in view of the high costs and scarcity of essential materials.

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	\$4.00	\$4.15	\$4.35
Do., ½ barrels	4.15	4.30	4.50
Do., 100 lb.	4.85	5.00	5.20
Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.70
Pure linseed oil putty, \$2.00 per 100 lb. advance on above prices.			
Glaziers' putty—\$1.60 per 100 lb. advance on above prices.			
Terms: 2%, 15 days, net 60.			

Steadiness Feature in White Lead in Oil

Montreal.
WHITE LEAD IN OIL.—Steadiness characterizes the position of white lead in oil and no changes have been made. The pig lead market, while ruling strong, seems to have been steadier of late, with less fluctuation and unless there are some further advances for this the price of white lead will probably hold. At the same time it will be borne in mind that the very strong linseed oil market will be a factor that much depends on and advances would only be made when the factor of high raw material cost made

this absolutely necessary. Five ton lots are selling at a base price per 100 pounds of \$16.50; ton lots \$17 and smaller quantities \$17.35.

Mixed Paints Now on Revised Schedules

Montreal.
MIXED PAINTS, ETC.—New prices are now being worked out on the basis of advances which appeared in **HARDWARE AND METAL** in brief outline last week. In consideration of the fact that the market is so uncertain for materials, making the future position somewhat involved as to delivery of these, paint men state that business will not be booked up even at the new prices beyond a near delivery date. The revisions have been made only on those lines in which prices were very near the makers' cost as obtaining for mixed paints and colors in oil and japan, and the other specialties mentioned last week. New prices are to be found on the various brands in the current market quotations. Trade is steady but rather light for some of the lines.

Wall Coatings to Advance From 12% to 15%

Montreal.
WATER PAINTS.—Advances are to be made in the price of hot and cold water paints. It is impossible to state definitely what the new prices will be, but the increases will average from 12 to 15 per cent over the old quotations and prices are being figured out on this basis. Trading in this line is limited at this time of the year but a considerable amount of work is always being done.

TORONTO

TORONTO, July 25.—Mixed paints are revised along basis outlined in last week's issue and present scale of prices will be found in current market quotations. Linseed oil is again on the upward trend, another advance of 10c per gallon being put into effect during the week. Turpentine has declined 2c, similar conditions prevailing at primary points, with supplies locally ample for present requirements. No new developments have been noted in white lead in oil or putty.

AN APPEAL

To Paint & Varnish Users & Dealers

A Question of Vital Importance

RECENT Developments make it obvious that action must be taken to conserve the available supplies of tin plate for food-containing purposes for the allied armies.

We feel sure that every paint and varnish user will welcome any suggestion that will tend to release tin-plate supplies to provide proper containers for food supplies going to the boys in the trenches.

All users of paints and varnishes, especially manufacturers and large consumers, who have been accustomed to purchasing paints and varnishes in one and five-gallon tin containers, are *requested* and *urged* to assist in relieving the present serious situation by taking deliveries in five-gallon wood buckets, barrels and half-barrel containers.

The exportation of tin plate from the United States is at present prohibited for purposes other than the making of food containers.

Manufacturers of tin cans in Canada are at present prevented from importing tin-plate without undertaking to absolutely use available supplies of same for food containers only.

The entire manufacturing facilities of Canadian Manufacturers are being operated to capacity limit in turning out cans so urgently required for food products.

Paint and Varnish Manufacturers have already arranged to discontinue supplying their products in half gallon and one-eighth gallon containers.

All branches of the trade can materially assist in this conservation movement.

Every one-gallon can and every five-gallon can that can be replaced by wood containers, mean many, many smaller cans to hold food for the fighting men.

You are urged to do your part. Urge the use of barrels and half-barrels. Paint and Varnish manufacturers will gladly supply them. It is the patriotic duty of manufacturers, dealers and consumers to assist in this movement.

Canadian Paint, Oil and Varnish Association

Berry Bros. Limited, Toronto.
 Brandram-Henderson Limited, Montreal.
 British-America Paint Co. Limited, Victoria, B.C.
 Canada Paint Co., Limited, Montreal.
 Canadian Oil Companies, Limited, Toronto.
 Canada Linseed Oil Mills, Limited, Montreal.
 Dominion Linseed Oil Co., Limited, Toronto.
 Dougall Varnish Co., Limited, Montreal.
 Flint Varnish and Color Works of Canada, Toronto.
 Glidden Varnish Co., Toronto.
 Wm. Harland & Son, Toronto.
 Holland Varnish Co., Limited, Montreal.
 Imperial Varnish & Color Co., Toronto.
 International Varnish Co., Limited, Toronto.

R. C. Jamieson & Co., Limited, Montreal.
 Jas. Langmuir & Co., Limited, Oakville, Ont.
 Lowe Bros., Limited, Toronto.
 Benjamin Moore & Co., Limited, Toronto.
 Martin-Senour Co., Limited, Montreal.
 McArthur Irwin, Limited, Montreal.
 Ottawa Paint Works, Ottawa.
 Pratt & Lambert, Bridgeburg, Ont.
 A. Ramsay & Son Co., Montreal.
 Scarfe & Co., Brantford, Ont.
 Sherwin-Williams Co., Limited, Montreal.
 Standard Paint & Varnish Co., Windsor, Ont.
 G. F. Stephens & Co., Limited, Winnipeg.

Linseed Oil Advances Another 10c Gallon

Toronto.

LINSEED OIL.—The situation in linseed oil is reflected in quotations which have advanced another 10c per gallon with indications that even higher levels may be reached. The seed market is very feverish and is affected by every little report, such as frost damage, lack of rain, etc., but the feeling prevails that cheaper linseed oil will not be available before another two months, if then. Supplies are very light in some quarters and are none too heavy in any source. Quotations for the week range as follows:

	Raw	Boiled
	Imp. gal.	Imp. gal.
1 to 2 bbl's.	2 17-2 20	2 20-2 23
3 to 5 bbl's.	2 16-2 19	2 19-2 27
6 to 9 bbl's.	2 14-2 17	2 17-2 20

Less than barrel lots 10c per gallon higher than single barrel prices.

Turpentine Declines 2c; Primary Markets Easier

Toronto.

TURPENTINE.—A decline of 2c per gallon is recorded in turpentine during the week. Conditions surrounding the primary markets remain largely as outlined in last week's issue, with indications that weak tendencies now in evidence will remain that way for a little while yet. Locally some supplies are arriving and dealers generally are able to take care of the demand, this being none too heavy at present. Quotations now range as follows:

	Imp. gal.
1 barrel (barrel included)	1 00-1 01
2 to 4 barrels (barrel included)	99-1 00
5 gallon lots	1 11
1 barrel (barrel \$5.00 extra)	0 92

Prepared Paints Go Higher; Demand Good

Toronto.

MIXED PAINTS.—As **HARDWARE AND METAL** went to press last week advice came through of an advance in the various lines of ready-mixed paints and practically all manufacturers have now adopted the new schedule as will be noted in current market quotations. Briefly, changes effected were as follows: House paints, first and second grades, advance 10c per gallon for ordinary colors and 25c for white. Porch floor paint, and inside floor paint, ordinary and enameled advance 10c per gallon. Marine paint is also higher, colors advancing 10c and white 25c per gallon; copper paint is also up 10c. Colors in oil are also higher, new prices being worked out along basis shown in current market quotations. These advances are for immediate business only, it is intimated, and the market situation in oil and white lead in oil is such that manufacturers are unwilling to commit themselves as to how long mixed paint prices will hold at these figures.

White Lead in Oil Holds Firm, Unchanged

Toronto.

WHITE LEAD IN OIL.—The market

holds very firm, the recent advances in oil along with the very strong position of pig lead, providing a very firm undertone. Prices have held unchanged during the week but the tendencies are toward higher levels. Supplies are good with the demand comparatively light. Pure is being quoted at \$17.25 per 100 pounds in ton lots.

Firm Position of Putty; Glass Steady

Toronto.

GLASS, PUTTY.—Nothing more can be said about putty than that given in last week's issue, the undertone to the market being stronger to the extent of the advance made in linseed oil during the week. The demand is small and supplies ample. Prices are unchanged, bulk in barrels selling at \$4.70 per 100 pounds, while 25lb. and 100-lb. drums are being quoted at \$5.55.

The situation in window glass remains uninteresting. Supplies are coming along sufficiently well to take care of the demand and prices hold firm, though unchanged, at figures shown in current market quotations.

THYSSEN, THE CAPITALIST.

(Continued From Page 52.)

proved on the Transatlantic pattern by forming a Trust in which a single person should be board of directors, executive committee and shareholders all rolled into an autocratic one. The Standard Oil Company, the United States Steel Corporation and other octopuses dispose over assets which reduce Thyssen's properties to comparative insignificance, but their stockholders' meetings are not nearly so harmonious as his. The Thyssen Trust belongs to Thyssen. He is monarch of all he surveys. A brother and an eldest son are nominal partners, but the King of Mulheim wields a sway no American Trust magnate ever enjoyed. He is the only German industrialist who has no entangling alliances with banks. "Interlocking directorates," which the United States Government is fighting, are a recognized and integral feature of German financial organization. On the boards of all great industrial corporations sit representatives of the banks, usually with all-powerful voices and votes. Representatives of the Dresdner Bank, Germany's second largest concern, are on the Boards of 200 companies with an aggregate capital of £130,000,000. No bank has controlling fingers in King Thyssen's pies. He has no shares to list on the Berlin Bourse. Speculation is never carried on in his name. He brags that he does not understand the A. B. C. of the Stock Exchange.

Thyssen's declared income for tax purposes is a paltry £150,000. The actual revenue derived from his enormous interests is admittedly in excess of that figure; but as his policy is immediately to re-invest profits in extension of plant, the bulk of them is not subject to income taxation. From his humblest days he has adhered to the principle of incessant expansion. Every thousand marks he has earned has gone back into the business. He cares nothing for money as a mere possession. Its only attraction to him is as an instrument for acquisition of fresh power. His consuming ideal is a steel, iron and coal autocracy subject to one indisputable will. Such an industrial empire this Rhenish Caesar has built, and he remains its absolutist ruler. He mines his own

ore, owns and navigates the ships which transport it, built the docks and harbors where they unload it, and himself digs the coal for the furnaces, mills and foundries which are to turn out coke, sheet-steel, armor-plate, ingots, billets, tubing, rails, ammonia, tar and the other dozen by-products of his trade. Uppermost always in Thyssen's mind is the reduction of the cost of production. That, he says, is the beacon-light on which industrial energy must rivet its gaze. Devotion to that principle has as much to do with the development of German industry as any other single thing. It accounts for the fact that German works are full of technical experts. For every ten artisans in a mill or factory there will be at least one technical man or engineer. Avoidance of waste is their great specialty. They will devote years to evolving processes for cheapening production or creating by-products. In the Chicago stockyards, as all the world knows, the pork-packers utilize all of a pig except the squeal. Down August Thyssen's way they make use of everything except the smoke. And even now he has Charlottenburg graduates at work on a process of converting that into a marketable commodity.

The German Government paid an extraordinary tribute to Thyssen two or three years ago by inviting him to overhaul the business end of the Admiralty at Berlin. Dockyard scandals at Kiel had revealed a woeful lack of purely commercial acumen in the department otherwise so ably administered by Admiral von Tirpitz. Conscienceless tradesmen were pulling the wool over the Navy's eyes in lamentable and costly fashion. A master of buying and selling was needed to lick things into shape. The Admiralty did the natural thing and invoked the aid of the greatest merchant-mind in the country, August Thyssen, to put the Navy on a business basis. Recently, it came to light that the Vulcan Shipbuilding Company of Stettin and Hamburg, the biggest in Germany, delivered Dreadnoughts to the Admiralty in 1912 at a loss of £100,000. The company had to wipe out its entire building reserve to cover the deficit. Things have changed since the days when the rag-merchants of Kiel could bamboozle the Navy. It is King Thyssen who taught Tirpitz how to drive a bargain.

Like Mr. Chamberlain, Thyssen thinks international politics in this day and age are business politics, pure and simple. He attributes the strain in Anglo-German relations to British envy of German competition—a myopic theory widely held in the Fatherland. He believes diplomacy ought to be taken out of the hands of courtiers and transferred to engineers, merchants and manufacturers. Trade relations are so internationally interwoven. Thyssen declares, that political relations ought to be adjusted on the basis of reciprocal interests. Approached from that standpoint he thinks England and Germany could soon discover the groundwork of an entente cordiale. He favors international treaties for regulating prices of world commodities like coal, and is persuaded they would do more to cement friendships than defensive and offensive alliances dependent on battleships and army corps.

The one outward trapping of great wealth about August Thyssen is his home, the beautiful Castle Landsberg, a glorious old Gothic Schloss high up on the wooded ramparts of the Ruhr, near Dusseldorf. He acquired it in 1903 and like everything else he ever owned has "extended the plant" by reconstruction. Castle Landsberg, rich in moss and memories of the Middle Ages, is a fitting abode for a king. To-day it shelters a monarch whose proudest boast is that he is a workman, who intends to keep on laboring as long as there is life within him.

CARTER'S



QUALITY THE BEST

Your customers will need Red Lead to protect the iron work around their homes. The Painters want a Genuine Red Lead for their work. Are you prepared for this demand? If not, put in a good stock of

Carter's Genuine Dry Red Lead
and

Carter's Genuine Powdered Litharge

They are the best quality you can buy.

Made in Canada from the best grade of Canadian Pig Lead.

Do you know the quality of these goods? Your customers know it and will insist on using Carter's Brands. Look over your requirements and order now.

Manufactured by
The Carter White Lead Company
of Canada Limited
91 Delorimier Ave. Montreal

PLEWES LIMITED

"Blue Line" Screw-drivers
Are Built to Stand the Strain



Blades of special tempered steel rod—will not bend—cannot become loose in handle. Ferrules, strong and heavy. Points ground to proper uniform thickness. Handles of carefully selected woods. "Gray Line" is a similar screw driver with different style handle. An extra ordinary screw driver that sells at an ordinary price.



"A good concern to do business with"

WINNIPEG



CONFIDENCE

THE firmly established confidence in Berry Brothers varnishes, enamels and stains which makes them so easy to sell is based on their unvarying quality for sixty years. Their dependability is so well known that the Berry label is recognised among discriminating buyers as a guarantee that all products sold under it can be safely trusted.

"Berry" brands always satisfy the consumers and thus create a permanent demand for them. It pays the dealer to push them because they are a sure foundation for a larger and growing varnish trade.

BERRY BROTHERS
World's Largest Varnish Makers

Established 1858
Walkerville, Ont.

(678)

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps,
25% B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells
"Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 long, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.35; 22 long smokeless, \$7.50; 22 long rifle, smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire
Smokeless 303 Winchester, \$72.25 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$76; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½,
\$2.60; Nos. 1 and 2 (100 in box), \$2.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and 5, and 5½, 100, in box, \$3.80; Berdan Nos. 1, 1½, 2 (250 in box), \$3.60; Berdan Nos. 1, 1½, 2 (100 in box), \$2.80; new No. 4, \$5.50; U.M.C., 33, \$5.50.

Shot, standard, 100 lbs., Toronto, \$17.35-\$19.75; Montreal, \$18; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.
3/16.....\$ 6.00 18/16.....\$12.00
4/16..... 5.00 19/16..... 14.00
5/16..... 5.00 20/16..... 14.00
6/16..... 5.00 21/16..... 16.00
7/16..... 5.00 22/16..... 16.00
8/16..... 5.00 23/16..... 18.00
9/16..... 6.00 24/16..... 18.00
10/16..... 6.00 25/16..... 21.00
11/16..... 7.00 26/16..... 21.00
12/16..... 7.00 27/16..... 24.00
13/16..... 8.25 28/16..... 24.00
14/16..... 8.25 29/16..... 27.00
15/16..... 9.50 30/16..... 27.00
16/16..... 9.50 31/16..... 30.00
17/16..... 12.00 32/16..... 30.00

Discounts from Standard List prices:

Beaver, 5½%; London, 5½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal London

AXES and Hamilton.

Single Bits, doz.....\$14 00 \$16 00
Double Bit..... 16 50 19 50
Boys' Axes..... 12 00 14 00
Hunters' Axes..... 11 00 12 00
Bench—No. 2, doz..... 12 50 12 20
No. 3, doz..... 13 50 14 20
No. 4, doz..... 14 50 15 25

	Single Bit	Double Bit
Sager	\$15 00	\$20 00
Dominion Pride.....	14 50	19 50
St. Clair handled.....	15 50	.....
Sager Boys	12 50	.....
Kitchener Boys	12 00	.....
Sager Hunters	11 50	.....
Kitchener Hunters.....	11 00	.....
F.O.B. Montreal, Toronto, Hamilton, London.		

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to \$1.15 a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb...\$1.40-\$1.75
Cut Lace Leather, lb... 1.60-1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.....	\$4 00
No. 2 x 50 lb.....	5 00
No. 3 x 60 lb.....	7 50
No. 4 x 100 lb.....	10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of

Feb. 14, 1913.

Carriage Bolts (\$1 list), ¾ in. dia. and smaller, 10%.

Carriage Bolts (\$1 list), 7-16 dia. and larger, net list.

Machine Bolts, ¾ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, net list.

Fancy Head Bolts, net list.

Shaft Bolts (\$3 list), net list.

Step Bolts, large head (\$3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list \$1.50.

Nuts, square, tapped, add to list \$1.75.

Nuts, hexagon, blank, add to list \$1.75.

Nuts, hexagon, tapped, add to list \$2.

Stove bolts, 55%.

Tire bolts, 35%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb...14-14½

F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base 21 in. round...\$0 43

Rods, base ½ to 1 in. round...\$8-40

Tubing, seamless base...45½-50

Tubing, iron pipe size, base ¾ in. and up to 3 in...45½-50

Copper tubing, iron pipe size, base ¾ in. up to 3 in...47½-53

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy\$14.50-\$17

30-gal. Standard 14 00

F.O.B. Montreal and Toronto.

BOARDS (Wash) Zinc

Pony \$2 25

Improved Globe 4 90

Neptune 4 90

Standard Globe 4 90

Original Globe 5 40

Jubilee 5 50

Newmarket King 5 50

Diamond King (glass) 6 00

Western King (enamel) 7 00

Beaver (brass) 7 00

F.O.B. Newmarket

BUTS Wrought Steel:—

No. 840 5%

No. 800 2½%

No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844.....	5%
Nos. 810 and 814.....	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

B.B. B.B.B.

Fire Welded Fire

CHAIN Proof Coil Welded

Mont'l Tor'to Mont'l Tor'to

3-16 in...\$22.75 \$19.85 \$..... \$.....

¼ in... 16.75 15.25 21.75 20.25

5-16 in... 14.15 13.65 19.00 17.00

¾ in... 13.00 12.75 15.90 16.50

7-16 in... 12.75 12.45 15.65 16.00

½ in... 12.50 12.15 15.50 15.75

9-16 in... 12.50 12.15 15.50 15.75

¾ in... 12.35 12.00 15.25 15.50

¾ in... 12.25 11.85 15.10 15.25

¾ in... 12.05 11.65 15.00 15.25

1 in... 11.90 11.50 14.85 15.25

Electric Welded

B.B. B.B.B.

3-16 in...\$16.95 \$18.25 \$..... \$.....

¼ in... 13.15 15.65 13.75

5-16 in... 11.85 13.15 12.00

¾ in... 11.65 11.90 11.75

7-16 in... 10.45 11.90 11.75

½ in... 10.20 11.90 11.75

¾ in... 10.10 11.90 11.75

¾ in... 9.95 11.90 11.75

Montreal and Toronto.

American Proof Coil Chain

B.B. B.B.B.

3-16 in. \$16.75

5-16 in. 12.00 \$12.75

¾ in. 11.00 11.90

7-16 in. 10.75 11.70

½ in. 10.50 11.60

¾ in. 10.35

Electric Welded B.B.B.—Chain, ¼ in., \$13.75; 5-16 in., \$12 F.o.b. Toronto.

Cow ties, 5, 10%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, \$2 dozen; stamped, No. 3 or Dominion, \$1.40 dozen; breast chains, No. 220, \$16 dozen pairs.

F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., \$2.70 in carlots; \$3.25 bbl. in small lots.

Paris plaster, five-barrel lots, \$3.50; single barrel, \$3.50. F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

List prices power churns:—No. 0, \$11; No. 1, \$11; No. 2, \$12; No. 3, \$13; No. 4, \$17; No. 5, \$20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD Universal (doz.)

No. 0 \$19 20

No. 1 23 20

No. 2	28 40
No. 3	38 40

F.O.B. Montreal, Toronto.

Russwin—

No. 0	\$19 20
No. 1	23 20
No. 2	28 40
No. 3	38 40

CLOTHES LINE (Galvanized)

No. Per 1000 ft.

17—7-strand, 100 ft. lengths...\$6 80

17—7-strand, 50 ft. lengths... 7 00

18—6-strand, 100 ft. lengths... 5 40

18—6-strand, 50 ft. lengths... 5 45

19—6-strand, 100 ft. lengths... 4 75

19—6-strand, 50 ft. lengths... 5 00

F.O.B. Montreal, Toronto, London.

COPPER

Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in....\$43 50 \$43 00

Plain sheets, base 16

oz. and heavier... 47 00 44 00

Copper sheet, tinned,

14x60 in., 14 oz... 49 00

Copper sheet, plan-

ished, base 16 oz.

and heavier ... 58 00 45 00

Braziers' in. sheets,

6x4 base 46 00 44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, \$1.55; No. 121, \$1.70; No. 122, \$2.25; No. 127, \$2.25; No. 100, \$2.80 per dozen.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb. 72

No. 7, lb. 71

Nos. 8, 9, 10, 12 70

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets...\$11 75 \$ 8 50

Galvanized

Apollo Crown Gorbala

18x24x52

60

CHARCOAL, TIN PLATES

M.L.S. and Famous— Per box

IC, 20x28 base \$28 00

IX, 20x28 base (nominal)... 32 00

IXX, 20x28 base (nominal)... 36 00

IXXX, 20x28 base (nominal) 40 00

F.O.B. Toronto

Raven and Murex Grades—



EVERYTHING IN METALS, PIG LEAD, PIG TIN,
INGOT COPPER, ZINC, ALUMINUM, ANTIMONY

*The Babbitt Metal that's at the
Front in Efficiency and Economy*

HARRIS HEAVY PRESSURE

The Aristocrat of Babbitts

St. Lawrence Paper Mills Co., Limited
Mille Roches, Ont.

The Canada Metal Co., Ltd.,
Fraser Ave., Toronto, Ont.

Dear Sirs:

We feel like putting in a good word for your Heavy Pressure Babbitt. We installed a very heavy machine some time ago, which had all brass boxes. The shafts weigh six tons each with a top roll weighing four tons, also a lever pressure making a total pressure of about fourteen tons. The brass boxes wore out in four weeks. We then put in Heavy Pressure Babbitt and am pleased to say that we have no more trouble. We put in Heavy Pressure in a very heavy machine eighteen months ago and there seems to be no perceptible wear.

We thank you for supplying us with a babbitt that gives such good results. Yours truly,

Per C. F. BUSS, Superintendent.

THE CANADA METAL COMPANY, Limited

Head Office and Factory: TORONTO Branch Factories: HAMILTON, MONTREAL, WINNIPEG, VANCOUVER

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE TIP INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

If interested, tear out this page and place with letters to be answered.

RAMSAY'S SHINGLE STAINS



The Right Shingle Stain to Shingle Stain Right

Now is the time to push this line and
boost your sales

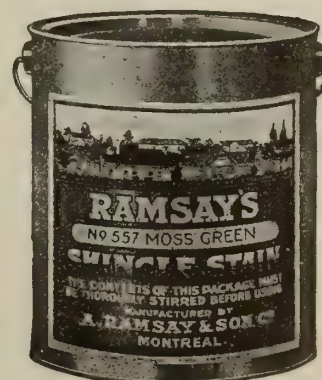
If you haven't a stock—order now
and go after the business



**A. Ramsay & Son
Company**

Makers of Paints and Varnishes since
1842

Toronto MONTREAL Vancouver



If interested, tear out this page and place with letters to be answered.

"M.H.M." BRAND

No.	Lengths	Per box of 25 lbs.
3	1 1/2"	\$19 00
4	1 1/2"	9 00
5	1 1/2-16"	4 00
6	2 1/2"	3 75
7	2 5-16"	3 50
8	2 1/2"	3 50
9	2 11-16"	3 25
10	2 1/2"	3 25
11	3 1-16"	3 25
12	3 1/2"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

Live prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.	
12 inch...\$1 80	48 inch...\$ 6 20
18 inch... 2 65	60 inch... 7 70
24 inch... 3 40	72 inch... 9 29
30 inch... 4 00	84 inch... 10 50
36 inch... 4 75	96 inch... 12 00
42 inch... 5 50	
1 1/2 inch mesh and 19 ga. wire.	
12 inch...\$3 50	42 inch...\$10 50
18 inch... 5 00	48 inch... 12 00
24 inch... 6 30	60 inch... 15 00
30 inch... 7 75	72 inch... 18 00
36 inch... 9 90	
1 inch mesh and 20 ga. wire.	
12 inch...\$4 00	42 inch...\$12 00
18 inch... 5 50	48 inch... 14 00
24 inch... 7 00	60 inch... 17 00
30 inch... 8 50	72 inch... 20 00
3/4 inch mesh and 20 ga. wire.	
24 inch...\$10 50	36 inch...\$15 00
30 inch... 12 75	
1/2 inch mesh and 22 ga. wire.	
24 inch...\$16 50	36 inch...\$24 00
30 inch... 20 10	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

Per rod

Invincible—1640 \$ 0 75

1848 0 85

2040 0 95

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

OAKUM

Best (American)	\$21 00
U.S. Navy (unspun)	21 00
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy, Eng., (unspun)	19 50
U.S. Navy, Eng., (spun)	19 50
Plumbers (spun)	\$8 00 \$10 50

F.o.b. Montreal, Toronto

OIL

Royalite	0 19	0 18
Palacine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15 1/2
Imperial Cylinder	0 66 1/2	
Capital cylinder	0 50 1/2	0 49 1/2
Machine oil, regular grades	25 1/2-42	26 1/2-36 1/2
Standard gas engine oil	38 1/2	0 42 1/2
Paraffine	0 21	0 24
XXX machine	0 24 1/2	0 38 1/2
Fuel oil, bbls.	0 14 1/2	0 18 1/2
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING

Fine jute	\$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 75
Surprise Fibre	0 68
Tarred felt, per cwt.	3 50
Cyclone (dry)	1 10
Cyclone (tarred)	1 25
Joliet (dry fibre)	0 59
Monarch Sheathing (per 100 lbs.)	4 00

Asbestos sheeting (per 100 lbs.)	0 12	0 14
Carpet Felt, 16 oz., per 10 lbs.	\$4 50	\$5 50
F.o.b. Toronto, Hamilton, London, Montreal, freight equalized		

PICKS—

Clay—		
5 to 6 lbs., doz.....	\$10 75	\$11 80
6 to 7 lbs., doz.....	11 50	12 60
7 to 8 lbs., doz.....	12 25	13 50
Rock—		
7 to 8 lbs., doz.....	12 25	
F.o.b. Montreal and Toronto.		

F.o.b. Montreal and Toronto.

PINS, CLOTHES

5 gross, 4-in. (loose)	0 95	1 15
4 gross (cartons), 4 1/2 in.	1 00	1 15

F.o.b. Montreal and Toronto.

WROUGHT IRON PIPE

Price List No. 36

Black Galvanized

Per 100 feet

Standard Butt weld

1/4 in.	\$ 6 00	\$ 8 00
3/4 in.	5 22	7 35
1 in.	5 22	7 35
1 1/4 in.	6 63	8 20
1 1/2 in.	8 40	10 52
2 in.	12 41	15 56
2 1/4 in.	16 79	21 05
2 1/2 in.	20 08	25 16
3 in.	27 01	33 86
3 1/2 in.	43 29	54 11
4 in.	56 61	70 76
4 1/2 in.	71 76	88 78
5 in.	85 02	105 19

Standard Lap weld

2 in.	29 97	36 45
2 1/2 in.	45 05	55 28
3 in.	58 91	72 29
3 1/2 in.	73 60	91 54
4 in.	87 20	108 45
4 1/2 in.	99 06	123 82
5 in.	115 40	144 50
6 in.	149 80	187 20
7 in.	195 20	243 95
8 in.	205 00	256 25
9 in.	236 20	295 20
10 in.	282 90	353 25
10 1/2 in.	262 40	328 00
12 in.	337 80	422 30

Terms 2% 30 days, approved credit.

Freight equalized on Chatham,

Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron

pipe are the nominal prices, it has

been found in practice that prospective

buyers should ask for quotations

on sizes 2 1/2 inches and larger

on account of the shortage of these

sizes and the extra difficulty of

procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4 1/2" and larger, 40%.

4" and under, running thread

25%.

Standard couplings, 4" and under,

35%.

4 1/2" and larger, 15%.

Terms 2% 30 days. Approved

credit, Ontario, Quebec and Maritime

Provinces.

PIPE (Conductor)

Plain

List

2 in., in 10-ft. lengths, list \$8 00

3 in., in 10-ft. lengths, list 9 70

4 in., in 10-ft. lengths, list 12 80

5 in., in 10-ft. lengths, list 17 50

6 in., in 10-ft. lengths, list 21 30

Net List

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Montreal Toronto

%

Medium and extra

heavy, 6" and under 35, 2 1/2 30

8" soil pipe 30 25

Medium and extra

heavy fittings, 6"

and under 40, 2 1/2 40

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl. 4 75

Navy pitch, per bbl. 6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz. \$ 3 00

12-oz. bottles, doz. 6 00

1-qt. can, doz. 15 00

1/2-gal. cans, doz. 24 00

1-gal. cans, doz. 36 00

Discount, 23 1-3 per cent.

Liquid Veneer—

4 oz., doz. \$2 00

12 oz., doz. 4 00

32 oz., doz. 8 40

64 oz., each 1 20

128 oz., each 2 10

F.o.b. Toronto, London.

PUMPS

Pumps, Well

Cistern Pumps

Set Lengths

Brass Lined Cylinders

Brass Body Cylinders

F.o.b. Montreal, Toronto, Hamilton,

London.

RIVETS AND BURRS

Iron rivets, blacked and tinned,

25%; Iron Burrs, 25%.

Copper rivets, usual proportion

of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, 1/2-lb.

pkgs., 1c per lb.; 1/4-lb. pkgs., 2c

lb. Coppered Rivets, net extras, 3c

per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

Per square

Samson, 1-ply, roll \$2 00

Samson, 2-ply, roll 2 60

Samson, 3-ply, roll 3 20

R. S. Special, 2-ply 1 20

R. S. Special, 3-ply 1 48

Amazon, 1-ply 1 95

Amazon, 2-ply 2 25

Amazon, 3-ply 2 55

Everlastic, 1-ply 1 65

Everlastic, 2-ply 1 95

Everlastic, 3-ply 2 25

Good Luck, 1-ply 1 60

Good Luck, 2-ply 1 80

Good Luck, 3-ply 2 10

McCombe Sp., 1-ply 1 35

McCombe Sp., 2-ply 1 55

McCombe Sp., 3-ply 1 75

Black Cat, 1-ply 1 85

Black Cat, 2-ply 2 15

Black Cat, 3-ply 2 45

Black Diamond tarred felt, 3 50

Black Diamond Ready Roofing,

2 ply 1 12

Black Diamond Ready Roofing,

3 ply 1 38

Liquid roofing cement, per gal.

in barrels 0 29

5 and 10 gal. lots, per gal. 0 40

Coal Tar, bbl. \$6.50-\$7.75

Roofing Pitch, \$1.05 to \$1.10 cwt.

F.o.b. Toronto, London, Montreal.

ROPE

Pure Manila basis

British Manila basis

New Zealand hemp basis

Sisal basis

27 1/2

Above quotations are basis prices

5/8 and larger diameter. The fol-

lowing advances over basis are

made for smaller sizes:—Smaller

than 5/8 and down to 7/16 dia.—1/8c

above basis; 3/8 dia., 1c above basis;

1/2 and 5/16 dia. 1 1/2c above basis;

3/16 dia., 2c above basis.

Single lath yarn basis..... 27 1/2

Double lath yarn..... 28

Yacht marine, tarred..... 57

Halyards..... 50

Hemp, deep sea line basis..... 50

Hemp, tarred ratline basis..... 48

Hemp, tarred bolt rope basis..... 45

Marline and Houseline..... 45

Italian rope basis. On application

Cotton, 1/4 in. 0 73 0 77

5-32 in. 0 72 0 75 1/2

3-16 in. 0 69 0 72 1/2

1/4 in. and up 0 68 0 71 1/2

F.o.b. Toronto, Montreal, Brantford,

London, Hamilton.

SANDPAPER

B. & A. sandpaper, 10% to 15%

on list

B. & A. emery cloth, 5% on list.

B. & A. sandpaper in rolls, 33 1-3

per cent. on list. F.o.b. Toronto,

Montreal.

JAMIESON'S



CROWN

ANCHOR

PREPARED PAINTS READY TO USE

Spruce Up!

This is Paint Time

This is the season when busy householders have an inclination to do a little painting both inside and outside the house.

Jamieson's Pure Paints and Varnishes

will keep sales moving faster because of their wide reputation for giving permanent satisfaction.

*In each sale there is bigger profit
for you, too*

R. C. JAMIESON & CO., Limited, Montreal, Canada

Established 1858

CALGARY

Owning and Operating P. D. DODS & CO., Limited

VANCOUVER

If interested, tear out this page and place with letters to be answered.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels and Spades....	50%	50%	50%
Draining Tools	50%	50%	50%
Hollow Back Scoops	50%	50%	50%
Sand Shovels	50%	50%	50%
Hollow Back Shovels	50%	50%	50%
Hollow Back Coal Shovels	50%	50%	50%
Riveted Back Scoops	50%	50%	50%
Miners' Spring Point Shovels	50%	50%	50%

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades...	\$29.00	\$28.00	\$25.00
Draining Tools, No. 2, black	29.00	27.50	24.00
Hollow Back Scoops, No. 2, black	34.50	32.00	30.00
Coal Shovels, Hollow Back, No. 2, black	32.00	30.00	24.00
Sand Shovels, No. 2, black	27.50	24.00	24.00
Hollow Back Shovels, No. 2, black	27.50	24.00	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	34.00	30.00

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.
Full polished\$1.00 per dozen net
Half polished 50c per dozen net
F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

Bissell's

American Queen, Nickeled Fittings, Cyco Ball Bearing	\$43 00
Boudoir, Nic., Cyco B.B.	40 00
Club, Jap. Cyco Bearing	96 00
Champion, Nickeled Fittings	35 00
Champion, Japanned Fittings	31 00
Elite, Nic., Cyco B.B.	46 00
Grand, Nic., Cyco B.B.	56 00
Grand, Jap., Cyco B.B.	52 00
Grand Rapids, Nic., Cyco B.B.	40 00
Grand Rapids, Jap., Cyco B.B.	36 00
Parlor Queen, Nic., Cyco B.B.	46 00
Princess, Nic., Cyco B.B.	41 00
Standard, Nickeled Fittings	37 00
Standard, Japanned Fittings	33 00
Universal, Nic., Cyco Bearing	38 00
Universal, Jap., Cyco Bearing	34 00

SWEEPERS, VACUUM

Bissell's

Grand Rapids, Nic.	\$84 00
Household, Jap.	72 00
Superba, Nic.	99 00
F.o.b. factory Niagara Falls, Ont., and other jobbing points in Eastern Canada.	

SWEEPERS (ELECTRIC)

Steel frame	33 75
Aluminum frame	41 25
Attachments, set	7 50
F.o.b. Toronto, Hamilton, London.	

TACKS

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks, adopted July 5, 1917—Net list.	60 10%
List of Capped Goods adopted Jan. 1, 1916. 60 and 15%	
F.o.b. Toronto, Hamilton, Montreal, London.	

TINNERS' TRIMMINGS

See prices under head of Wires.	
TOASTERS, ELECTRIC Upright, with rack	\$4 00
TOOLS, HARVEST Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount. F.o.b. Montreal, Toronto, Hamilton, London.	

TROUGH (EAVE)

O. G. Square bead and half round. Size in girth	Per 100 ft.
8 in.	\$ 6 90
15 in.	12 50
10 in.	7 70
12 in.	9 10
F.o.b. Toronto, Oshawa, Ottawa	
TRAPS (GAME) Doz. with chain Victor, No. 1	2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1.	3 45
Newhouse, No. 1.	4 70
F.o.b. Toronto, London, Hamilton, Montreal.	

TWINE (BINDER)

500 ft.	\$0 23½
550 ft.	0 25½
600 ft.	0 26½
650 ft.	0 28
In 5-ton lots ¼c discount from	

above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb.	69-72
4-ply, wrapping, lb.	73-76
F.o.b. Toronto, Hamilton, London.	

WOOD TUBS

No. 0, per dozen	\$23 50
No. 1, per dozen	21 50
No. 2, per dozen	15 40
No. 3, per dozen	15 00
F.o.b. Newmarket	

VALVES

Ground work	42
Compression work, standard ..	47
High grade	41
Cushion work	49
Fuller work, standard	45
High grade	85
Basin cocks, No 0 Standard ..	40
High grade	40
Bath cocks	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard. 10% advance on list	
Radiator valves, standard.	10
High grade	Net
Patent quick opening valves. 30	
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance on list	
F.o.b. Toronto	

WARES, ETC.

Scotch Grey Ware, 50, 5%.	
Colonial, 33 1-3%.	
Imperial Ware, 33 1-3%.	
Pearl, 33 1-3%.	
Premier, 10%.	
Canada Ware, 10%.	
Diamond, 10%. White Ware, 50%.	
Japanned Ware, list plus 20%.	
Japanned Ware, White, list, plus 30%.	

Plain and Jap Sprinklers, list plus 20%.

Stamped Ware, plain, 50%.	
Stamped Ware, retinned, 45%.	
Copper Bottoms, list, plus 10%.	
Tinners' Trimmings, plain, 50%.	
Tinners' Trimmings, retinned, 45%.	
Tinners' Trimmings, general, list plus 10%.	

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list, plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 50%.

Sheet Iron Ware, list, plus 10%.

Pieced Ware, ordinary, list, plus 30%.

Fry Pans, 40 and 10%.

Spiders, steel, 10%; cast iron, 17½%.

Fire Shovels, Japanned, list, plus 10%.

Steel Sinks, painted, list, plus 10%.

Steel Sinks, galvanized, list plus 15%.

Light Galv. Pails and Tubs, list plus 20%.

Heavy Galv. Pails and Tubs, list, plus 10%.

Garbage Pails, list, plus 10%.	
Jap. Coal Hods, list, plus 25%.	
Galv. Coal Hods, list, plus 40%.	
Paper Lined Boards, 40 and 5%.	
Wood Lined Boards, 30 and 10%.	
Stove Pipe, patent, per 100, 6 in., \$20.36; 7 in., \$21.83.	
Common, made-up, per 100, 5 and 6 in., \$21.00; 7 in., \$23.00.	
Polished, made-up, per 100, 5 and 6 in., \$23.00; 7 in., \$25.00.	
Stove Pipe Thimbles, 50, 10%.	
Copper Boilers, list, plus 10%.	
Copper Tea Kettles, list, plus 10%.	
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.	
Copper Tea and Coffee Pots, list, plus 10%.	
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.	
F.o.b. Montreal, Toronto, London, Hamilton.	

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., \$21.80; 5-16 in., \$18.50; ¾ in., \$16.30; 7-16 in., \$13.55; ½ in., \$13; 9-16 in., \$12.15; ¾ in., \$11.70; 11-16 in., \$11; 13-16 in., \$11.70; 15-16, \$11.70; 17-16 in., \$11.70; 50 lbs. of one size, \$2 per 100 lbs. less.	
F.o.b. Montreal, Toronto, London	

WEIGHTS, SASH

Sectional, 1 lb.	
per 100 lbs.	\$5 50 \$5 50 \$5 35
Section, ¼ in.	
per 100 lbs.	5 50 5 50 5 50
Solid, 3 to 30	
lbs., per cwt.	3 90 4 00 4 00

WHEELBARROWS

Navvy, steel wheel, doz.	37.50-51.50
Garden steel wheel, doz.	61.00-75.00
Light garden, doz.	37.00-54.00
F.o.b. Montreal, Toronto, London.	

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal	
Cut Hay Baling Wire Per 100 lbs.	
No. 9	\$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base	6 25
Extras over base sizes on smaller gauges are as follows:	

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$2.50; bright, soft drawn, 15c; charcoal (extra quality), \$1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, \$1.

Fine Steel Wire

List Price on Fine Steel Wire	
No. 17.....	\$5 00
No. 18.....	5 50
No. 19.....	6 00
No. 20.....	6 65
No. 21.....	7 00
No. 22.....	7 30
No. 23.....	7 65
No. 24.....	8 00
No. 25.....	9 00
No. 26.....	9 50
No. 27.....	10 00
No. 28.....	11 00
No. 29.....	12 00
No. 30.....	13 00
No. 31.....	14 00
No. 32.....	15 00
No. 33.....	16 00
No. 34.....	17 00
For prices of fine steel wire add 45% to above list.	

Extra net

List of extras in 100-lb. lots, net.	
Tinned wire, Nos. 17-25	\$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	\$6 45
No. 11	6 47
No. 12	6 55
Wire Bale Ties	
No. 12	\$ 75
No. 13	8 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	\$6.25-\$6.50
No. 9 pl. galv.	5.35-6.00
No. 12 pl. galv.	5.50-6.15
No. 13 pl. galv.	6.00-6.25
No. 9 coil sp.	5.50-6.00
No. 12 coil sp.	5.80-6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	\$5 50
Fence staples, galvanized, \$6.25-\$6.50	
In 25-lb. boxes add 26c extra	

Poultry Netting Staples

Poultry netting staples, galvanized, list	\$12 00
Less discount of 12½%.	

Bright poultry netting staples \$1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus	10%
Brass wire, 3 to 24 gauge, add 40%	
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	\$3 50
In 50-ft. rolls	3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75
Bronze, sq. ft.	0 14
F.o.b. Toronto, Hamilton, London.	

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%
F.o.b. Toronto, Montreal, London, Hamilton.	

WRINGERS

Royal Can., 11 in., doz. list	\$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	195 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	108 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	68 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 30% and 10%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

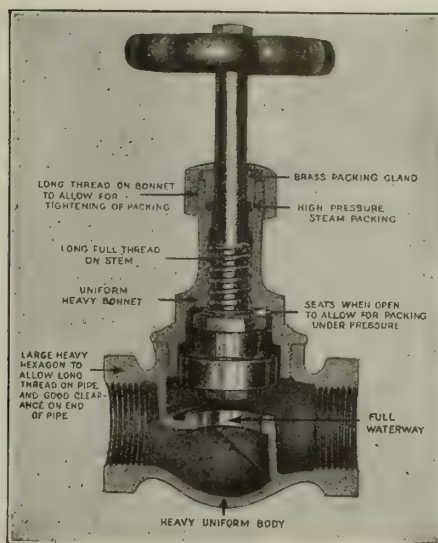
For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo— Doz. net		Doz. net	
8 in.	\$15 60	18 in.	\$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 25		
Coes— Doz. net		Doz. net	
6 in.	\$14 60	15 in.	\$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		
Stillson—		Each Doz. net	
6 in.	\$11 20	\$14 00	
8 in.	1 35	15 60	
10 in.	1 50	17 40	
14 in.	2 10	24 45	
18 in.	3 00	35 00	
24 in.	4 35	50 60	
36 in.	9 40	94 20	
48 in.	139 20		

Take a Good Look At This!

When you intend buying anything which is to play an important part in your business you generally look well into the proposition and get right on the inside of things. *Take a look at this line of goods; it's right in every detail.*



Here's the inside view of our new and improved stop and waste cock. We don't ask any of our customers to buy anything on speculation. *Take a look at this illustration. You can see the whole works at sight.*

Extend your connection and at the same time get your due profit by encouraging the installation of "Empire" goods. It means consumer-satisfaction, increased business and profits and good-will all round.

EMPIRE MANUFACTURING COMPANY, LIMITED

LONDON

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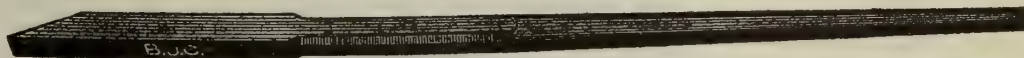
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TORONTO

CROWBARS

No. 102-A—CHISEL POINT

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.



We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

TARRED FELT

SPECIFY
DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of
Building Paper, Pitch and Coal Tar

MONTREAL



The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, \$8.60 for 100 lbs.; 5-lb. packages, \$8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1. \$1.50-\$2.00
Banana oil, gal. 2.50-7.00
F.o.b. Montreal, Toronto.

BLUE STONE Montreal Toronto
Per lb. 13-14 14-16

BRUSHES

Acme, 15 lbs. each. \$2 25
Acme, 20 lbs., each. 2 75
Acme, 25 lbs. each. 3 25
F.o.b. Toronto.

COATING

Cement Coating \$3 00 \$3 75
F.o.b. Montreal, Toronto.

COLORS (DRY)

Per lb.
Raw Umber, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Burnt Umber, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Raw Sienna, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Burnt Sienna, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Imp. green, 100 lb. kegs. 0 25
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k. 0 12
Indian red, 100-lb. kegs. 0 15
Indian red, No. 1, 100 lb. k. 0 06
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02½
Drop black, pure dry 0 15
Golden ochre, 100 lb. kegs. 0 06½
White ochre, 100 lb. kegs. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 0 03½
French ochre, barrels 0 06
Spruce ochre, 100-lb. kegs. 7-8c
Canadian red oxide, bbls. 2-2¼
Super magnetic red. 2¼-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—
Venetian red 0 21
Indian red 0 30
Chrome yellow, pure 0 53
Golden ochre, pure 30-32
French spruce ochre, pure. 25-28
Greens, pure 28-35
Siennas 0 32
Umbers 0 32
Ultramarine blue 0 52
Prussian blue 1 50
Chinese blue 1 50
Drop black 0 30
Ivory black 0 31
Signwriters' black, pure 0 40
Lampblack 0 40
Marine black, 5 lb. irons. 0 20
F.o.b. Montreal, Toronto.

GLUE

Per lb.
Brantford All Round Glue—
Case No. 7—50-lb. pkgs. \$28 00
Case No. 8—100 ¼-lb. pkgs. 31 00
Case No. 9—200 ¼-lb. pkgs. 38 00

Discount

French medal (prices withdrawn)
English common sheet. \$2-34
English prima 35-38
White pinefoot 0 50
Cake bone, 112-lb. bags. 0 35
Hide, 112-lb. bags 0 45
Gelatin, 112-lb. bags 45-60
Ground glues, 112-lb. bags.
No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags. 24-24

GLASS

Per 100 ft. Single Thick Double
Under 25 \$16 80 \$22 90
26 to 34 17 60 24 85
35 to 40 18 35 26 40
41 to 50 23 50 30 00
51 to 60 24 60 30 80
61 to 70 26 50 32 70
71 to 80 29 70 35 40
81 to 85 45 45
86 to 90 48 85
91 to 94 49 80
95 to 100 58 55

101 to 105 65 35

106 to 110 73 10

Discount box glass, 25%.

Cut lights, 5-10% Cash 2%.

F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Sq. foot
Plates up to 1 foot, each \$0 80
Plates from 1 to 2 feet, each 0 90
" 2 to 3 " 0 95
" 3 to 4 " 1 15
" 4 to 5 " 1 35
" 5 to 7 " 1 50
" 7 to 10 " 1 70
" 10 to 12 " 1 75
" 12 to 15 " 1 85
" 15 to 25 " 1 95
" 25 to 50 " 2 15
" 50 to 75 " 2 20
" 75 to 90 " 2 25
" 90 to 100 " 2 30
" 100 to 120 " 2 60
" 120 to 140 " 2 90

Plates 101 to 110 wide contain-

ing not over 100 ft. each. 3 00

Plates 111 to 120 wide contain-

ing not over 100 ft., each. 3 40

Plates 101 to 110 wide contain-

ing over 100 ft., each. 3 40

Plates 111 to 120 wide contain-

ing over 100 ft., each. 3 75

Trade Discount, 25%.

City deliveries, 33 1/3%.

Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, \$1.56-\$1.62 per doz.

packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots.

Less than ton lots are 35c per

100 lbs. higher than quoted be-

low. F.o.b. Ottawa, 15c advance

per 100 lbs. F.o.b. London and

Windsor, 30c per 100 lbs. F.o.b.

Toronto and Hamilton, 25c per

100 lbs. F.o.b. Fort William and

Port Arthur, 40c per 100 lbs.

Maritime differential 30c per 100 lbs.

over Montreal.

Montreal Toronto

Anchor, Pure \$17 00 \$17 25

Crown Diamond 17 00 17 25

Crown, pure 17 00 17 25

Green Seal 17 00 17 25

Ramsay's Pure 17 00 17 25

Moore's Pure 17 00 17 25

Tiger, Pure 17 00 17 25

O.P.W. Dec. Pure. 17 00 17 25

Red Seal 17 00 17 25

Decorators' Pure 17 00 17 25

O.P.W. English 17 20 17 45

Elephant Genuine 17 50 17 75

R.R. Genuine Lead less than

tons, \$19.10 Toronto; \$18.90 Mont-

real. Ton lots 5% off; five-ton lots

10% off.

LEAD (RED DRY)

Genuine, 560-pound

casks, per cwt. \$14 00 \$14 50

Genuine, 100-pound

kegs, per cwt. 14 75 15 50

Less quantity 16 00 17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE DRY, Paste.

Pound

Barrels, 600 lbs. 0 24½

Half bbls., 300 lbs. 0 24½

100s 0 45 0 25

50s 0 45½ 0 25½

25s 0 46 0 26

10s 0 47½ 0 29½

5s 0 49½ 0 31

2s 0 52 0 32½

1s 0 52 0 32½

F.o.b. Toronto, Montreal and

Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs.,

\$8.40; white, 5-lb. packages, \$7.80.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white 3 95

Elephant, colors 3 55

B.H. English, white 4 05

B.H. English, colors 3 80

B.H. Floor 3 15

B.H. Porch Floor 3 80

Minerva, white 3 85

Minerva, colors 3 75

Crown Diamond, white 3 55

Crown Diamond, colors 3 45

Crown Diamond, floor 2 95

B.H. Fresconette, white 3 35

B.H. Fresconette, colors 3 25

Moore's House Colors, white 3 50

Moore's House Colors, colors 3 40

Moore's Egyptian Paint, all

colors 2 75

Moore's Floor Paint 2 90

Moore's Sani-Flat 3 00

Jamieson's Crown Anchor. 3 30

C.P.C. Pure, white 4 05

C.P.C. Pure, colors 3 80

O.P.W. Canada Brand, white 3 70

O.P.W. Canada Brand, colors 3 40

O.P.W. Canada Brand, floor. 2 95

O.P.W. Flat Wall, white. 3 20

O.P.W. Flat Wall, colors 3 00

Ramsay's Pure, white 3 90

Ramsay's Pure, colors 3 60

Martin-Senour, 100%, white. 4 05

Martin-Senour, 100%, colors. 3 80

Martin-Senour, Porch Paint. 3 80

Martin-Senour, Neutone, white 3 35

Martin-Senour, Neutone, colors 3 25

Senour's Floor Paint 3 15

Sherwin-Williams, white 4 05

Sherwin-Williams, colors 3 80

Flat Tone, white 3 35

Flat Tone, colors 3 25

Lowe Bros. H.S., white. 4 05

Lowe Bros. H.S., colors 3 80

Mellotone, white 3 50

Mellotone, colors 3 35

Sanitone, white 3 35

Maple Leaf, white 4 05

Maple Leaf, colors 3 80

Maple Leaf, floor 3 25

Pearcy's Prepared, colors 3 15

Pearcy's Prepared, white 3 50

F.o.b. Montreal, Toronto.

PARIS GREEN

C.P. Berger's and Munro's

Per lb.

In barrels, about 600

lbs. 0 60½ 0 61

In arsenic wags, 250

lb. drums 0 61½ 0 62

In 50 lb. and 100

lb. drums 0 62½ 0 63

In 1 lb. packets, 100

lbs. in case. 0 64½ 0 65

In ½ lb. packets, 100

lbs. in case 0 66½ 0 67

In 1 lb. tins, 100 lbs.

in case 0 68½ 0 67

Above prices f.o.b. Montreal, Que-

bec, Moncton, St. John and Hal-

ifax. Toronto, Hamilton, London,

Yarmouth and P.E.I. are ¼c per

lb. higher. Terms one month net

or 1% in 15 days.

PUTTY

Standard

Less than tons

Montreal Toronto

Bulk, in casks \$4 35 4 70

Bulk, 100-lb. drums 5 20 5 45-5 55

Bulk 25-lb. drums. 5 20 5 55

Bulk, 12½-lb. irons 5 20 5 80

Bladder, in bbls. 5 20 5 80

Ton lots standard are 20c per

hundred pounds less.

Pure Putty, \$2 cwt. advance.

London and Hamilton prices same

as Toronto.

ROSIN

Barrels, 100 lbs. \$5 90 \$6 00

Kegs, 100 lbs. 7 00

Less, per lb. 0 06½ 0 08

SHELLAC

Pure White, gal. \$4 75-\$4 90

Pure Orange, gal. 4 50

Gum Shellac, TN, 74-76c lb.; fin-

est orange, 78-85c; bone dry white,

85c. F.o.b. Toronto, London.

PAINT AND VARNISH

REMOVER

Taxite, 1 gal. cans. 3 00

B.H. Vanisher \$2 75

Cumoff 3 00

Takoff 3 25

O.P.W. Presto 3 00

Lingerwett 2 80-3 25

Solve 3 00

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in

this issue for prices.

SLATING

Gal.

Liquid Slating, B.B. \$2 20

VARNISHES

Per gal. cans

No. 1 Furniture, extra, bar-

rels, \$1.10-\$1.21 gal.; gal.

tins \$1.32-\$1.45

B.H. Stovepipe Varnish, ½

pints, per dozen 1 54

Depend-on, list 8 35

B.H. Maritime Spar, list. 7 90

Everlastic, Depend-on and Maritime

Spar subject to discount of 40%.

Reliability of Our Warranted Pure Linseed Oil

Means
Saving



To
You

The Canada Linseed Oil Mills, Limited

MONTREAL AND TORONTO

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$17.20; chilled, \$18.70; buckshot, \$18.00; ball, \$18.40.

Dominion Metallics—B.B. Caps, \$2.80; C.B. Caps, \$3.50; 22 Short Black or Lesmok, \$4; 22 Long Black or Lesmok, \$4.80; 22 Short Smokeless, \$4.30; 22 Long Smokeless, \$6; 22 Long Rifle Black, \$5.60; 22 Long Rifle Smokeless, \$7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, \$3.06; C.B. Caps, \$3.85; 22 Short Black, \$4.95; 22 Long Black, \$5.25; 22 Long Rifle Black, \$7.70; 22 Short Smokeless, \$4.69; 22 Long Smokeless, \$6.55; 22 Long Rifle Smokeless, \$7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., \$31; Sovereign Smokeless, 12 ga., \$38; Regal Smokeless, 12 ga., \$38; Nitro Club Smokeless, 12 ga., \$41; Canuck Smokeless, 12 ga., \$41 per M. net. Empty Paper Shot Shells, \$14 per M.; Empty Brass Shot Shells, \$6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; chip horn, 25c lb.
Norris, 80 lbs. and over, 16c.

AXES

Single Bit\$14 50 \$20 00
Double Bit 16 50 21 50
Broad axes 32 00 35 00

AUGER BITS

Standard List Prices per Dozen
3/16.....\$6 00 18/16.....\$12 00
4..... 5 00 19..... 14 00
5..... 5 00 20..... 14 00
6..... 5 00 21..... 16 00
7..... 5 00 22..... 16 00
8..... 5 00 23..... 18 00
9..... 6 00 24..... 18 00
10..... 6 00 25..... 21 00
11..... 7 00 26..... 21 00
12..... 7 00 27..... 24 00
13..... 8 25 28..... 24 00
14..... 8 25 29..... 27 00
15..... 9 50 30..... 27 00
16..... 9 50 31..... 30 00
17..... 12 00 32..... 30 00
Discounts from standard list prices
Irwin10%
Gilmour 45%
BARS, CROW. \$10.25 per 100 lbs.

BAR IRON

Bar iron.—\$5.50 base; Swedish iron, \$5.25; sleigh shoe steel, \$5.80; spring steel, \$6.50; machinery steel, \$8.00; tool steel, octagon, 100 lbs., \$13.

BELTING

Rubber, 6 in. and under, 25-2½%; over 6 in., 20%.
Agricultural or No. 1 leather belting, 47½% off list.
Standard, 30, 10 and 5% off list.
The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, \$1.65 per lb.; cut, \$1.85 per lb.; rawhide, sides, \$1.60; cut, \$1.80.
Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ½ and smaller, 5%; 7-16 and larger, 5% on list; machine, ½ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ¾ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, \$1.10 to \$1.50 per roll, according to quality; plain, 80c to \$1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

Per pr.
2½ x 2½ in. 35
3 x 3 in. 37
3½ x 3½ in. 35
4 x 4 in. 47
4½ x 4½ in. 68
5 x 5 in. 80

Wrought Steel—

No. 840Net list
No. 800 5% on list
No. 838 Net list
No. 804 5% off list

CHAIN

Coil, 3-16 in., \$18.40; ¼, \$16.00; 5-16 in., \$13.60; ¾, \$12.40; 7-16, \$12.20; ½, \$12.00; 9-16, \$12.00; ¾, \$11.75; ¾, \$11.50; 1 in., \$11.25; Logging, 5-16 in., \$15.40; ¾, \$14.20; ½, \$13.80; tie-out, 47½%.

CHURNS

Barrel, No. 0, \$7.20; No. 1, \$7.20. No. 2, \$8; No. 3, \$8.80; No. 4 \$10.40 each.

CLEAVISES, MALL. 15c per lb.

CLOCKS—Alarm

Each
Big Ben \$2 90
Baby Ben 2 90
America 1 25
Lookout 1 50
Sleepmeter 1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks
8, 9, 10 72c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

FAVETROUGH

Eavetrough, per 100 ft., 8 in., \$6.85; 10 in., \$7.60; 12 in., \$8.95. Conductor pipe, 2 in., per 100 ft., \$8; 3 in., \$9.65; 4 in., \$12.75.

ENAMELWARE

See Wares.

FILES

GlobeDiscount 45%
Nicholson Gen.Discount 30%

FITTINGS

Malleable Black Galv.
Class B.....\$ 27 \$ 38
Class C..... 17 27
Bushings 20% ..
Unions 30% ..
Nipples 4" and under 45% ..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, \$3.40 each; 5-lb. jugs, \$1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW Single Double

Up to 25 in.....\$14 00 \$18 50
26 to 40 15 00 21 00
41 to 50 18 50 23 75
51 to 60 19 50 24 25
61 to 70 20 50 25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

Doz.
Short Pattern \$1 10
Cold Blast, regular 1 00

GRINDSTONES

Per 100 lbs., \$2.75.
Mounted on steel frames, \$5.00 to \$6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.
Corrugated Strap Hinges — 4,
\$1.70; 5, \$2.10; 6, \$2.85; 8, \$4.60;
10, \$7; 12, \$10.75.

Corrugated Tee Hinges—4, \$1.90;
5, \$2.55; 6, \$3.25; 8, \$5.65; 10,
\$8.75; 12, \$12.40.

HORSESHOES

Iron, No. 1 to 1, \$7.85; No. 2 and larger, \$7.60; snowshoes, No. 0 to No. 1, \$8.10; No. 2 and larger, \$7.85; steel, No. 0 to 1, \$8.30; No. 2 and larger, \$8.05; featherweight, \$9.45.

IRON, GALVANIZED Apollo and "Fleur Premier de Lis"

10½ oz. or 28 Eng...\$11 70 \$11 70
28 Am. or 26 Eng... 11 40 11 40
26 Am. or 26 special 11 10 11 10
24 10 95 10 95
22 10 95 10 95
13 and 20 10 80 10 80
16 Am. 10 65 10 65

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.
Mrs. Pott's No. 55, set.....\$2 10
Mrs. Pott's No. 50, set..... 2 25
Mrs. Pott's common sad iron handles, \$1.60 dozen. Mrs. Pott's improved, \$2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

Doz.
Heath's \$12 50
Lightning 12 50

LAMP CHIMNEYS

A, per case 8 doz., \$7.80 per doz., \$1.05; B, per case 6 doz., \$6.50; per doz., \$1.15.

LANTERNS

No. 2, plain\$13 00
No. 25, Dash-board 17 50
Short Globe, doz. 13 00

LEAD PIPE, \$14.40.

LEAD WASTE, \$15.40.

LATCHES—THUMB, STEEL

Doz.
2 \$2 10
3 2 80
4 4 90

Barn Door

5 2 80
8 3 00
9 5 20

LINSEED OIL

See weekly report.

MACHINES—WASHING

Each
Dowswell \$ 5 65
New Century B 11 65
New Idea 13 00
Snowball 9 75

MATTOCKS

Pick, \$11; cutter, \$11.

MOPS

Doz.
O'Cedar Polish, No. 1 \$12 00
O'Cedar Polish, No. 3 12 00
Self-Wringing 5 25

MOWERS—LAWN

14 in. 16 in.
Woodyatt \$7 75 \$8 25
Empress 10 00 10 60
Daisy 6 15
Star 7 00 7 50

NAILS

Wire, f.o.b. Fort William, \$5.80 base; Winnipeg, \$6.25 base. Cut f.o.b. Winnipeg, \$6.55.

NETTING—POULTRY

Net Prices Per Roll
1 in. mesh x 24 in..... \$5 95
20 in..... 7 20
36 in..... 8 50
2 in. mesh x 24 in..... 2 90
30 in..... 3 40
36 in..... 4 05
48 in..... 5 25
60 in..... 6 55
72 in..... 7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., \$4.15; 36 in., \$5.30; 48 in., \$6.95; 60 in., \$7.40; 72 in., \$8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4½c advance on list; Hexagon, small lots, blank, 4½c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 37½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 37c; Family safety coal oil, 24½c; "Engoline" engine oil, 20½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 20c; Standard gas engine oil, 48c; Prairie Harvester oil, 49½c.

PAINTS

Stephens' Out White, \$3.95; Stephens' House, \$3.85; Stephens' Floor, \$3.30; Silkstone, \$3.15; Stephens' Barn Paint, \$1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, \$2.50; less than barrels, \$3.50; American vermilion, 20c; English vermilion, \$3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, \$19; less quantities, 20c.

PICK, Clay, 6-7, \$12.25 per doz.

POLISH—

O-Cedar— Doz.
4 oz. \$2 00
12 oz. 4 00
1 quart 10 00
½ gal. 16 00
1 gal. 24 00

Liquid Veneer—

4 oz. 2 00
12 oz. 4 00
1 quart 8 40
½ gal. 14 40
(Continued on second page.)



Satisfaction, Again— —and again

In winning a new customer to Stephens' the dealer knows that future business is doubly sure because experience tells him that repeated satisfaction in any line always means repeat orders.

Stephens' paints are easily applied, cover much surface, and are remarkable in their wearing qualities.

That is why they so exactly meet the requirements of the Westerner.

So, Mr. Western Dealer, try to make new converts to Stephens' by steadily pushing this line. It will mean repeated satisfaction to your customer — and increased sales and profits to you.

Write for our proposition

MANUFACTURED BY
G. F. STEPHENS & CO., Ltd.
PAINT AND VARNISH MAKERS
WINNIPEG, CAN.

Branch at Calgary, Alta.



Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	\$ 6 08	\$ 8 42
½ inch	6 16	8 50
¾ inch	7 83	9 88
1 inch	9 95	12 88
1 ¼ inch	14 67	18 27
1 ½ inch	19 88	24 75
1 ¾ inch	23 76	29 57
2 inch	32 04	39 78
2 ½ inch	51 30	68 59
3 inch	67 05	83 16
3 ½ inch	84 92	.....
4 inch	100 62	.....
4 ½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., \$4.50.

PLATES, CANADA

18 x 21 per box, half polish, \$11; full polished \$12.50; 18 x 24, half polished, \$11; full polished, \$12.50; 20 x 28, half polished, \$11; full polished, \$12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., \$8.55 per dozen.

PURTY

100-lb. irons	\$5 70
25-lb. irons, per cwt.	6 30
1½-lb. tins	0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¼c base; British Manila, 33¼c base; lath yarn, 28¼c base; African hemp, 33¼c base; cotton rope, ¼ and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	\$0 38	\$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell).

Net list.

SAWS, BUCK

Happy Medium, \$10.00; Watch Spring, \$10.40; Lance Tooth or Lightning Blades, \$10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—

	Doz.
Bramble	\$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, Nic.	\$ 87 00
Household, Jap.	75 00
Superba, Nic.	102 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	\$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., \$13.50 per doz.; D.H. Rd. Pt., \$13.50 per doz.; L.H. Sqr. Pt., \$13.50; L.H. Rd. Pt., \$13.50; Bulldog and Jones, D.H., Rd. Pt., \$15.50; D.H. Sqr. Pt., \$15.50; L.H., Rd. Pt., \$15.50; L.H., Sqr. Pt., \$15.50; L.H., Rd. Pt., \$15.50; Black Cat and Crescent Scoops—No. 4, \$17.00 doz.; No. 6, \$17.50; No. 8, \$18.00; No. 10, \$18.50; Moose & Jones Scoops, No. 4, \$18.25; No. 6, \$18.75; No. 8, \$19.25; No. 10, \$19.75.

SOLDER. Per pound, 66 to 67.

SPIKES

Pressed, ¼ in., \$8.30; 5-16, \$7.95; ¾, \$7.75; ½, \$7.55.

STAPLES

Bright wire, per cwt., \$5.85 at Fort William, \$6.25 Winnipeg; galvanized staples, \$6.65 Fort William, \$7.05, Winnipeg.

STEEL

Sleighshoe, \$5.80 base per cwt.; plow, common, \$6.50; crucible plow, \$7.50; angle, \$5.35; harrow, \$5.50 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, \$7.50; machine, \$8.00 base; tire, \$5.60. Mid, 3-16, ¼, 5-16, \$8.00 base; other sizes \$5.75 base. Band Steel, \$5.75 base.

STEEL HOOPS

½ in., \$9.75; ¾ in., \$9.50; 1 in., \$8.75; 1 ¼ in., \$8.50; 1 ½ in., \$8.50; 1 ¾ in., \$8.50; 2 in., \$8.50.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	\$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.X.	40 00
Terne plates	24 00

TRAPS, GAME—

	Victor	H. & N.	Jump
No. 0	\$1 95	.....	.....
No. 1	2 30	\$3 60	\$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	.....

TUBS—

	Wood	Fibre
No. 0	\$21 35	\$23 80
No. 1	18 80	20 45
No. 2	16 40	16 95
No. 3	14 00	14 45

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 4-ply	0 72
Cotton, 3-ply	0 68

Dozen

VARNISHES

Stephens Luminette, gal.	\$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.
Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.
Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, \$17.75; less than ton lots, \$18.10.

WIRE, BARB

Lyman, 4-point, \$4.95 f.o.b. Fort William, \$5.25 Winnipeg; Glidden Cattle, 2-pt., \$4.80 Fort William, \$5.10 Winnipeg; Baker 2-pt., \$4.75 Ft. William, \$5.05 Winnipeg; plain twist, cwt., Ft. William, \$4.95; Winnipeg, \$5.25 spool; plain galvanized, Ft. William, No. 9, \$5.65; No. 12, \$5.85; Winnipeg, No. 9, \$6.05; No. 12, \$6.25; coil spring, Ft. William, No. 9, \$5.70; No. 12, \$5.95; Winnipeg, No. 9, \$6.10; No. 12, \$6.35.

Patented screen in 100-ft. rolls, \$3.50 per hundred sq. ft.; in 50-ft. rolls, \$3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, shag loop, \$7.65 Winnipeg; \$7.25 Ft. William.

Brass snare wire, per lb., 30c.

WIRE ANNEALED

No. 9, \$6.75; 10, \$6.80; 12, \$6.95; 14, \$7.15; 15, \$7.25; 16, \$7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	\$ 6 50
8 in.	7 80
10 in.	9 10
12 in.	11 70
15 in.	15 60

Perfect Handle—

6 in.	13 50
8 in.	16 20
10 in.	18 90
12 in.	24 30
15 in.	32 40
18 in.	43 20

WRENCHES (PIPE)—

Stillson—	Each
6 in.	\$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75

Trim—

10 in.	\$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Dozen

Always Ready—	Black	N.P.
No. 1	\$4 20	\$4 50
No. 2	5 75	6 00

WRINGERS

\$70.50 per doz.; Emperor, \$132.
Eze, \$58.85 per doz.; Reliance, Royal Canadian, \$54.50 per doz.;

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
 BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
 BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
 BOILER TUBES NUTS RIVETS SHAFTING
 ANGLES CHANNELS RAILS TEES
 FORGING BILLETS CAP SCREWS WASHERS SET SCREWS
 GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

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THE MANUFACTURER — THE WHOLESALE — THE RETAILER — THE CONSUMER
 IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

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Selling *Westco* Painted Waggon, Implement and
 Plow Sets is satisfactory and profitable. They are made
 from selected No. 1 quality Oak and Hickory, are carefully
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 guaranteed against defects in material and workmanship.
 The best way to order *Westco* Painted Sets is in crates of six
 sets. Then you're sure of getting them in perfect condition.
 —no bruised woods—no marred finish.

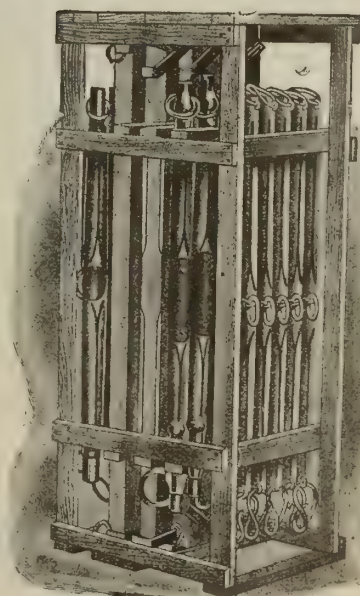
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All *Westco* Sets are
 guaranteed, and any
 defective part will be
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 folder that describes the vari-
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WINNIPEG
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Aluminum

British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
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Thos. Davidson Mfg. Co., Ltd., Montreal.
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Auto Accessories

Adamson Mfg. Co., Hamilton, Ont.
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Canada Cycle & Motor Co., Ltd., Weston, Ont.
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Canadian Fairbanks-Morse Co., Ltd., Montreal.
Cannon Oil Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Cummings Bros., Flint, Mich.
Cushman Motor Works, Ltd., Winnipeg, Man.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Air-Tite Mfg. Co., St. Thomas, Ont.

Agricultural Supplies

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Geo. W. Griffiths & Son, Stratford, Ont.
Hyslop Bros., Toronto.
C. Klepper, Limited, Toronto, Ont.
Leeks & Potts, Hamilton, Ont.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mosberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
New Era Spring Specialty Co., Grand Rapids, Mich.
North American Hardware Co., Ltd., Montreal, Que.
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Will B. Lane, Chicago, Ill.
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Wilkinson & Kompass, Hamilton.
Kinsinger, Bruce & Co., Niagara Falls, Ont.
Unedea Ford Demountable Wheel Co., Toronto.
Vernald Mfg. Co., North East, Pa.
Williams & Co., J. H., Brooklyn, N.Y.
Air-Tite Mfg. Co., St. Thomas, Ont.

Automobiles

Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Axes

Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brookville, Ont.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal

Thos. Birkett & Son Co., Ltd., Ottawa.
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Fort Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Barrel Liners

J. N. Warminton & Co., Montreal, Que.

Basins, China and Enamelled Iron

Empire Mfg. Co., London, Ont.

Batteries, Dry

Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal, Que.

Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper

Canada Metal Co., Toronto.

Empire Mfg. Co., London, Ont.

Bath Room Fixtures

Empire Mfg. Co., London, Ont.
Kinsinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Newell Mfg. Co., Prescott, Ont.

Bends, Brass, Iron and Lead

Empire Mfg. Co., London, Ont.

Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression

Empire Mfg. Co., London, Ont.

Jas. Morrison Brass Mfg. Co., Toronto.

United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller

Empire Mfg. Co., London, Ont.

Jas. Morrison Brass Mfg. Co., Toronto.

United Brassfounders, Ltd., Manchester, Eng.

Brass Goods

Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods

Booth-Coulter Co., Toronto.

Canada Metal Co., Toronto.

Jas. Cartland & Son, Ltd., Birmingham, Eng.

Empire Mfg. Co., London, Ont.

Jas. Morrison Mfg. Co., Toronto.

Tallman Brass & Metal Co., Hamilton.

The Toronto Lock Mfg. Co., Toronto, Ont.

United Brass Founders, Ltd., Manchester, Eng.

Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods

Booth-Coulter Co., Toronto.

Canada Metal Co., Toronto.

Empire Mfg. Co., London, Ont.

A. C. Leslie & Co., Montreal.

Tallman Brass & Metal Co., Hamilton.

Burrs

Stanley Rule & Level Co., New Britain, Conn.

Goodell-Pratt Co., Greenfield, Mass.

E. S. Starrett Co., Athol, Mass.

Belt, Transmission, Elevator and Conveyor

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belt, Rubber

Can. Consolidated Rubber Co., Montreal, Que.

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gutta Percha & Rubber, Ltd., Toronto.

Belt, Cotton

Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies

D. Ackland & Son, Winnipeg.

Blankets, Saddle

Burlington Windsor Blanket Co., Ltd., Toronto.

Galt Robe Co., Galt, Ont.

Bolts and Nuts

Baines & Peckover, Toronto.

Canadian Tube & Iron Co., Ltd., Montreal

Caverhill, Learmont & Co., Montreal.

C. Klepper, Limited, Toronto, Ont.

Lewis Bros., Ltd., Montreal.

London Bolt & Tinge Works, London, Ont.

The Stanley Works, New Britain, Conn.

Steel Co. of Canada, Ltd., Hamilton.

The Toronto Lock Mfg. Co., Toronto, Ont.

Northern Bolt & Screw Co., Owen Sound.

Wilkinson & Kompass, Hamilton.

Boiler Tubes

Baines & Peckover, Toronto.

Boilers, Heating and Range

Empire Mfg. Co., London, Ont.

Bolts, Eye

Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic

Wm. Newman & Sons, Birmingham, Eng.

Bones, Wood

Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools

Steel Co. of Canada, Ltd., Hamilton.

Boring Bars

Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools

Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.

Bale Ties

Beauchamp, J. E., Montreal.

Laidlaw Bale Tie Co., Hamilton.

Steel Co. of Canada, Ltd., Hamilton.

The Stanley Works, New Britain, Conn.

Bale Tie Buckles

J. N. Warminton & Co., Montreal, Que.

Barbed Wire

Ranwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets

Walter Woods & Co., Hamilton.

Barn Door Hangers

Allith Mfg. Co., Ltd., Hamilton, Ont.

Canada Steel Goods Co., Hamilton.

National Mfg. Co., Sterling, Ill.

Stanley Works, New Britain, Conn.

Taylor-Forbes Co., Guelph, Ont.

The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands

Wakre Mfg. Co., Winnipeg.

Balers, Steel

Climax Baler Co., Hamilton.

Spielmann Agencies, Montreal.

Bit, Braces

Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf

Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping

J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies

Dupont Powder Co., Wilmington, Del.

Building Papers

McArthur & Co., Alex., Montreal, Que.

Butter Molds

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers

Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges

Canada Foundries & Forgings, Brookville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs

The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers

Thos. Davidson Mfg. Co., Ltd., Montreal.

Landers, Fry & Clark, New Britain, Conn.

Breast Drills

Stanley Rule & Level Co., New Britain, Conn.

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Brushes and Brooms

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Meakins & Sons, Ltd., Hamilton.
Meganic Broom Co., Lake Meganic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger

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Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner

Progressive Mfg. Co., Torrington, Conn.

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Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Canada Cycle & Motor Co., Ltd., Weston, Ont.

Buckles, Bale Tie

J. E. Beauchamp & Co., Montreal, Que.

Builders' Hardware

Allith Mfg. Co., Ltd., Hamilton, Ont.
J. Brails & Co., Cleveland, Ohio.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware

Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers

Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges

Williams & Co., J. H., Brooklyn, N.Y.

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A. R. Whitall Can Co., Montreal, Que.
Cans, Gasoline, Oil
Cannon Oil Co., Keithsburg, Ill.

Canoes

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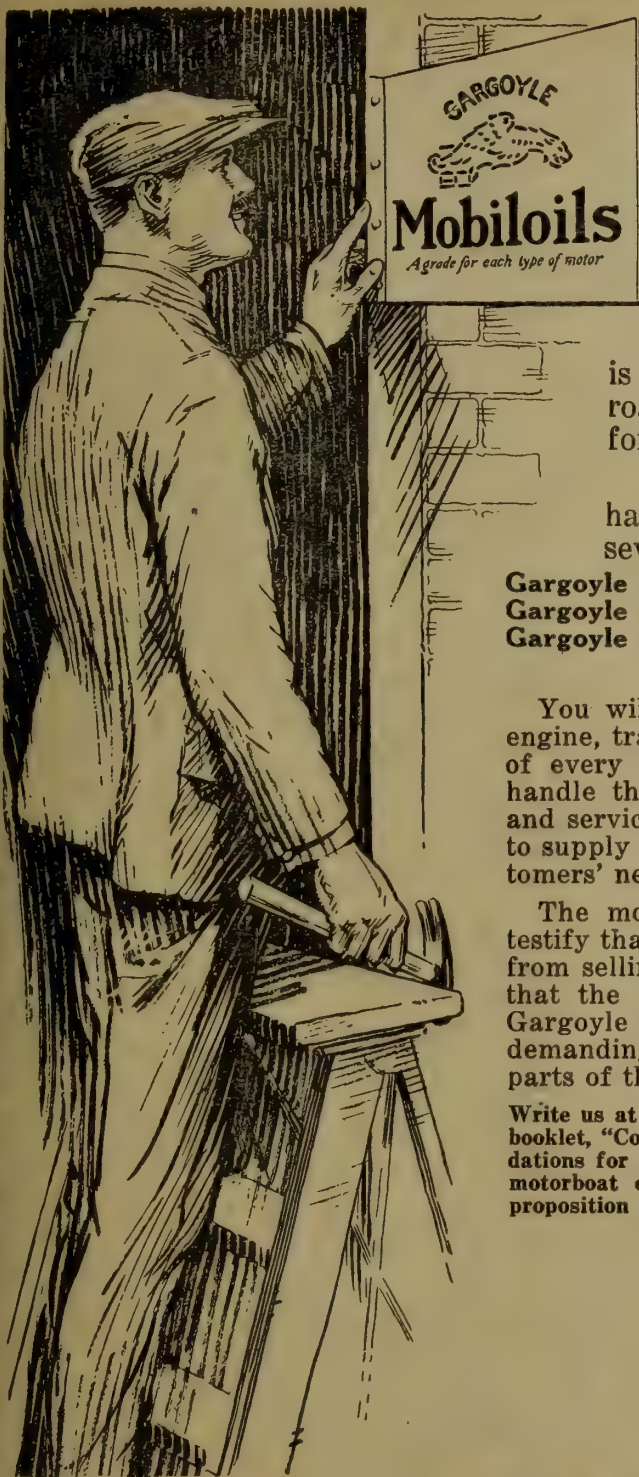
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The Toronto Lock Mfg. Co., Toronto, Ont.
- Carpet Sweepers**
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.
- Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire**
McKinnon Chain Co., St. Catharines, Ont.
Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.
- Cable Carriers**
Gipe-Hazard Store Service Co., Toronto
- Cement, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
- Cement, Roofing**
Geo. W. Reed & Co., Ltd., Montreal, Que.
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Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
- Checking Floor Hinges**
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.
- Chemical Closets**
Wakye Mfg. Co., Winnipeg, Man.
- Chemical Specialties**
Vol-Peek Mfg. Co., Montreal.
- Chucks, Tap**
Wells Bros. of Canada, Galt.
- Churns, Hand and Power**
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowwell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.
- Clocks**
Western Clock Co., La Salle, Ill.
- Clothes Racks**
Walter Woods & Co., Hamilton.
- Clamps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
- Clippers**
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.
- Closet Seats**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Clothes Dryers**
Dowwell, Lees Co., Ltd., Hamilton, Can.
- Canadian Woodenware Co., St. Thomas, Ont.**
- Coffee Percolators and Urns**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
- Corrugated Fasteners**
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
- Collar Pads**
American Pad & Textile Co., Chatham.
- Cotton Gloves**
American Pad & Textile Co., Chatham.
- Coal Chutes**
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Coal Rods**
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
- Cobblers' Sets**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Cookers, Steam**
Louis McLain Co., Ltd., Winnipeg, Man.
- Cookers, Fireless**
Royal Fireless Cooker Co., Ottawa, Ont.
- Concrete, Reinforcing Steel**
Baines & Peckover, Toronto.
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Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.
- Connecting Rods**
Williams & Co., J. H., Brooklyn, N.Y.
- Coping Saws**
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
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Brantford Cordage Co., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.
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Corning Glass Works, Corning, N.Y.
- Crank Shafts**
Williams & Co., J. H., Brooklyn, N.Y.
- Crowbars**
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- Caverhill, Learmont & Co., Montreal.**
- Goodell-Pratt Co., Greenfield, Mass.**
- James Hutton & Co., Montreal.**
- Canadian Wm. A. Rogers, Ltd., Toronto.**
- Jonathan Crookes & Son, Ltd., Sheffield, Eng.**
- Lewis Bros. Ltd., Montreal.**
- Landers, Frary & Clark, New Britain, Conn.**
- Wm. Rogers Mfg. Co., Niagara Falls, Ont.**
- J. Wm & Sons.**
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Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).
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Thos. Davidson Mfg. Co., Ltd., Montreal.
- Dairy Pails**
Thos. Davidson Mfg. Co., Ltd., Montreal.
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Canada Foundries & Forgings, Brockville.
- Dampers, Fire Place**
Toronto Lock Mfg. Co., Toronto.
- Deeks, School**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Dies, Stocks, Etc.**
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.
- Dish Washers**
Home Helps Sales Co., Montreal.
- Display Racks and Stands**
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.
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Metallic Roofing Co., Toronto and Winnipeg.
- Doors, Screen**
Kasement Skrene Dore Co., Toronto.
- Door Bolts**
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.
- Door Checks**
Canadian Yale & Towne, St. Catharines.
G. W. Mallory Co., Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
- Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.
- Door Springs**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.
- Door Pulls**
Stratford Brass Co., Ltd., Stratford, Ont.
- Draining Tools**
Canadian Shovel & Tool Co., Hamilton, Can.
- Drills, Breast**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
- Drill Chucks**
Goodell-Pratt Co., Greenfield, Mass.
- Drills, Blacksmiths'**
Canada Foundries & Forgings, Brockville.
- Drills**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
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Williams & Co., J. H., Brooklyn, N.Y.
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Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsey & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
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Channell Chemical Co., Toronto.
- Dynamite**
Du Pont American Industries, Wilmington, Del.
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Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
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- Eavetrough**
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- Egg Beaters**
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.
- Egg Cases**
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.
- Egg Case Fillers**
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.
- Ejectors and Syphons**
Jas. Morrison Brass Mfg. Co., Toronto.
- Elbows**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Electric Bells**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
- Electric Fans**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.
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Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.
- Electric Grates**
Great West Electric Co., Ltd., Winnipeg, Man.
Toronto Lock Mfg. Co., Toronto.
- Electric Materials**
A. C. Martin, Ottawa, Ont.
- Electric Plates**
Louis McLain Co., Ltd., Winnipeg, Man.
- Electric Specialties**
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
- Northern Electric Co., Ltd., Montreal.**
- Spielmann Agencies, Ltd., Montreal, Que.**
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- Electrical Toys**
A. C. Gilbert Co., New Haven, Conn.
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Toronto Lock Mfg. Co., Toronto.
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Boston Varnish Co., Everett Station, Boston, Mass.
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The Stanley Works, New Britain, Conn.
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Northern Electric Co., Montreal.
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
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Toronto Lock Mfg. Co., Toronto.
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McGregor-Banwell Fence Co., Ltd., Walkerville.
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Plews, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
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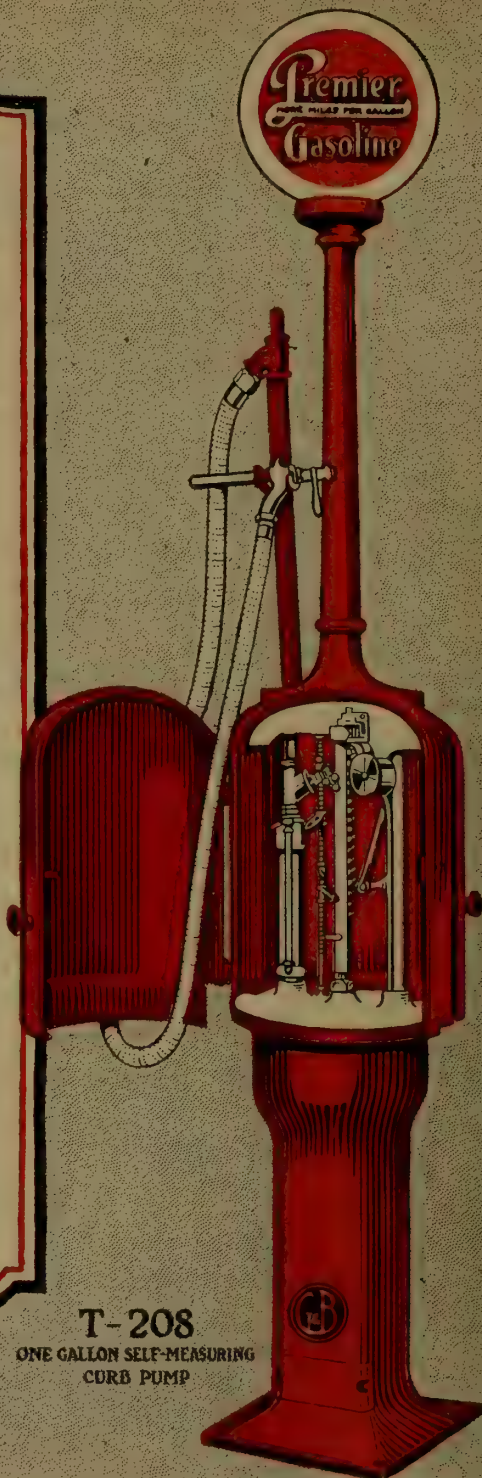
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Toronto Lock Mfg. Co., Toronto.
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Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.
- Furnaces**
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Merchants Hardware Specialties, Ltd., Calgary, Alta.
- Flashlights, Electric**
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Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.
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Oneida Community, Ltd., Oneida, N.Y.
- Fly Swatters**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
- Food Choppers**
F. W. Lamplough & Co., Montreal.
Landers, Fry & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
- Force Cups**
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
- Funnels**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Fixtures, Store**
Milbradt Mfg. Co., St. Louis, Mo.
- Furnaces**
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Enterprise Mfg. Co., Sackville, N.B.
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Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
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Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.
- Furniture Polish**
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.
- Fuse Wire**
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
- Floor Stands**
Jenkins Bros., Ltd., Montreal.
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C. S. Norcross & Sons, Bushnell, Ill.
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Eureka Planter Co., Woodstock.
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National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.
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Toronto Lock Mfg. Co., Toronto.
- Galvanized Iron Cornices**
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.
- Galvanized Pipe**
Canada Metal Co., Ltd., Toronto.
- Generators**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
- Glass Jars**
Dominion Glass Co., Ltd., Montreal.
- Gas Water Heaters**
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
- Gaskets, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
- Gasoline**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.
- Gauges**
L. S. Starrett Co., Athol, Mass.
- Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
- Glassware**
Leeks & Potts, Hamilton, Ont.
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Goodell-Pratt Co., Greenfield, Mass.
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- Grinders, Hand and Power**
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
- Grindstones**
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.
- Grindstone Fixtures**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Grinding Wheels**
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
- Guns**
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
- Gunsights**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Hack Saws**
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.
- Hack Saw Blades**
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.
- Hack Saw Frames**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.
- Hack Saw Machines**
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.
- Halters**
G. L. Griffith Son, Stratford, Ont.
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.
- Hammers**
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
- Hammocks**
Galt Bros. Co., Galt, Ont.
- Hand Drills**
Goodell-Pratt Co., Greenfield, Mass.
- Handles**
J. H. Steel Mfg. Co., St. Thomas, Ont.
- Hand Pulls**
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.
- Hangers, Door**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Reatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Machinery & Supply Co., Hamilton.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
- Hangers, Barn Door**
Allith Mfg. Co., Ltd., Hamilton, Ont.
- Hangers, Door and Track**
Allith Mfg. Co., Hamilton, Can.
Reatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling, Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.
- Hooks, Hat and Coat**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Hangers, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
- Hand Taps**
Wells Bros. Co. of Canada, Galt.
- Handscrews**
National Machinery & Supply Co., Hamilton.
- Harness**
Samuel Trees & Co., Toronto.
- Hardware Specialties**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
- H**
Duluth Show Case Co., Duluth, Minn.
- Hardware Shelving**
Duluth Show Case Co., Duluth, Minn.
- Hardware Store Fittings**
Stratford Brass Co., Ltd., Stratford, Ont.
- Hatchets**
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
- Hasps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
- Headlights, Auto**
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal, Que.
- Heaters**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
- Heaters, Electric**
Superior Electric, Ltd., Pembroke, Ont.
- Heels and Soles, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
- Hinges, Strap and Tee**
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
- Hinges, Adjustable Ball**
Toronto Lock Mfg. Co., Toronto.
- Hockey Sticks**
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.
- Hoes**
Ward & Payne, Sheffield, Eng.
- Hoists**
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
- Hones**
American Hone Co., Winnipeg, Man.
- Horse Singers**
Collins Mfg. Co., Toronto.
- Hones, Razor**
The Carborundum Co., Niagara Falls, N.Y.
- Horse Covers, Rubber**
Canadian Consolidated Rubber Co., Montreal.
- Horse Nails**
C. Kloepper, Limited, Toronto, Ont.
- Horse Shoes**
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.
- Horse Shoe Pads**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
- Hose, Fittings and Supplies**
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
- Hollow Ware**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Hooks and Sockets**
Williams & Co., J. H., Brooklyn, N.Y.
- Ice Scrapers**
James Bros. Co., Perth, Ont.
- Ice Cream Freezers**
Wm. Cran & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
- Implement Repairs**
D. Ackland & Son, Ltd., Winnipeg.
- Incubators**
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.
- Indicators, Speed**
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
- Injectors, Automatic**
Jas. Morrison Brass Mfg. Co., Toronto.
- Instruments of Precision**
L. S. Starrett Co., Athol, Mass.
- Iron Enamels**
Boston Varnish Co., Everett Station, Boston, Mass.
- Iron Boards**
J. E. Beauchamp & Co., Montreal.
- Iron, Corrugated**
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
- Iron Handles**
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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"Mayo" Auto Tire Pumps

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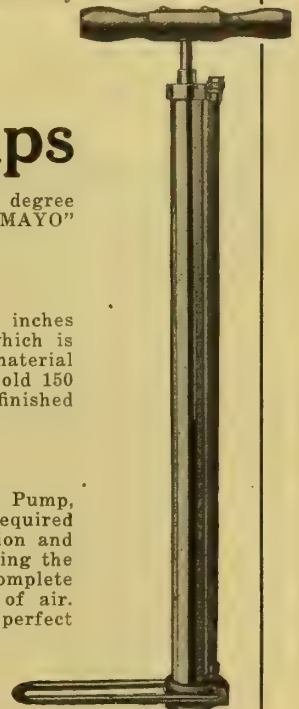
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Iron and Steel Bars

Baines & Peckover, Toronto.
 Thos. Birkett & Son Co., Ltd., Ottawa.
 Can. Rolling Mills Co., Ltd., Montreal, Que.
 Caverhill, Learmont & Co., Montreal.
 Dominion Iron & Steel Co., Sydney, N.S.
 A. C. Leslie & Co., Ltd., Montreal.
 Steel Co. of Canada, Ltd., Hamilton.
 Lewis Bros., Ltd., Montreal.
 London Rolling Mills, London, Ont.
 Manitoba Bridge & Iron Works, Winnipeg, Man.
 Nova Scotia Steel Co., New Glasgow, N.S.
 Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural

Baines & Peckover, Toronto.

Irons

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline

Merchants Hardware Specialties, Ltd., Calgary, Alta.
 National Stamping & Electric Works, Chicago.
 Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes

National Machinery & Supply Co., Hamilton.

Jack Screws

Canada Foundries & Forgings, Brockville, Ont.

Japans

Boston Varnish Co., Everett Station, Boston, Mass.

Kettles

Can. Foundries & Forgings, Ltd., Brockville, Ont.
 Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws

Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent

Corning Glass Works Corning, N.Y.

Knife Sharpeners

J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table

Geo. Butler & Co., Ltd., Sheffield, Eng.
 Jonathan Crookes & Son, Ltd., Sheffield, Eng.
 James Hutton & Co., Montreal.
 Landers, Frary & Clark, New Britain, Conn.
 Merchants Hardware Specialties, Ltd., Calgary, Alta.

Knives, Sportsmen's

Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty

Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extension, Store, etc.

Allith Mfg. Co., Ltd., Hamilton, Ont.

Beatty Bros., Ltd., Fergus, Ont.

John Calender Mfg. Co., St. Paul, Minn.

Milbradt Mfg. Co., St. Louis, Mo.

Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic

Baines & Peckover, Toronto.

Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten

Bakers Jackson Co., Toronto.

The Canadian Laco-Phillips Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Churton & Taylor, Toronto.

North American Hardware Co., Ltd., Montreal, Que.

Lamp Black

L. Martin Co., New York, N.Y.

A. Ramsay & Son Co., Montreal.

Wilkes-Martin-Wilkes Co., New York.

Lamp Chimneys

Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting

Great West Electric Co., Ltd., Winnipeg, Man.

Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile

Dominion Battery Co., Ltd., Toronto, Ont.

North American Hardware Co., Ltd., Montreal, Que.

Lamps, Lanterns, Electric, Hand

Canadian General Electric Co., Toronto.

Canadian National Carbon Co., Toronto.

Dominion Battery Co., Toronto.

Interstate Electric Novelty Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Spielmann Agencies, Montreal.

Lamps, Tungsten

Canadian Laco-Phillips Co., Toronto.

Canadian Tungsten Lamp Co., Hamilton, Ont.

North American Hardware Co., Ltd., Montreal, Que.

Lamps, Nitrogen

Canadian Laco-Phillips Co., Toronto.

Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.

North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene

National Stamping & Electric Works, Chicago, Ill.

North American Hardware Co., Ltd., Montreal, Que.

Powerlight Co., Winnipeg, Man.

Lanterns, Oil

Thos. Davidson Mfg. Co., Montreal.

Ontario Lantern & Lamp Co., Hamilton, Ont.

Schultz Mfg. Co., Hamilton, Can.

E. T. Wright Co., Hamilton, Ont.

Latches

Can. Foundries & Forgings, Ltd., Brockville, Ont.

National Mfg. Co., Sterling, Ill.

Lathe Dogs, Drop-forged

Williams & Co., J. H., Brooklyn, N.Y.

Laundry Tubs, Iron, Plate, Cement

Empire Mfg. Co., London, Ont.

Lawn Swings

J. E. Beauchamp & Co., Montreal.

Lawn Mowers

Canada Foundries & Forgings, Ltd., Brockville.

Chenier Lawn Mower Co., Dixon, Ill.

Vanderbilt Mfg. Co., Sterling, Ill.

Taylor-Forbes Co., Guelph, Ont.

S. P. Townsend & Co., Orange, N.J.

Lead, Black

John Oakley & Sons, London, Eng.

Leather Belting and Soles

Beardmore & Co., Toronto.

Lead, Sheets and Pipe

Canada Metal Co., Toronto.

Empire Mfg. Co., London, Ont.

Hoyt Metal Co., Toronto.

A. C. Leslie & Co., Montreal.

Lead Traps and Bends

Canada Metal Co., Toronto.

Empire Mfg. Co., London and Toronto.

Hoyt Metal Co., Toronto.

Lace Leather

Wm. Taylor, Parry Sound, Ont.

Lead Washers

Canada Metal Co., Ltd., Toronto.

Lens

McKee Glass Co., Buffalo, N.Y.

Stoplgare Co., Hamilton, Can.

Levels

H. Diston & Sons, Toronto.

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

W. S. Starrett Co., Athol, Mass.

Level Glasses

Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes

Walter Woods & Co., Hamilton.

Western Wire & Nail Co., London.

Linoleum Finishes

Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil

Brandram-Henderson, Montreal.

Dominion Linseed Oil Co., Baden and Toronto.

R. C. Jamieson & Co., Ltd., Montreal.

Prairie City Oil Co., Winnipeg, Man.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

Locomotive Tools

Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools

Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Thos. Pink & Co., Pembroke, Ont.

Mantles, Gas

Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work

Empire Mfg. Co., London, Ont.

Matches

E. B. Eddy Co., Hull, Que.

Mats, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers

Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers

Cameron & Campbell, Toronto.

Metals, Expanded

Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.

Atlas Metals & Alloys Co., Montreal.

Baines & Peckover, Toronto.

Canada Metal Co., Toronto.

Hoyt Metal Co., Toronto.

Tallman Brass & Metal Co., Hamilton, Can.

A. C. Leslie & Co., Montreal.

Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.

Metallic Roofing Co., Toronto.

Pedlar People, Oshawa, Ont.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica

A. G. Martin, Ottawa, Ont.

Menders, Utensils

Collette Mfg. Co., Collingwood.

H. Nagle Co., Montreal.

Meters

Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan

North American Hardware Co., Ltd., Montreal.

Vol-Peek Mfg. Co., Montreal.

Micrometers

Goodell-Pratt Co., Greenfield, Mass.

L. S. Starrett Co., Athol, Mass.

Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters

Pratt & Whitney Co., Ltd., Dundas.

Milk Cans

Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors

Leeks & Potts, Ltd., Hamilton, Ont.

Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws

H. Diston & Sons, Ltd., Toronto.

Molasses Gates

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motor Trucks

Canadian Pneumatic Tool Co., Ltd., Montreal, Que.

Ford Motor Co., Ford Ont.

Motors

Canadian General Electric Co., Ltd., Toronto.

Motor Cycles

Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

North American Hardware Co., Ltd., Montreal, Q.

Motor Trucks

Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Motor Generators

Canadian General Electric Co., Ltd., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Northern Electric Co., Montreal.

Nails, Wire

Canadian Tube & Iron Co., Ltd., Montreal.

Caverhill, Learmont & Co., Montreal.

Colonial Wire Mfg. Co., Ltd., Montreal.

H. S. Howland, Sons & Co., Toronto.

Laidlaw Bale-Tie Co., Ltd., Hamilton.

Lewis Bros., Ltd., Montreal.

Steel Co. of Canada, Ltd., Hamilton, Ont.

Farmer & Bulloch, Gananoque, Ont.

Western Wire & Nail Co., London.

Nail Pullers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe

Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes

Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nuts, Thumb

Williams & Co., J. H., Brooklyn, N.Y.

Oil Cans

Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal

Dominion Linseed Oil Co., Toronto.

Oil, Coal

Imperial Oil Co., Toronto.

Oils, Cylinder

Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers

Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine

Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves

Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps

S. F. Bowser & Co., Inc., Toronto, Can.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers

Cannon Oiler Co., Keithsburg, Ill.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Sheet Metal Products Co. of Canada, Toronto.

Orange Deriders

J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings

Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc

Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence

Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates

McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Iron and Wire Work

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Packings

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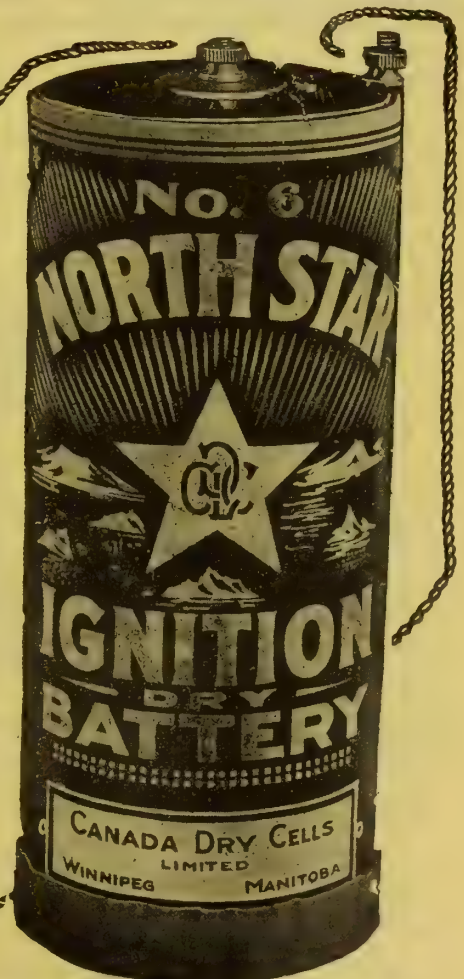
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THE BUYERS' GUIDE

Percolators, Coffee

Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles

J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines

Cushman Motor Works, Ltd., Winnipeg, Man.

Piston Rod Packing

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Pistols

Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper

Canada Metal Co., Ltd., Toronto.

Phonographs

Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg.

Pig Iron

A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon

Parmenter & Bulloch, Gananoque.

Pipe Cutters (Stand)

Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies

Wells Bros. Co., of Canada, Ltd., Galt.

Pipe, Black and Galvanized

American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
Pease Foundry Co., Ltd., Toronto.

Pipe, Galvanized, Conductor

Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead

Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Pipe, Stove

Collins Mfg. Co., Toronto.
Soren Bros., Toronto.

Pipe, Rain Water Conductor

Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto.

Pliers, Cutting

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares

D. Ackland & Son, Winnipeg.

Plugs, Rubber

Canadian Consolidated Rubber Co., Montreal.

Plumbers' Tools

Empire Mfg. Co., London, Ont.

Plumbers' Supplies, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Planes

Caverhill, Learmont & Co., Montreal.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequerered

Baines & Peckover, Toronto.

Polishes

Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.

Polishing Heads

Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife

Jno. Oakley & Sons, London, Eng.

Poles, Electric Light

Northern Electric Co., Montreal.

Pole Line Material

Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets

Toronto Lock Mfg. Co., Toronto.

Poultry Netting

Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands

Rideau Specialty Co., Smith's Falls, Ont.

Pulls

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps

Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pump Oilers

Cannon Oil Co., Keithsburg, Ill.

Punches, Centre Drive, etc.

Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty

Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes

Gipe Hazard Store Service Co., Toronto.

Pulleys

Canada Foundries & Forgings, Brockville.

Quoits

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators

Empire Mfg. Co., London, Ont.

Radiator Valves

Jenkins Bros., Ltd., Montreal.

Railings, Brass**Railroad Supplies, Rubber**

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes

Doult Specialty Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors

Auto-Strip Safety Razor Co., Toronto.
Geo. Butler & Co., Ltd., She., Eng.
Caverhill, Learmont & Co., Montreal.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers

Pratt & Whitney Co., Ltd., Dundas.
Butterfield & Co., Rock Island, Que.

Ratchet Drills

Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills

Goodell-Pratt Co., Greenfield, Mass.

Refrigerators

Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto.

Refrigerator Hardware

Toronto Lock Mfg. Co., Toronto.

Registers

Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles

Harrington & Richardson Arms Co., Worcester, Mass.

Rivets

Parmenter Bulloch Co., Gananoque, Ont.

Roadlighters

C. A. Shaler Co.

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Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.

Rules

Jas. Chesterman & Co., She., Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
E. C. Atkins Co., Hamilton, Can.
Henry Diston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Scoops

Canadian Shovel & Tool Co., Hamilton, Can.

Screws

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Screws, Thumb

Williams & Co., J. H., Brooklyn, N.Y.

Screw and Bolt Cases

Duluth Show Case Co., Duluth, Minn.

Screw Machines

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Shades, Electric

Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

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Sheets, Galvanized and Black.
American Rolling Mills, Middletown, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Shovels

J. E. Beauchamp & Co., Montreal, Que.
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

Show Cases

Duluth Show Case Co., Duluth, Minn.

Silo Lugs

Otterville Mfg. Co., Otterville, Ont.

Sinks

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.

Silver Plated Ware

Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder

Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Fort Metal Co., Toronto.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste

Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Solderall

Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes

Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades

Canadian Shovel & Tool Co., Hamilton, Ont.
Eric Iron Works, St. Thomas, Ont.

Spark Plugs

Canadian Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal.
Hyslop Bros., Toronto.
Interstate Electric Novelty Co., Montreal.
Northern Electric Co., Ltd., Toronto.
Sharp Spark Plug Co., Cleveland, Ohio.

Spanners

Williams & Co., J. H., Brooklyn, N.Y.

Spiders

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spoke Shaves

Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets

Kinzinger, Bruce & Co., Niagara Falls, Ont.

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Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

Spring

B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies

Wells Bros. Co. of Canada, Galt.

Stable Fittings

Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

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Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Ottawa.
Sanderson Pearcey & Co., Toronto.
Sherwin-Williams Co., Montreal.
Standard Paint & Varnish Co., Windsor Ont.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

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Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Store Fixtures

Cameron & Campbell, Toronto.
Milbradt Mfg. Co., Sterling, Ill.
Walker Bin & Store Fixture Co., Kitchener, Ont.

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Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Gurney Foundry Co., Toronto.
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Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Fireless Cook

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Stoves and Ranges, Electric

Superior Electric, Ltd., Pembroke, Ont.

Stoves, Gasoline

National Stamping & Electric Works, Chicago.

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Merchants Hardware Specialties, Ltd., Calgary, Alta.

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Canadian Rolling Mills Co., Ltd., Montreal.
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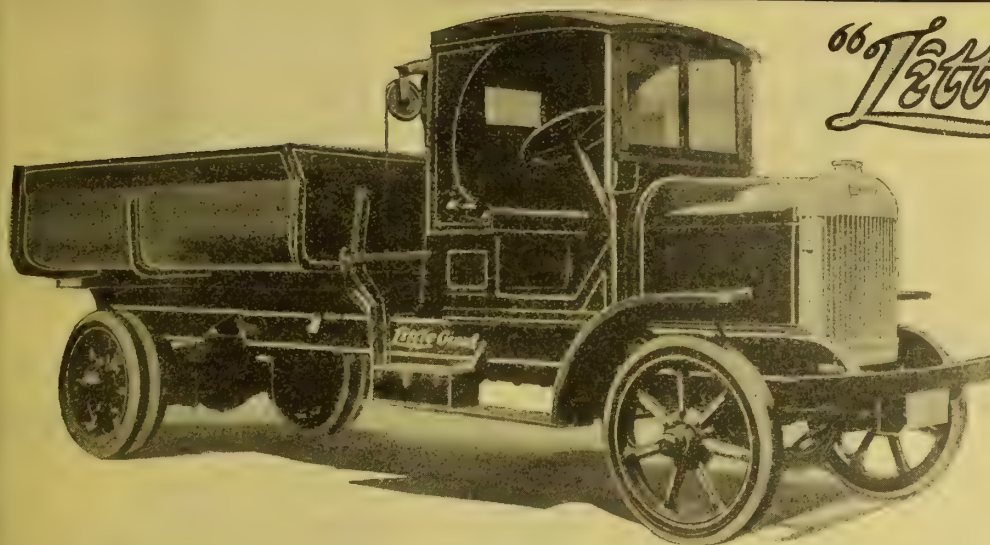
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes

Steel Bending Brake Works, Chatham.

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American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.
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Great West Electric Co., Ltd., Winnipeg, Man.
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Winnipeg
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- Tanks, Galvanized Steel**
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Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.
- Tap Holders**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
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Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt
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Ward & Payne, Sheffield, Eng.
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A. C. Gilbert Co., New Haven, Conn.
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- Tools, Machinists'**
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Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
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Newell Mfg. Co., Prescott, Ont.
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Empire Mfg. Co., London, Ont.
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Ward & Payne, Sheffield, Eng.
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Canadian Laco-Phillips Co., Toronto
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- Tubing, Steel**
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United Brass Founders, Ltd., Manchester, Eng.
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Dougall Varnish Co., Ltd., Montreal
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Martin-Senour Co., Ltd., Montreal
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Wilkinson & Kompass, Hamilton
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Goodell-Pratt Co., Greenfield, Mass.
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Northern Electric Co., Montreal
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Woodstock Wagon Mfg. Co., Woodstock, Ont.
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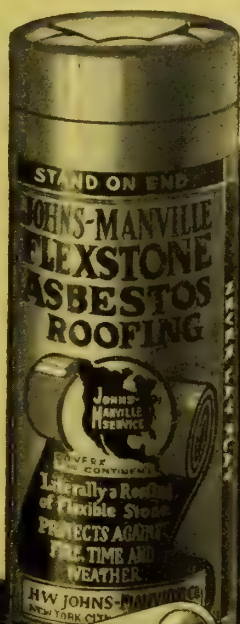
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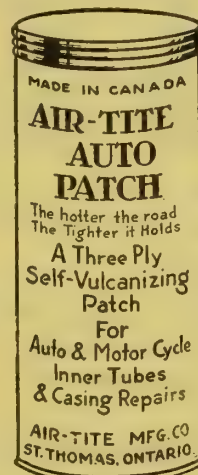
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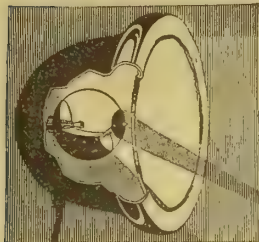
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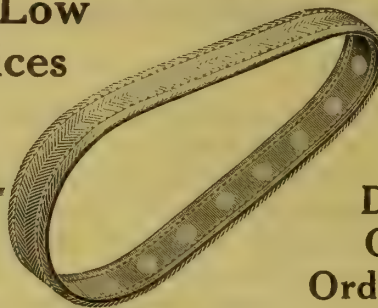
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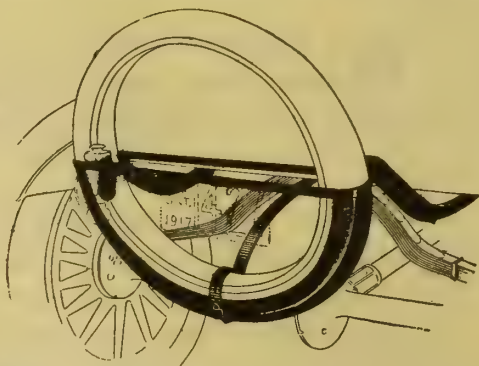
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Lock Furnished for safety.
Brilliant Finish in Baked Black Enamel.
Ample Clearance over the roughest roads.

Price \$6.00. Write for particulars.

MANUFACTURED BY

Kinzinger Bruce & Co., Ltd.

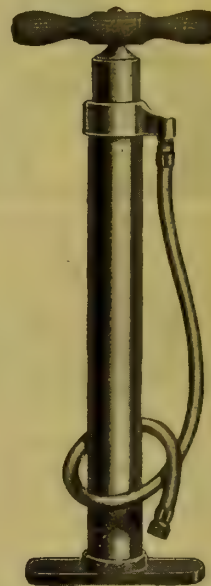
Niagara Falls

Canada

Tallman Double Action Pump


Easy
on
Your
Back

Saves
Your
Tires



Tallman Brass & Metal Limited
HAMILTON, ONT.

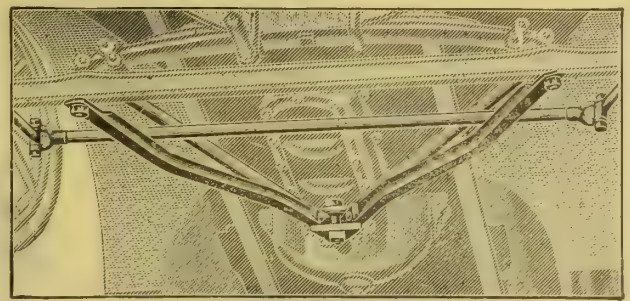
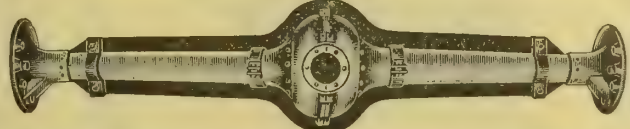
**Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins**



"Oil Cup" "Ratchet" "N" "D" "M"

Catalogues and Prices
Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.
Manufacturers of Auto Accessories
Moose Jaw Saskatchewan



This Trade-Mark
is a guarantee of
Highest Quality
and Workmanship

We specialize
in, and our
Plant is fully equipped to produce

**STEEL and BRASS
STAMPINGS
of all kinds**

Write us for quotations

**CANADIAN LAMP & STAMPING CO.,
LIMITED**

Makers of the celebrated
CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

**BOWSERIZE
AND
ECONOMIZE**

Fig. 109 Battery for oils, varnishes, paints, etc. Can be had in single units.



Fig. 109. Bowser Battery

Bowser Systems are world-famed for economical characteristics. Clean, neat and attractive; safe, accurate and rapid in operation; they are indispensable to the storekeeper or the hardware man.

Write for Booklet.

S. F. Bowser & Co., Inc.
TORONTO, CANADA

THE SPHINX MFG. COMPANY

BIRMINGHAM, ENGLAND

Canadian Representative:

W. T. EVANS

1684 St. Urbain St., Montreal



SPHINX
England's Most Durable Plug.

De little Sphinx plug am more liked dan de old Sphinx Sah! Why? Because more people see him Sah! ebberywhere Sah! Dey all know him ver' good plug for to use Sah!

MADE IN CANADA

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machines Oil (for general use).

Automobile Oil and Transmission Greases.

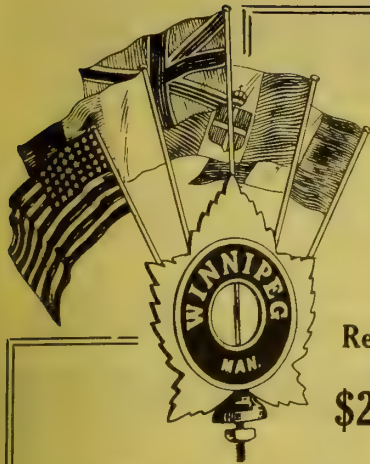


PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

Consult Hardware and Metal Buyers' Guide

If what you want isn't advertised in this issue, consult our Buyers' Directory. If it isn't listed in our Directory, write us and we will give you the information.

If interested, tear out this page and place with letters to be answered.



Retails
at
\$2.50

Maple Leaf Flag Holder
Something New
Big Profits for Dealers

A real Patriotic Booster — Beautiful, Durable, Nickel-Plated Brass Flag Holders. Just the thing for present quick selling. For pennants or flags on Auto Radiators, Motor Boats, in the home, camps, etc. Made only in lots of 12 or more. Write at once for prices and full particulars. Ask your Hardware Jobber, or write

INTERNATIONAL SALES CO.
35 Canada Life Bldg. Winnipeg, Man.

Aluminum Ware

This line is made from 99% pure aluminum sheets, and displays these features: Hygienic cover, no burn-raised bottom, improved spout, practical hinges, easy cleaned corners, special notched ears, big strong beads, attractive and durable welds, standard handles, double lips, removable handles. These goods are absolutely guaranteed, and any not giving satisfaction will be replaced by us free of charge. We carry a large stock at very reasonable prices.



ANOTHER
MEHASCO
MESSAGE

9

Merchants Hardware Specialties

CALGARY

Limited

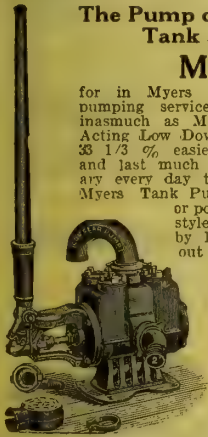
The Pump on the Threshing Tank should be a MYERS

for in Myers Tank Pump is found pumping service of exceptional merit inasmuch as Myers Cog Gear Double Acting Low Down Tank Pumps operate 33 1/3 % easier, have larger capacity and last much longer than the ordinary every day tank pump.

Myers Tank Pumps are built for hand or power operation, in several styles, and are distributed by leading jobbers throughout Canada.

It's an easy matter for you to get them quickly, just as it is for you to sell them. Circulars and name of Jobber gladly supplied.

F. E. Myers & Bro.
Ashland, Ohio



NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

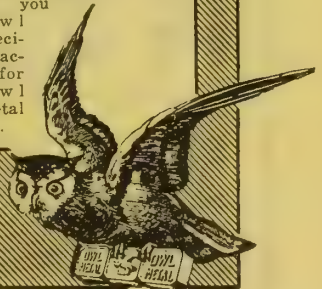
FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

OWL METALS

Somebody's selling Babbitt and kindred alloys in your locality. You would be that somebody if you pushed Owl Metals. Especially Owl Traction Babbitt for Tractors. Owl Babbitt Metal for Threshers.



OWL METAL
COMPANY
WINNIPEG



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

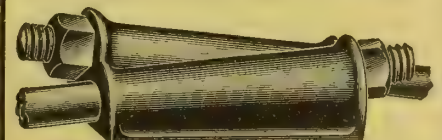
MILBRADT LADDERS



will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall - Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.
155 E. 13th Street,
St. Paul, Minn., U.S.A.



Malleable Iron Lugs

SILOS TANKS WOOD PIPE LINES

Variety of patterns, using round and flat bands;

Otterville Manufacturing Co.
LIMITED
OTTERVILLE, ONT.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

METAL STAMPINGS

Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

CLIMAX BALER®

MANUFACTURERS OF Baling Presses
HAND-BELT OR ELECTRIC POWER
EMERALD & BURTON STS. HAMILTON ONT



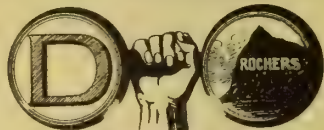
NON
ACID

SODERING FLUX

For more soldered joints and better, stronger joints per man per hour.
Any metal to any metal (including aluminum) use ALLEN Non-Acid Sodering Fluxes.
Samples free.

BISSETT & WEBB, LIMITED

126 Lombard Street, Winnipeg, Canada



EMERY

Emery in sheets, cloth or paper, grains or flour.
Our emery is the genuine kind.
Emery sheets, all numbers in stock from 2/0 to 3.
Grain Emery from No. 8 to 120 and flour.
Once tried, always used.
Far superior to any makes on the market.
Prompt shipment.

DesRochers Limited, 268 Centre St., Montreal

Distributing agents for Wm. Dobson, Molders' Tools, and Britannic Mills, Manchester, England.

STERLING Hack Saw Blades and Machines

Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

BATH ROOM FITTINGS



KINZINGER, BRUCE
& CO., LIMITED

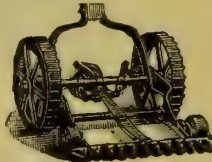
NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Platan and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.



NORCROSS
Garden Cultivator-hoe

"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.



Manufacturers of Builders' Hardware,
Cutlery and Steel Stampings.

NATIONAL HARDWARE CO.
LIMITED

OTTAWA, ONTARIO, CANADA

BEAR BRAND LAMP BLACKS

A Germantown of quality
that gets big business

WILCKES, MARTIN, WILCKES CO.

135 WILLIAM ST. NEW YORK

Make Your Own Paper Money



Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

PAPER
Baler

Strongest, simplest, most efficient and easiest to operate—Full particulars from SPIELMANN AGENCIES RGD 45 St. Alexander St. Montreal

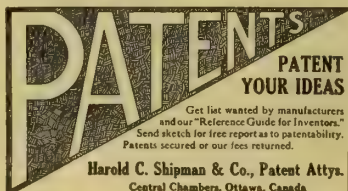
WRITE TO-DAY



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal



PATENT
YOUR IDEAS

Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fees returned.

Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

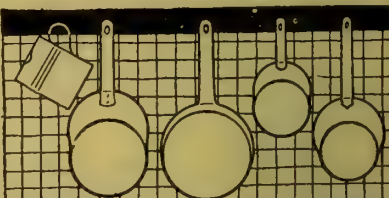
The PARMENTER BULLOCH CO., Ltd GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



STOVE & ELECTRICAL MICA

Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.



Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK Retail Prices

Challenge adjustable Leg Bands, 15c per doz. 85c per 100
Single spiral colored bands, 20c per doz. 90c per 100
Three spiral colored bands, 25c per doz. \$1.25 per 100
Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

THE RIDEAU SPECIALTY CO.
H.E.ROSS MANUFACTURERS SMITHS FALLS ONT.

VOL-PEEK

—a specialty that
every housewife
needs

Leaking pots are common in every home.

Vol-Peek mends all such quickly and easily. Pots, Pans, Graniteware, Aluminum vessels—all can be made ready for use in two minutes with a little bit of Vol-Peek. Sells at a good profit. Write us direct if your wholesaler hasn't got it.

H. NAGLE & CO.
Box 2024, Montreal

Wanted

HELP WANTED

HARDWARE SALESMAN WANTED AT ONCE.
One with several years' experience. State age and salary. Box 391, Hardware and Metal.

WANTED—HARDWARE CLERK WITH EXPERIENCE for live town in Sudbury district. Good position. Give experience, reference and salary expected. Apply Box 601, Hardware and Metal.

WANTED—CITY TRAVELLER FOR MONTREAL and vicinity. Familiar with wholesale hardware trade, etc. Apply stating age, experience and salary expected to Box 606, Hardware and Metal, 128 Bleury St., Montreal.

HARDWARE TRAVELLERS WANTED to sell Reliable Churns, which have been advertised in Hardware and Metal for several months. The Reliable Churn Co., 141 King St. E., Toronto.

WANTED — EXPERIENCED HARDWARE clerk to take responsible position. Apply giving experience, references and salary expected. Box 88, Fort Frances, Ont., Rainy River District.

WANTED—AN AGGRESSIVE, AMBITIOUS salesman to represent large paint and varnish manufacturing firm. Must be an Al salesman. Territory Western Ontario. Applications treated confidentially. Apply Box 983, Hardware and Metal.

WANTED—AT ONCE—RETAIL HARDWARE clerk; one not liable for military service. Apply, stating age, experience and salary required, Geo. W. McDonald, P.O. Box 244, North Bay.

EXPERIENCED COMMISSION MEN FOR Manitoba, Saskatchewan, Alberta and British Columbia, to call on hardware and furniture trade in small towns as well as large. Territory must be covered often, therefore prefer one man to cover one or two provinces only. Give full particulars and references in first letter. Box 49, Hardware and Metal.

FOR SALE

REMNANT STOCK MAPLE LEAF PAINT.
Bargain. Box 101, Hardware and Metal.

GOGGLES.

FIVE GROSS GOGGLES, GLASS CENTRE,
wire guard, elastic connecting the two parts, one in a tin box. Send for sample if interested. \$7.75 gross. Box 503, Hardware and Metal, 128 Bleury St., Montreal.

LAMP AND LANTERN BURNERS

100 DOZEN REED'S PERFECT BRASS LAMP
Burners, with cone reflectors. Size B, \$1.50 doz.; 10 doz. size A, \$1.15 doz.; 10 doz. lantern Reed burners (brass), \$1.50 doz.; 100 doz. Job Banner brass lamp burners, 75c doz. It's up to you if you want a bargain. Box 504, Hardware and Metal, 128 Bleury St., Montreal.

HORSE NAILS

C. BRAND GUARANTEED FIRST QUALITY,
only numbers 4, 5, 6. Packed in 1 lb. boxes. Any quantity, one-half the market price. Box 505, Hardware and Metal, 128 Bleury St., Montreal.

ENGLISH KNIFE POLISH

TEN DOZEN, 1 LB. BOX, 1 DOZEN IN WOOD
cases. Unobtainable now. \$1.75 doz. Box Box 508, Hardware and Metal, 128 Bleury St., real.

MISCELLANEOUS

I COVER QUEBEC PROVINCE. TWENTY
years' experience in hardware, paint and varnish, sixteen years on the road. Both languages. Bank references furnished. Box 509, Hardware and Metal, 128 Bleury St., Montreal.

WAREHOUSE AND FACTORY HEATING
systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf.)

GOOD STENOGRAPHERS ARE WHAT EVERY
employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY IN-
stalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

FIFTY DOLLARS TIED UP IN OLD FIX-
tures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

ADDING TYPEWRITER WRITE, ADD OR
subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

THE SUREST WAY FOR THE MANUFACTURERS'
agent to connect with good live firms is to sell the manufacturers who read Hardware and Metal all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

FOR SALE

LANTERNS
TEN DOZEN COLD BLAST LANTERNS.
painted red, at \$6.50 doz. Three dozen with reflectors at \$8 doz. First answer, first served. Box 507, Hardware and Metal, 128 Bleury St., Montreal.

SITUATIONS WANTED

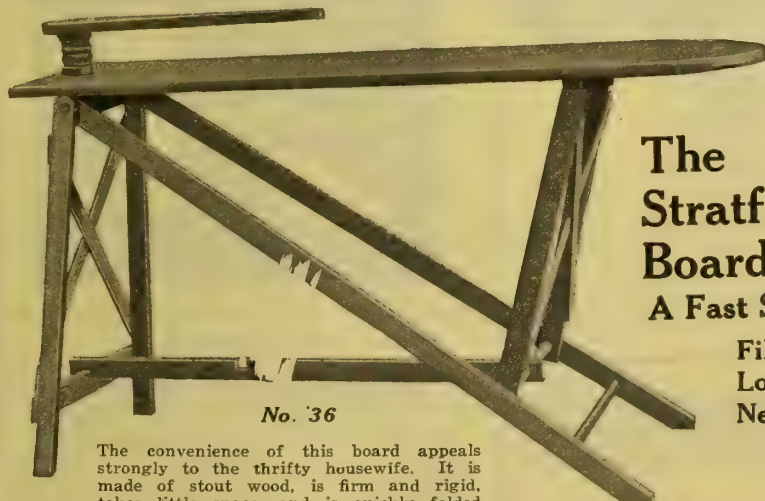
HARDWARE SALESMAN, MARRIED, SEVEN
years' experience, retail, open to make change with live concern. Box 192, Hardware and Metal.

AGENCIES WANTED

AGENCIES WANTED HALIFAX AND NOVA
Scotia. Experienced sales manager invites correspondence from high grade manufacturers' hardware or similar lines. Commission or salary basis. Could carry local stock. Box G161, Hardware and Metal.

Lines WANTED FOR WESTERN ONTARIO
by experienced salesman. Territory covered six times a year, calling on hardware and furniture trade. Commission or salary basis. Box 48, Hardware and Metal.

Keep your name to the front, so that you are in the market for the business that is going and for the new business that is coming. Do not let the world think that you have "gone under."



No. 36

The convenience of this board appeals strongly to the thrifty housewife. It is made of stout wood, is firm and rigid, takes little space, and is quickly folded and put aside when not in use. Supplied without sleeve board if desired.

Send us a trial order. See how quickly these boards will sell. Write for full particulars.

The Stratford Manufacturing Co., Limited
STRATFORD, ONTARIO

Can ship same day as order received: Ironing and Bake Boards, Lawn Swings and Chairs, Garden Seats, Camp Stools and Cots, Step and Extension Ladders.

**The
Stratford
Board
A Fast Seller**

**Fills a
Long Felt
Need**

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Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

DENNISTEEL
Made in Canada

Lockers for Factories Stores, Offices Etc.

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.



If you want easy-fitting eavetrough and conductor pipe, etc., order from us.

WHEELER & BAIN
TORONTO



Use Our Condensed
Advertisement Page
for Your Wants

Help Wanted

An ad for help in the Classified Advertising Section will bring the right kind of replies.

Try It Out.

Hardware and Metal

Classified Advertising Section

143-153 University Ave., Toronto

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

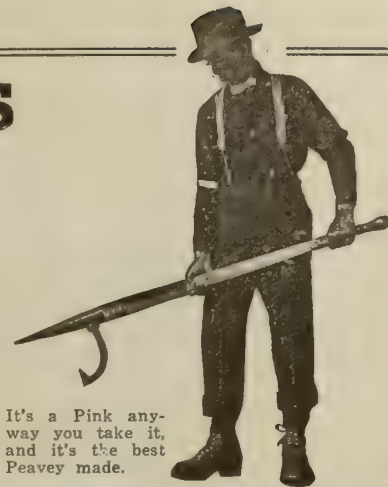
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

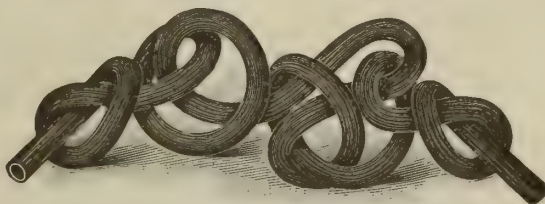
PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it, and it's the best Peavey made.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria

LUFKIN

MEASURING TAPES

Stand on a Record of Performance as well as a Guarantee

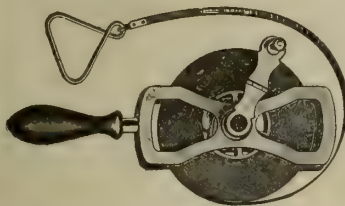
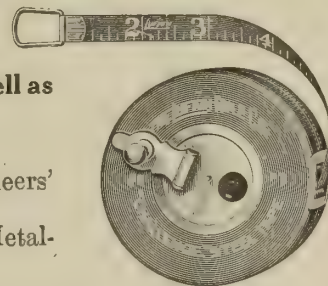
FROM THE

Common "Ass Skin" Tape to the Finest Engineers' Patterns

Instantaneous Readings, Nubian (dark) Finish, Metal-lined Cases, Improved Reels, Etc.

Stocked by Hardware and Supply Jobbers.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Send for Catalog

TINKER TOM'S TALKS.

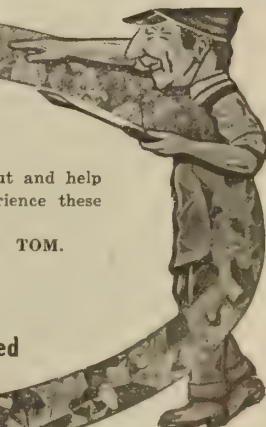
Talk No. One Hundred and Fifty-six

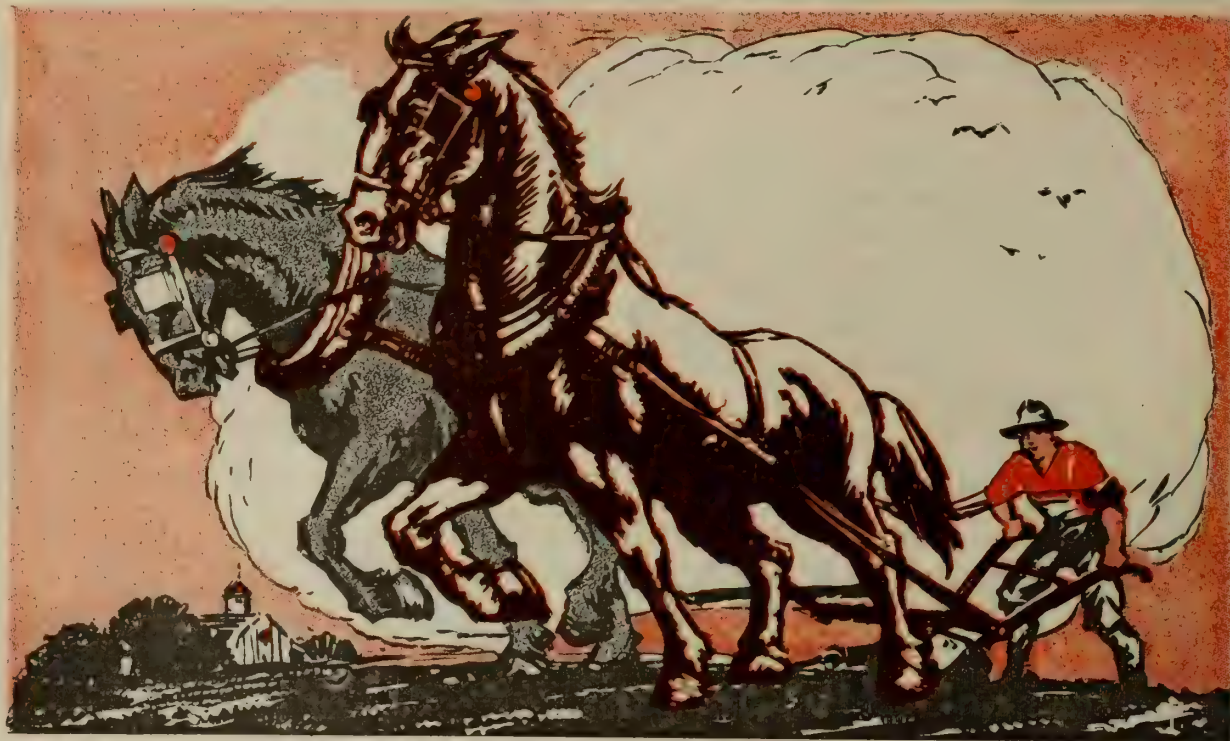
When we run short of material we "knock off" and go out and help the farmer. Looks like we'll all get some farming experience these days, but later the farmer will reciprocate.

TINKER TOM.

Look out for Talk No. 157 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA





DREADNAUGHT

Steel Hames

Doubletrees

Designed and built on scientific principles. The two pieces of selected steel forming the body of Dreadnaught Hames reinforce each other, as do the steel rod and wood of Dreadnaught Doubletrees. They form a perfect Truss—the strongest possible construction. They are mechanically correct. For the heavy pulls and terrific strains of rough spring work they have no equal.

HELP THE FARMERS PLOW DEEP

We need big crops. Equip your farmers with Dreadnaught Hames and Doubletrees so they can do their bit. Write to-day for prices and description of these dependable, profit-making lines.

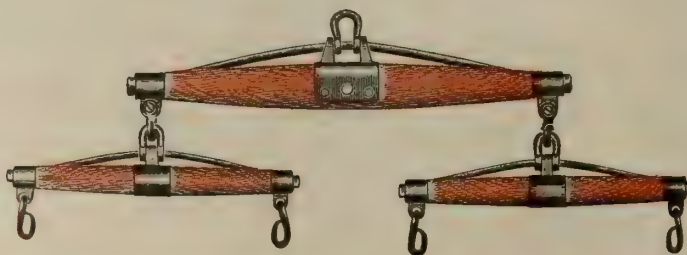
McKinnon Industries, Ltd.

ST. CATHARINES, ONTARIO

No. 8382

No. 8382

Two Piece
Double
Strength



Anti-Rust
Treated
Durable

HARDWARE^{AND} METAL

Vol. XXX
No. 31

PUBLISHED EVERY SATURDAY SINCE 1888

August 3
1918

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

INSPECTION

That Really Inspects

Every "Famous Five" File that leaves our works is mechanically perfect.

The steel itself is carefully inspected when it comes to us from the mills.

Every file is inspected after each process. Special care is given to the shape of the teeth. After hardening, every file is tested on a piece of hardened steel; and if a file shows the slightest defect, at any stage, it is rejected.

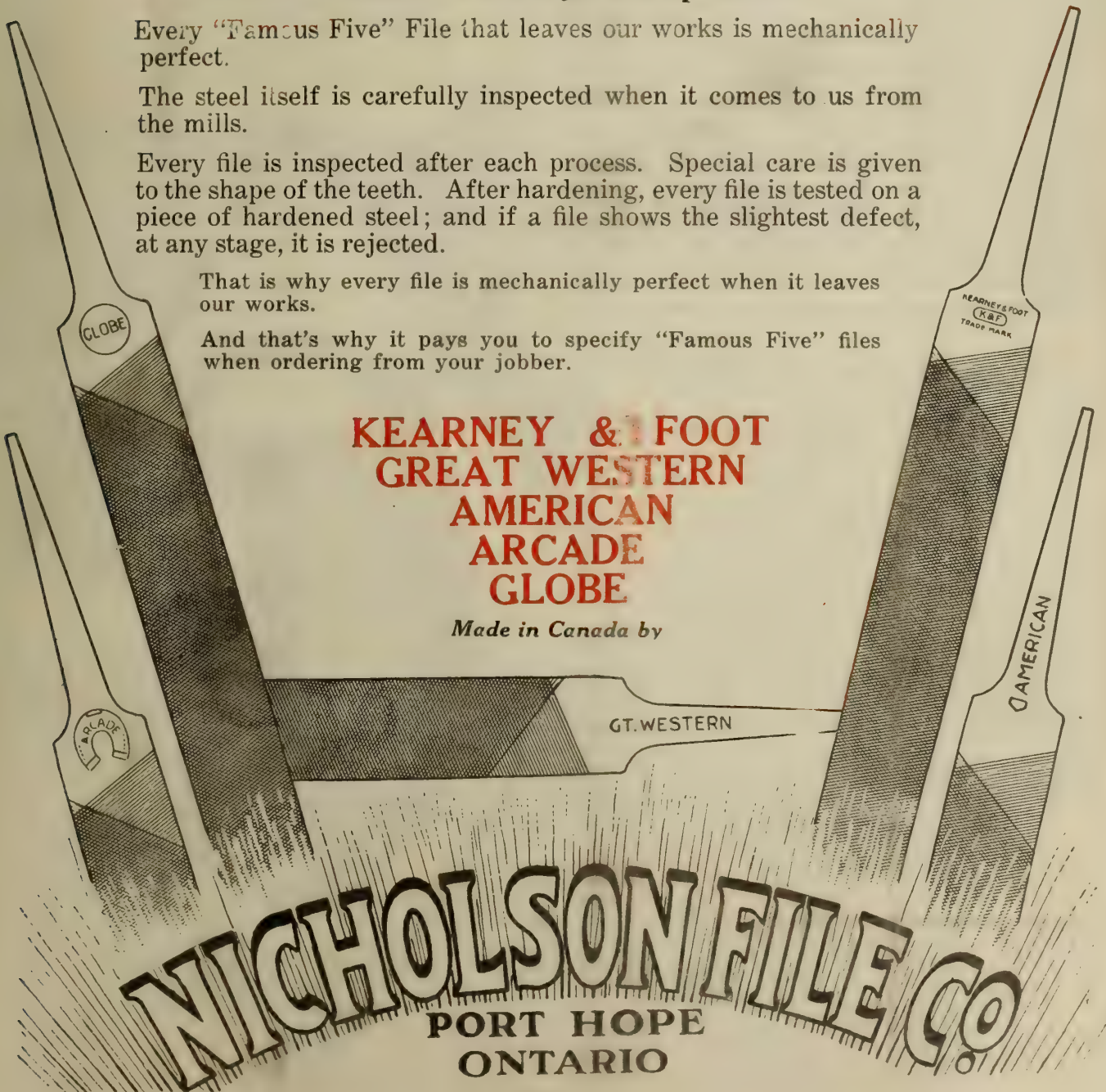
That is why every file is mechanically perfect when it leaves our works.

And that's why it pays you to specify "Famous Five" files when ordering from your jobber.

**KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE**

Made in Canada by

NICHOLSON FILE CO.
PORT HOPE
ONTARIO



Canadian Rolling Mills Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BAR IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

**CANADIAN TUBE & IRON
CO., LIMITED**

MONTREAL

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Colonial Wire Mfg. Co., Limited

Manufacturers of

SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized).

**CANADIAN TUBE & IRON
CO., LIMITED**

MONTREAL



TRADE

MARK

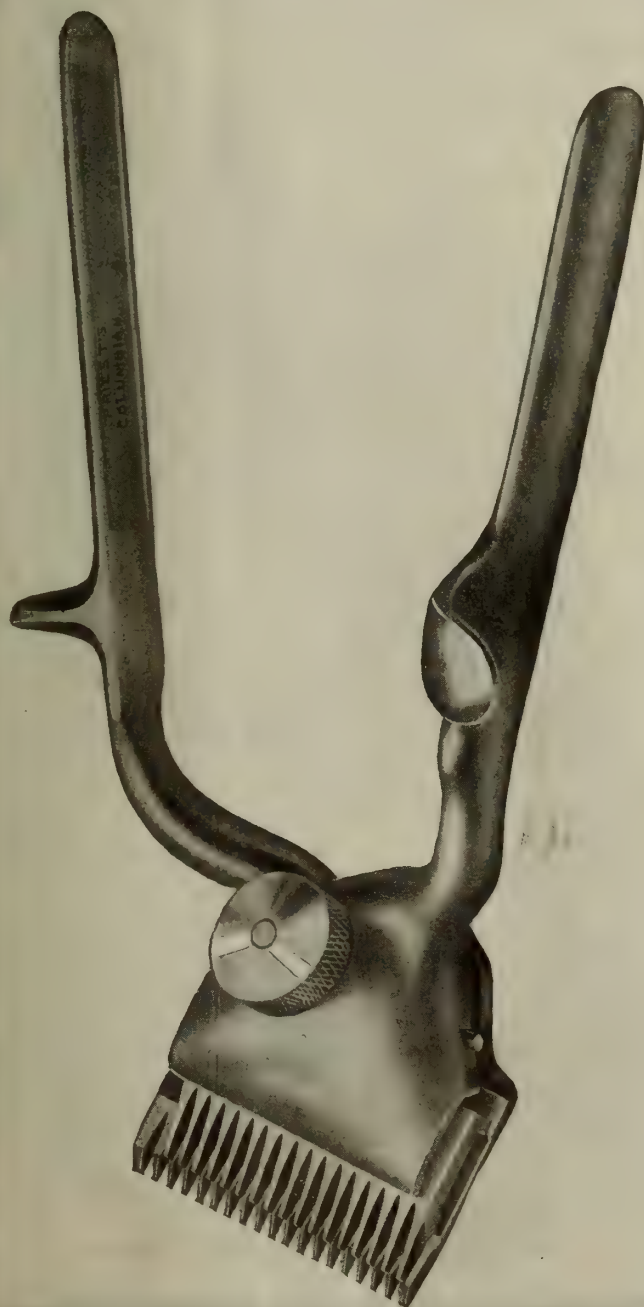
Priest's Toilet Clippers

You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents



"P.&W. Co."
**SMALL
TOOLS**

**Taps, Dies, Reamers,
Milling Cutters, Drills**

Highest Grade Materials—Expert Workmen—
Quality absolutely guaranteed.

**PRATT & WHITNEY CO.,
OF CANADA, LTD.**

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver,
609 Bank of Ottawa Bldg.; Winnipeg, 1205
McArthur Bldg.

**Yale
Products**

Padlocks

**Night
Latches**

**made in
Canada**

**Door
Closers**

**Builders'
Hardware**

The Yale line is an easy selling line. The prestige and high quality of Yale Products make them a reputation-builder and profit-creator for the dealer who stocks them.

The name "Yale" helps make the sale.

Canadian Yale & Towne, Limited, St. Catharines, Ont.

If interested, tear out this page and place with letters to be answered.



UNIVERSAL Vacuum Bottles and Accessories

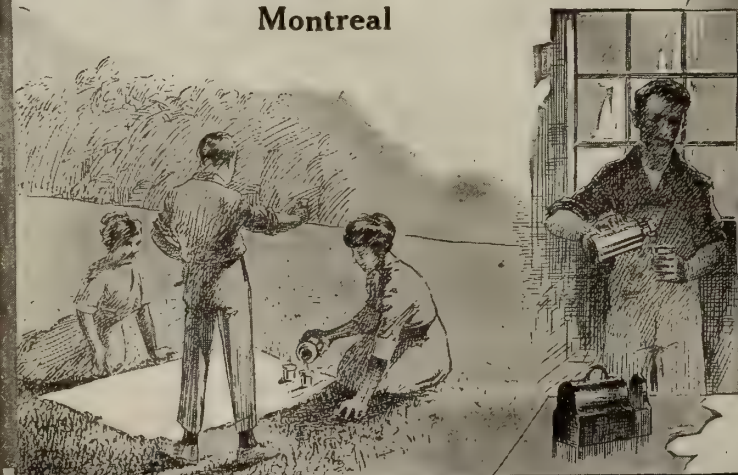
are just the thing to sell to picnics and
lovers of the great outdoors.

Every workman needs a Universal Lunch
Box. Sell them along with tools.

LANDERS, FRARY & CLARK,
New Britain, Conn.

Canadian Representatives:

A. MacFarlane & Co. Ltd.,
Montreal

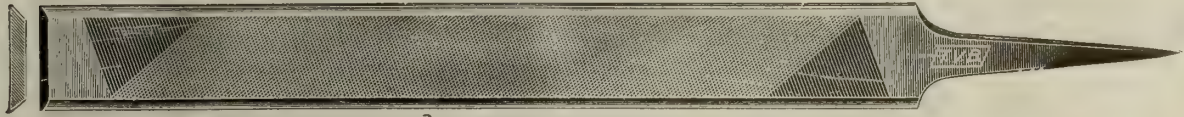


If interested, tear out this page and place with letters to be answered.

T
V
B

We guarantee that our Files and Rasps carrying

T
V
B



this brand, T. V. B., "The Very Best," are made from crucible cast steel of the very best quality and are strictly guaranteed. Generally speaking, Files are very scarce, and while we are short some kinds and sizes we have been told that our stocks are better assorted than that of any other jobber in Canada.

LEWIS BROS.
LIMITED
MONTREAL

*For further particulars
please refer to No. 50
Catalogue.*

THE VERY BEST

T
V
B



**THEY ARE ALL THAT
THE BRAND IMPLIES**

T
V
B

HELP CONSERVE FOOD

BY SELLING

UNIVERSAL HOME NEEDS



THREE UNIVERSAL APPLIANCES THAT SHOULD BE IN EVERY HOME

Not only eliminate much of the drudgery of home cooking but improve the quality of the food and materially reduce the average cost of living saving their original cost in "no time." They are known as the

UNIVERSAL BREAD MAKER by aid of which, light, delicious, wholesome homemade bread is easily obtainable with a few minutes turning the crank instead of the customary half hours tedious kneading.

UNIVERSAL FOOD CHOPPER which from leftovers make many dishes such as Salads, Hash, Croquettes, etc. and the

UNIVERSAL PERCOLATOR which insures clear, sparkling, aromatic coffee uniformly good every day in the year, with one-third less coffee than the ordinary coffee pot.



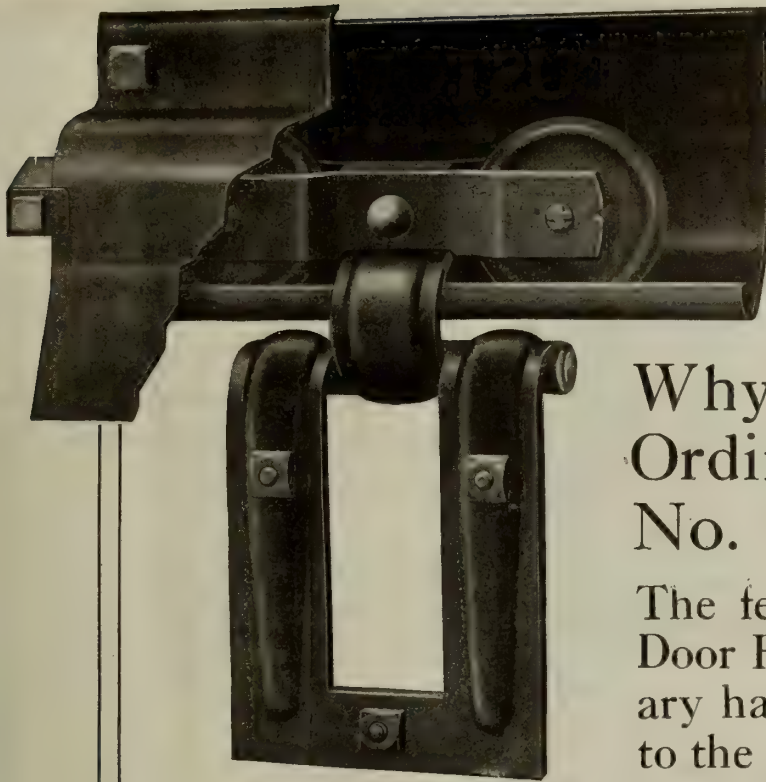
**UNIVERSAL TOASTERS
MAKE STALE BREAD
TASTY**



Order them through

Caverhill, Learmont & Co.

MONTREAL



Why Sell Ordinary *Hangers*? No. 77 is Storm-Proof!

The features which make National Door Hangers more than just ordinary hangers and instantly apparent to the purchaser.

No. 77 Storm-Proof Hanger not only incorporates all the excellent features of other Storm-Proof Hangers, in addition it has the flexible hinge joint. When the door hangs straight down there is no vibration in the Hanger, but the hinged joint allows it to swing out should anything bump against the door. This feature places this hanger in a class with our National "Big 4" and makes it popular with the trade.

The connecting-strap and drop-strap are heavily embossed, increasing the already great strength of the Hanger. The method of attaching connecting-strap to truck permits the free action of the equalizing pin and holds the truck firmly in an upright position. The steel used in drop-strap and connecting-strap is 3-16".

Oil-holes for bearings are also provided.

Packed one pair in a box, with bolts for attaching the Hangers to door, also lag-screws and end-stops for the rail. Each box contains also a set of illustrated directions for attaching the Hangers and rail.

Write for National illustrated catalog.

A post card will bring it.

National Manufacturing Co., Sterling, Ill.

YOU AND YOUR CUSTOMERS

are assured of service, satisfaction and value when you stock and prominently display

Canada Steel Goods Company

Strop and Tee Hinges packed one pair in a box with screws.

No pulling out drawers or emptying bins to find the proper size. No hunting for screws to fit a certain size hinge. No awkward parcel to wrap that permits screws to lose out.

No delay to make the buyer impatient.



Cut of No. Sc. 935

Manufactured by

CANADA STEEL GOODS COMPANY, LIMITED, Hamilton, Canada

No disordered, unclassified stock, but everything as it should be, neat and properly labelled — making sales quicker, easier, more certain and more profitable.

Boxed Hinges is the common-sense method of supplying your customers with what they want.



Davidson's Well Known FROST RIVER

Refrigerator shown herewith

Made entirely of Sheet Steel Galvanized

The exterior is Japanned French Grey, beautifully finished with neatly decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in an oven of high temperature.

All inside parts are removable for cleaning purposes.

The drip pipe for the waste water has been carried outside the body, and does not run through the Food Chamber—as usual in other refrigerators.

Made in three sizes, the largest with double doors.

***NOW is the time to get your Orders in
for these goods and ensure
prompt shipment.***

The Thos. Davidson Mfg. Co.

LIMITED

Toronto

Montreal

Winnipeg

A Service Enlarged and Improved

The Plymouth Dealers' Service has been greatly enlarged and improved. New window trimming material, new literature, new suggestions on how to sell

PLYMOUTH ROPE

The Plymouth service intelligently used helps you to increase your volume, while the Plymouth Rope-by-the-Foot plan increases your profits. This comprehensive service is free to all Plymouth Dealers.



PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass.

Welland, Canada

INDEPENDENT CORDAGE CO., Ltd., Toronto, Canada

Canadian Sales Agents



"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.



A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

OFFICIAL
**AWARD
RIBBON**



PANAMA PACIFIC
INTERNATIONAL
EXPOSITION
SAN FRANCISCO
1915

Charles H. Chase
PRESIDENT

W. H. H. H.
PRESIDENT OF THE SUPERIOR JURY

Adrian G. Carter
DIRECTOR OF EXHIBITS

Oct. Reinbach
SECTY OF THE INTERNATIONAL
AWARD SYSTEM

**MEDAL
OF
HONOR**

DEPARTMENT OF
MANUFACTURES AND
VARIED INDUSTRIES

William H. Green
CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG
NO. 55.

**TRIMONT
MFG. CO.**

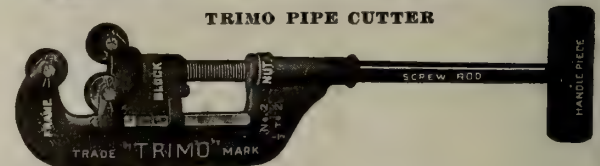
55-71 Amory Street
Roxbury, Mass.
U.S.A.



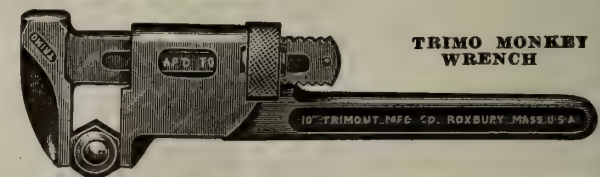
TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



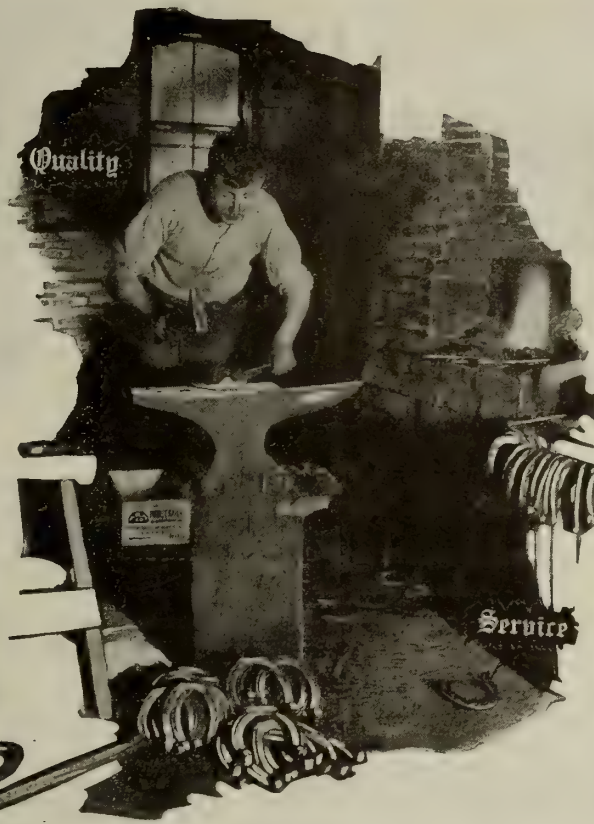
TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN

If interested, tear out this page and place with letters to be answered.



On the Prairies



On the Veldt



On the Streets



At the Front

IN EVERY PART OF THE WORLD

BELL  BRAND
BRAND

HORSE SHOES

ARE IN CONSTANT USE
AND GIVING SATISFACTION

THE
STEEL COMPANY
OF
CANADA

HAMILTON

LIMITED

MONTREAL

Genco

RAZORS

A Square Foot of Selling Space

*That Can Be Made Very Profitable
In Your Store*

THE space occupied by this Genco Razor Display Case is about one square foot. Besides containing and protecting the razors, it catches and holds the eye and gives the goods a pleasing display. As a salesman it is on the job every minute.

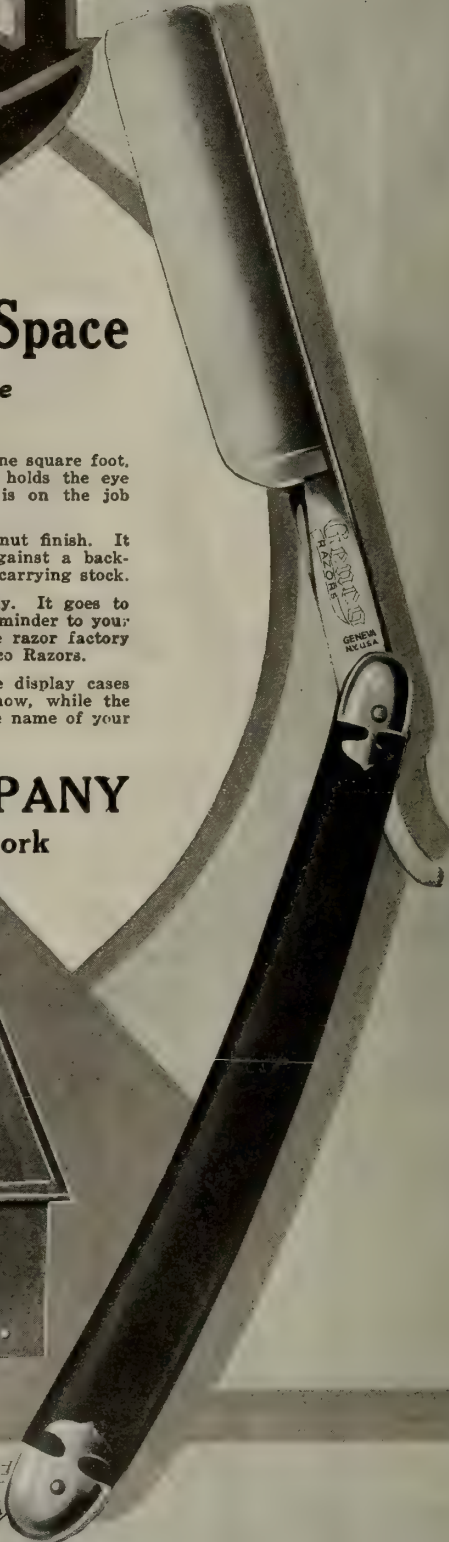
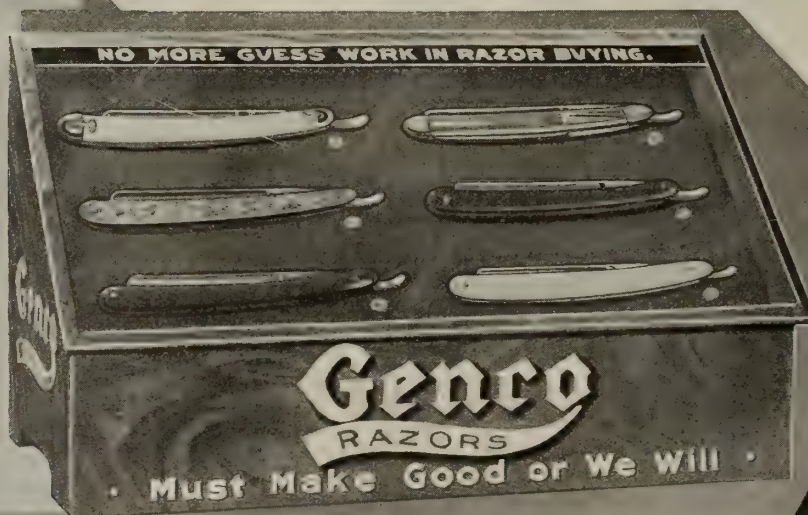
The case is made of pressed steel, with handsome Circassian walnut finish. It holds six Genco Razors of different design on constant display against a background of Royal Purple plush and there is ample room beneath for carrying stock.

All current Genco Razor advertising features this case prominently. It goes to work for you the minute it appears on your counter. Let it be a reminder to your customers of the 500 master cutlers who, in the largest high grade razor factory in the world, grind the quality in and the guess work out of Genco Razors.

We are making a special proposition which included one of those display cases free with your first order. Write for the details of this offer now, while the matter is fresh in your mind. It's quite a good thing. Mention the name of your jobber when writing us.

GENEVA CUTLERY COMPANY

159 Gates Avenue, Geneva, New York



If interested, tear out this page and place with letters to be answered.

Why You Should Be A Michelin Dealer

No.
16

Michelin Tires Look the Part

Michelin Tires are recognized the world over as unsurpassed in quality—and they look the part.

This makes sales all the easier for the Michelin Dealer.

Take the Michelin Casing in its black cloth and paper wrapper and its blue and orange labels. What other tire looks so well?

Or take the Michelin Red Inner Tube in its blue and orange box—or Michelin accessories in their characteristic packages. Where is there a line that makes a better display?

Or when you unwrap them—what casing has the same look of strength and quality as the Michelin Universal, or what tube can boast the same velvety sheen and softness as the Michelin Red Inner Tube?

Michelin Products show, even by their looks, that they are best.

Write today for the Michelin Dealer Proposition.

Michelin Tire Co. of Canada, Limited

782 St. Catherine St. W., Montreal



MICHELIN

If interested, tear out this page and place with letters to be answered.

CANADA FOUNDRIES & FORGINGS LIMITED



Complete assortment of Axes, Hammers and Hatchets

Export and Domestic Trade both given special attention

Highest grade steel used in all our products

Expert workmanship in every department

Write for our tool catalogue

Produced at

THE JAMES SMART PLANT

BROCKVILLE, ONT.

WINNIPEG, MAN.



If interested, tear out this page and place with letters to be answered.

"Quality METALLIC First"

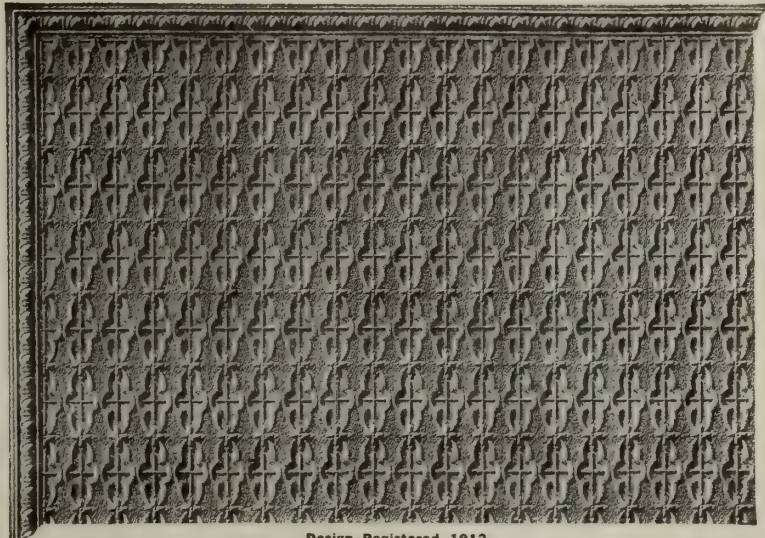
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

Beautiful, yes, but accurate too

All "Metallic" plates and cornices are deeply stamped on steel dies with machine-cut beads and we resquare them *after stamping* so they'll be sure to lay quickly and easily.

It's a pleasure to *put* them up. It's a pleasure to *have* them up. Let us send *you* our latest catalogue and service-information to-day

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine Street Montreal



Design Registered 1912

The Metallic Roofing Co., Limited

TORONTO

MANUFACTURERS

WINNIPEG



Sani-Flush serves a specific purpose. It isn't a general cleanser, but is prepared only for cleaning water closets. That one thing it does to perfection.

Sani-Flush does not interfere with your sale of anything else—and nothing else will take its place.

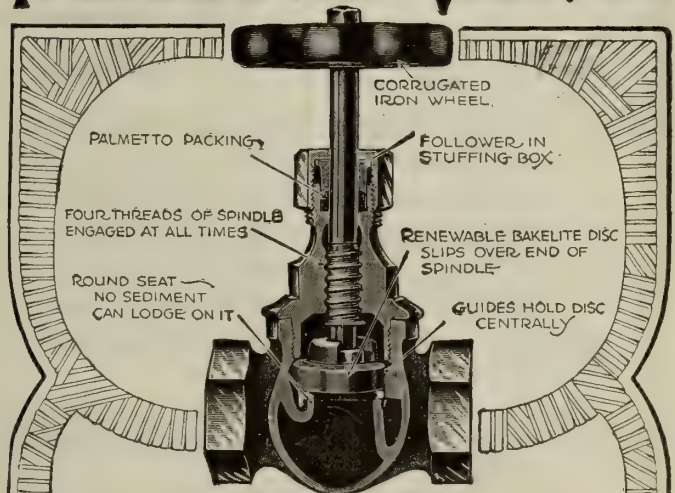
Make a display of

Sani-Flush

Let people know you have it. The label on the can tells the whole story. Put cans of *Sani-Flush* where people can see them.

Harold F. Ritchie & Co., Limited
10-12 McCaul Street, Toronto, Ont.

FAIRBANKS VALVES



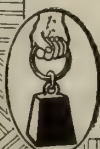
Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

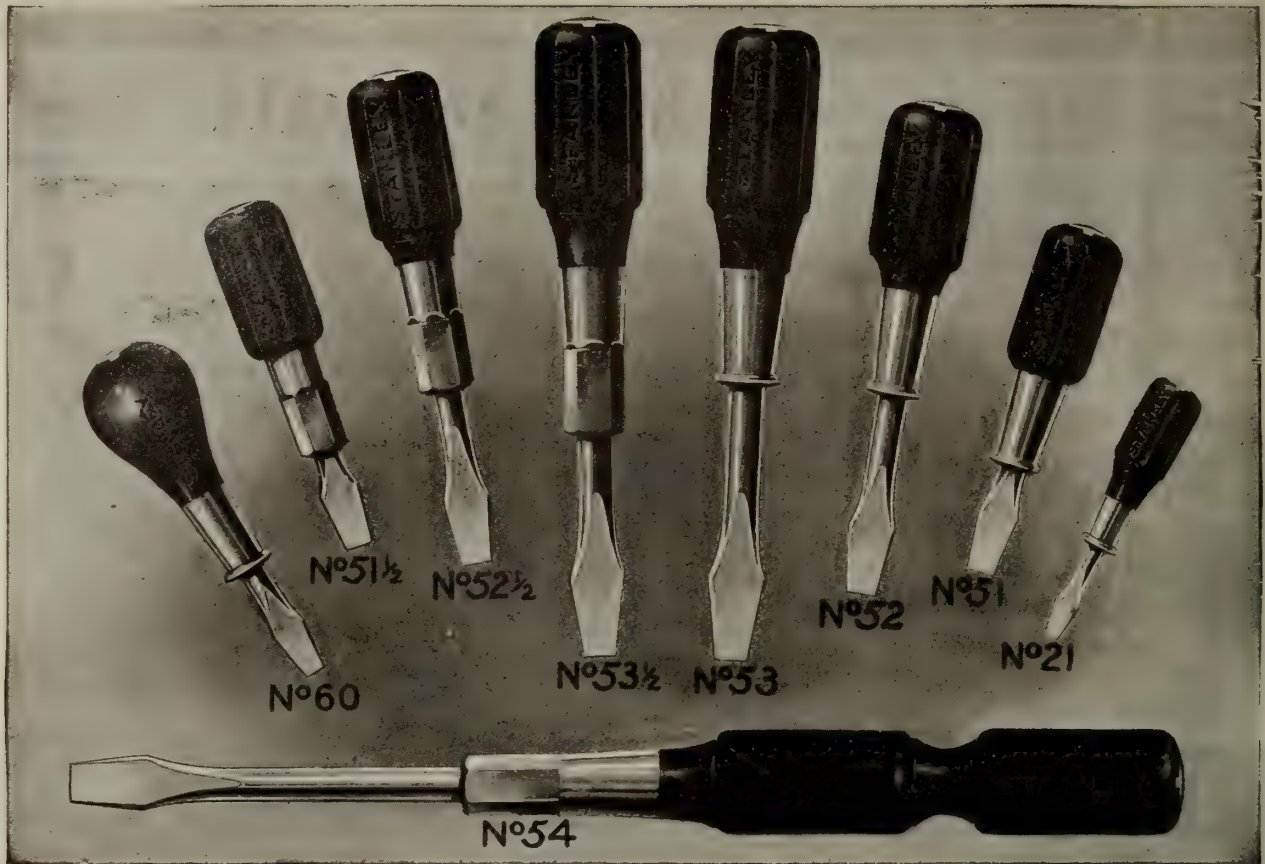
The Canadian Fairbanks-Morse Co., Limite

"Canada's Departmental House for Mechanical Goods"

St. John. Quebec. Montreal. Ottawa.
Toronto. Hamilton. Windsor. Winnipeg.
Saskatoon. Calgary. Vancouver. Victoria.



If interested, tear out this page and place with letters to be answered.



Stanley Tools

Made in Canada

The illustration above shows a line of Screw Drivers which should be in the store of every dealer who prides himself upon carrying a complete stock of tools.

It is an assortment of SPECIALS that will appeal to many of your customers.

For instance—No. 21, shown at the extreme right of the picture—blade only 1½ inches long, just fits the vest pocket, a strong little Driver and very handy.

Also No. 60—shown at the left—only 1⅝-inch blade, but with a big sure grip handle. For heavy work into close corners it cannot be beaten. Used by Plumbers, Machinists, Millwrights, etc.

Nos. 51, 52 and 53—Called MACHINISTS' DRIVERS—Big, broad tips for large screws and extra large shanks for heavy work.

Nos. 51½, 52½ and 53½—also Machinists' Drivers, have hexagon nut on shank for use with a wrench.

No. 54—Note the DOUBLE GRIP, also the hexagon feature for wrench. With this latter Driver one can turn anything.

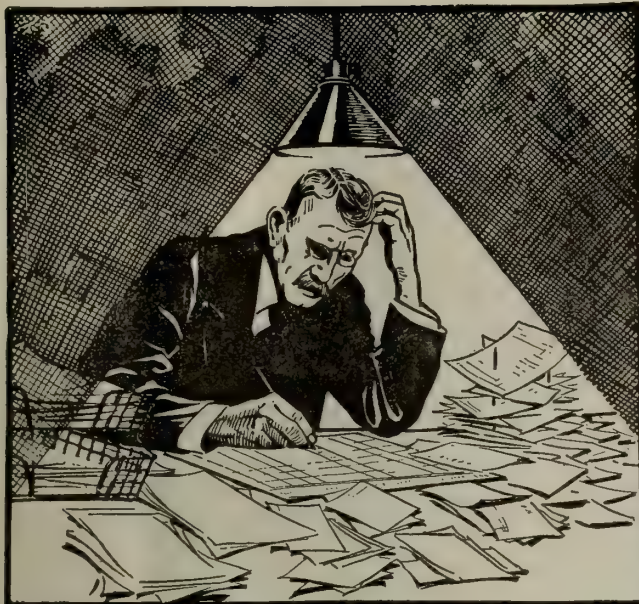
We make other drivers. See Catalogue.

Address all communications to the

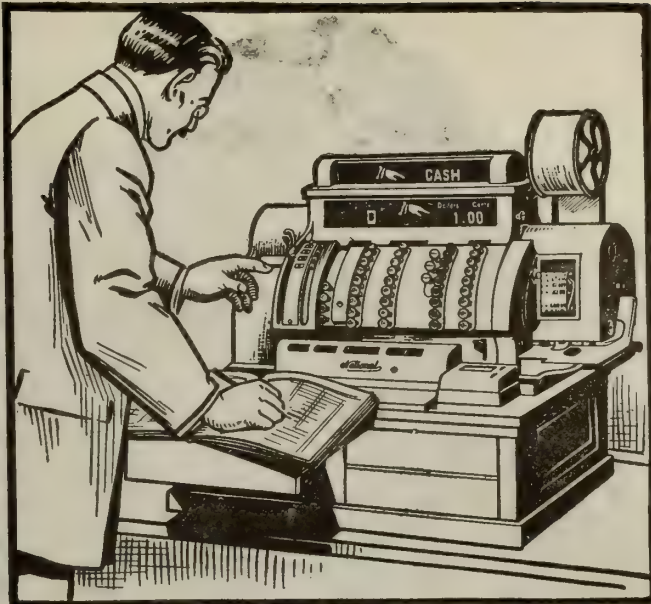
STANDARD
THE WORLD
OVER

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY
TOOL
GUARANTEED



The old way



The new way

A man should not do the work a machine will do for him

A merchant, with all his troubles, should never do the work that a machine does better and quicker.

Our newest model National Cash Register makes the records which a merchant needs to control his business. It does fifteen necessary things in three seconds.

Without the register a man cannot do these things in half an hour.

With the register, even a new clerk can do them just by pressing the keys.

Our new electric machines are as much better than old machines as an up-to-date harvester is ahead of a sickle for cutting grain.

The latest model National Cash Register is a great help to merchants and clerks. It pays for itself out of what it saves.

Merchants need National Cash Registers now more than ever before

**Fill out this
coupon and mail
to-day**

Dept. C2, The National Cash Register Company of Canada, Limited,
Toronto, Ont.

Please give full particulars about the up-to-date N.C.R. System for
my kind of business.

Name.....

Business.....

Address.....

If interested, tear out this page and place with letters to be answered.

Why I Recommend Sterling Spark Plugs



Sterling
(CLEANABLE)
SPARK PLUGS are GOOD
SPARK PLUGS

A SIZE
FOR
EVERY
CAR

Sterling
SPARK PLUGS

GUARANTEED
SEAL & LOCK
TO PREVENT LEAKING
ELECTRICITY
MADE IN U.S.A.



Separable - Cleanable

sturdy construction,
the leak-proof as-
sembly.

AS A DEALER I wanted to handle a spark plug I could recommend on my own personal knowledge.

I took hold of Sterlings knowing the well-established reputation of the manufacturer, the Lockwood-Ash Motor Co.

For nearly 20 years, as marine engine and spark plug makers this company has sustained a reputation for unquestioned business honor, always jealous of its good name.

As to the plug: I was as well satisfied with it — the close-grained porcelain core, the Monel metal electrode, the

And now that I have sold thousands I can recommend them without reservation.

As to separable construction—I assert that to yield the utmost in service a spark plug must admit of repeated separation and re-assembly.

In no other way can it be **positively** cleaned and made new.

These are the leading reasons why I sell Sterling Spark Plugs. There are other reasons, but these are **most** important—and sufficient.

Distributors for Canada:

THE DOMINION BATTERY COMPANY, LIMITED

736 Dundas Street East, Toronto

Manufactured by

LOCKWOOD-ASH MOTOR CO., Main Street, Jackson, Michigan

(44)

Sterling

Spark Plugs

A size and style
for every car.

If interested, tear out this page and place with letters to be answered.



Take In More Profit On Every Dry Cell You Hand Out. I'll Tell You How

W. M. Turnley, Manager
The Dominion Battery Company, Limited

I'LL not only tell you how to make a bigger profit on each sale but also **how to make more sales**; how to corner the battery business in your community and **hold it**—with RELIABLE Dry Cells.

Every time you sell a RELIABLE Dry Cell you hand the customer a surprise package. For RELIABLE Dry Cells **give longer intermittent service** than the buyer is accustomed to get. Many extra hours of service are crowded into RELIABLE Dry Cells.

As a retailer you'll like the way RELIABLE Dry Cells are sold—always through the regular channels of trade; never by mail order houses or from the factory.

Write to-day for Profit and Business Increasing Plan.

THE DOMINION BATTERY COMPANY
Limited

736 Dundas Street East

Toronto

“Lively and Lasting”

The Publisher's Page

TORONTOAUGUST 3, 1918

Oversold, But Not Blind to Future Needs

"We are greatly oversold, but we realize the necessity of keeping our firm and products before the trade," stated a manufacturer (name on request), when renewing an advertising contract with HARDWARE AND METAL a few days ago.

This firm realizes the importance of ensuring a future market. The cost of advertising in HARDWARE AND METAL is small, and the paper covers its field more thoroughly than any other paper, as proven by A.B.C. statement. The weekly visit of HARDWARE AND METAL is awaited in every wholesale hardware, and over 90 per cent. of the retail hardware stores throughout Canada. A firm is known by its advertising in the national medium covering the field. You will find the majority of leading firms in hardware circles represented in HARDWARE AND METAL'S advertising pages.

Hardware and Metal

143-153 University Avenue

Toronto



**Ready To Ship the Same Day
We Receive Your Order**

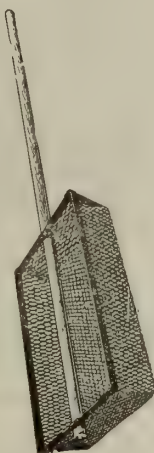
We're ready to fill your order and ship it the same day we receive it—and this is only one feature of Collins' Service.

Collins' Sprayers,
Patent Stove Pipes,
Floor Thimbles,
Ash Shifters, etc.


Just now it's profitable to push Collins' Sprayers. They're saving millions of dollars' worth of nation's food supplies every year.

Order through your jobber or direct.

The Collins Mfg. Co.
415 Symington Ave.
TORONTO



**Quotations
given
on**



**heavy
Chem-
icals and Metals**

Some Specialties

Red Lead
Litharge
Sheet Zinc

Castor
Oil
(Seconds)

Borax
Blue Vitriol
Glycerine

**B.&S.H. THOMPSON
& COMPANY LIMITED
MONTREAL**

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Co.
Exporters for American Sheet & Tin Plate Co.

A Good Thing Free

HARDWARE AND METAL has secured another supply of pamphlets, containing the four Stockdale lectures, for free distribution to the trade.

Under the following captions one of America's foremost Retail Merchandising Experts gave in a clear, lucid style the why and wherefores of the success and failures in retail stores:

"Many Businesses Wrecked by Details"
"How to Make Figure Facts Earn Profits"
"How to Measure the Value of Turnover"
"How to Get the Information the Customer Wants"

We have had these printed for our readers and will gladly supply copies free upon request, so long as our supply lasts. Send for your copy now.

HARDWARE AND METAL
143-153 University Ave.
Toronto, Canada

SHALER

5 Minute Vulcanizer



Mends Tubes in 5 Minutes

Complete (With 12 Patch-E-Heat Units) \$2.00 in Canada

The Vulcanizer, 6 Patch and Heat Units of round shape for punctures and 6 of oblong shape for long cuts and tears are included in the outfit. Each unit is complete—ready to use. No gasoline, acid, cement or flame required.

The Patch and Heat unit is placed over the puncture—the vulcanizer clamped in position and a match applied. *In 5 minutes* you have a perfect, lasting, "feather-edge" repair.

The SHALER 5-Minute Vulcanizer sells itself. You only need to place the display case on your counter or in your window.

The 12 Patch and Heat Units that go with the outfit are soon used up—and the motorist comes back to you for more.

This repeat business pays you a good profit and brings motorists to your place regularly—who will also buy other goods!

Place Your Order With Your Jobber NOW!

Don't delay! The enormous demand for SHALER 5-Minute Vulcanizers has exceeded our factory capacity to make deliveries. We are building a large 3-story addition to our plant—but to make sure of prompt shipments—place your order with your jobber now—specifying date of shipment desired.

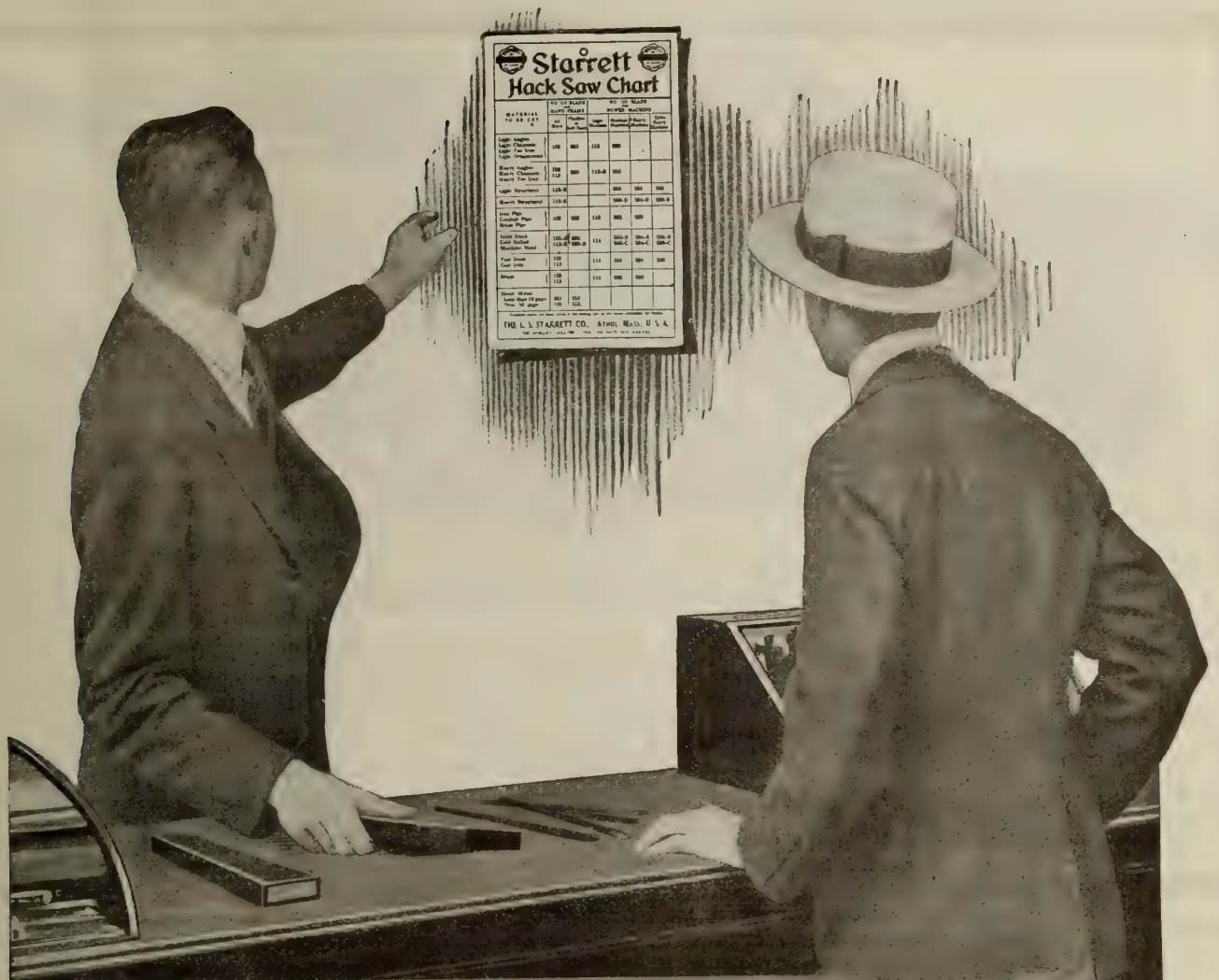
Catalog describing the complete line of SHALER Vulcanizers for Motorists and Tire Repair Shops—Sent FREE on request.

C. A. Shaler Company, 1507 Fourth St., Waupun, Wis., U.S.A.

**A Match
is all You Need**

**To Make
Perfect
Repairs**





Valued by Your Customers

The Starrett Hack Saw Chart is a brand new service feature which goes with Starrett Hack Saws. It tells the customer exactly what number saw blade to use on any particular job. It guarantees quick cutting, a minimum of saw breakage, and a minimum of elbow grease.

As soon as you show a Starrett Hack Saw Chart to a prospective buyer, he will be agreeably surprised—and you make, not only a sale but a satisfied customer.

Send for a free Hack Saw Chart M. A. It will interest you.

THE L. S. STARRETT COMPANY



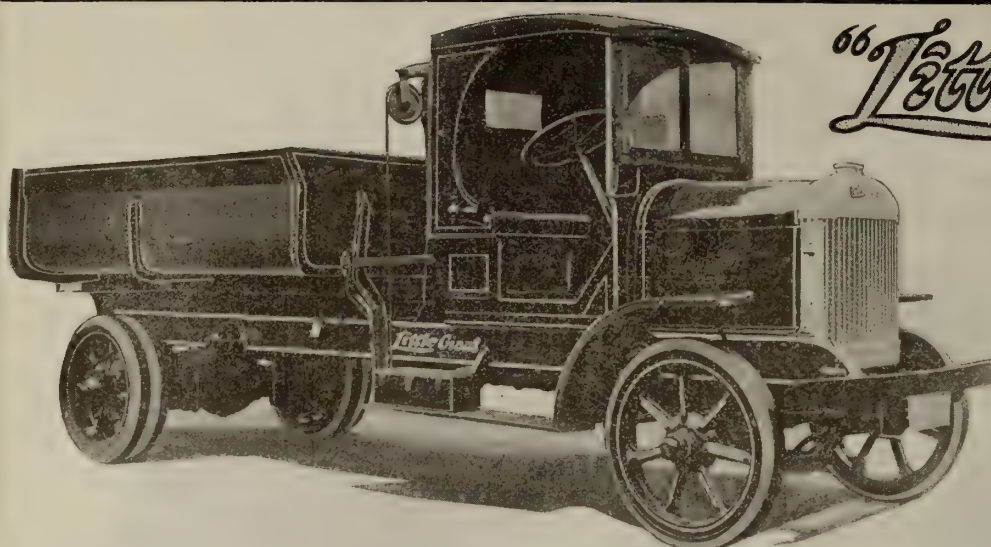
*The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled*

ATHOL, MASSACHUSETTS

New York
Chicago
London
42-821



If interested, tear out this page and place with letters to be answered.



*"Little Giant"*⁹⁹

Worm Drive Trucks

Used the
world over

The solution of YOUR delivery problem lies in a LITTLE GIANT Model for your business. One, two, three and a half and five tons

One-Year Guarantee backed by a Corporation with resources of \$14,000,000.

Little Giant Trucks are equipped with Duntley Gas Generator, permitting the use of Kerosene, Distillate or other low grade mixtures at a saving in fuel costs of full 50%.

Canadian Pneumatic Tool Co., Limited

345 CRAIG STREET WEST
MONTREAL

For Territorial Agencies, write
Montreal Office

BRANCH:
107 Church St., Toronto

WAKYTE CLOSETS

Practically all wholesale and retail hardware dealers in Canada now handle Wakyte Closets and Chemicals in preference to other makes. Wakyte goods not only enable the dealer to make a substantial profit and meet competition, but they also

give better satisfaction to the purchaser and cost no more than inferior makes.

Wakyte Closets are made in three sizes, No. 2, No. 3 and Special. The two former are oval in design and the Special is round. Body of all Wakyte Closets is finished in Maroon Enamel and seat in Mahogany. All Wakyte Closets bear our well-known trade mark—an absolute guarantee of quality and satisfaction.



Wakyte Mfg. Co., Limited, Winnipeg

"How to Hire, Train and Supervise Men"

"Getting Better Results From Salesmen"

Learn how successful business men handle these important problems by reading

Management and Salesmanship

By

Hugh Chalmers, Pres. Chalmers Motor Car Co.
John Lee Mahin, Pres. Mahin Advertising Agency

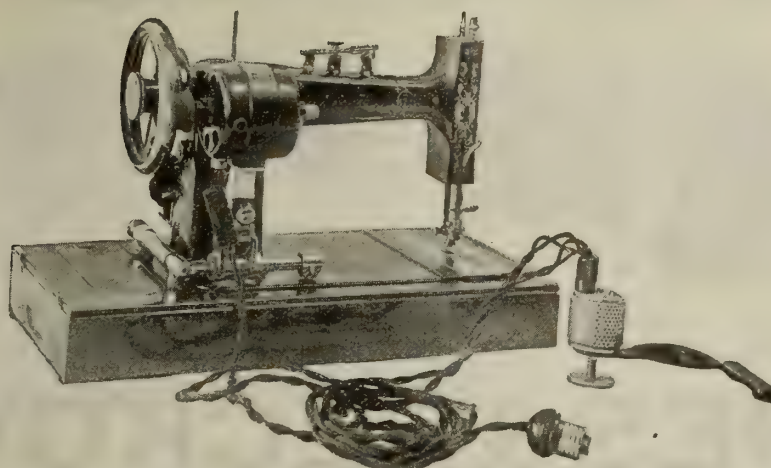
This book is written in a clear, concise style easily understood, every paragraph a mine of good solid facts prepared by these two thinkers and workers. You cannot afford to be without this book if you have management and salesmanship problems to solve.

The price is only 50 cents. Send for your copy to-day; the supply is limited.

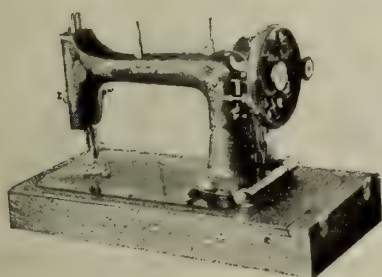
MacLean Publishing Co., Ltd.

Technical Book Dept.

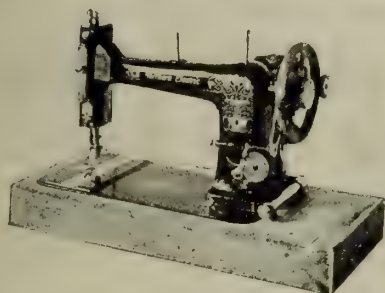
143-153 University Ave. - Toronto



Every Woman Needs Its Help—Now
—but when the fall buying season comes, will you be ready?



Why Not Order a Good Supply of
Northern Electric
Portable Sewing Machines
NOW?




Remember the greatest need for sewing by electricity is now, when the women of Canada are so extensively engaged in doing their own as well as a large amount of patriotic sewing work at home.

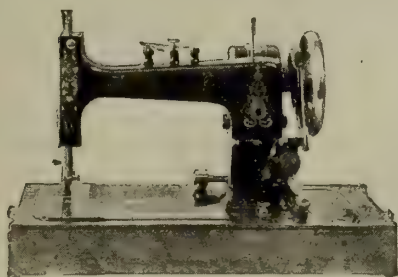
The Northern Electric Sewing Machine eliminates the tire-some, back-aching treadle work of the old method, and enables the operator to do twice as much sewing without effort.

The Northern Electric Sewing Machines are of the highest grade in design and workmanship, and carry a guarantee of complete satisfaction in every way.

Several different types are obtainable in both portable and stand style machines. You can secure either vibrating shuttle or bobbin type.

*Closed view of our
Portable Type Machines* 

Write our Nearest House for attractive proposition, descriptive literature, etc.

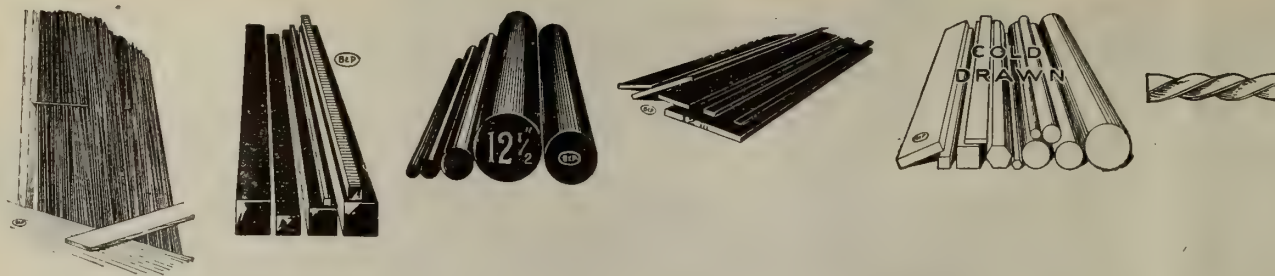


Northern Electric Company
LIMITED

MONTREAL
HALIFAX
OTTAWA

TORONTO
LONDON
WINNIPEG

REGINA
CALGARY
VANCOUVER



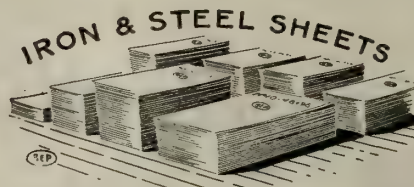
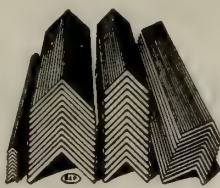
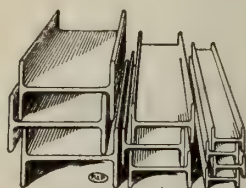
BAINES & PECKOVER

FOR USUAL AND UNUSUAL ROLLED IRON AND STEEL

Warehouses:
98-116 Esplanade

TORONTO

Yards:
Harbor District



A Wide Variety of Mixed Metals Affords a Big Field For Sales

Factories, Machine Shops, Waterworks, Electrical Plants, Tinsmiths, Plumbers, etc., in your locality are all live prospects for Hoyt Metals.

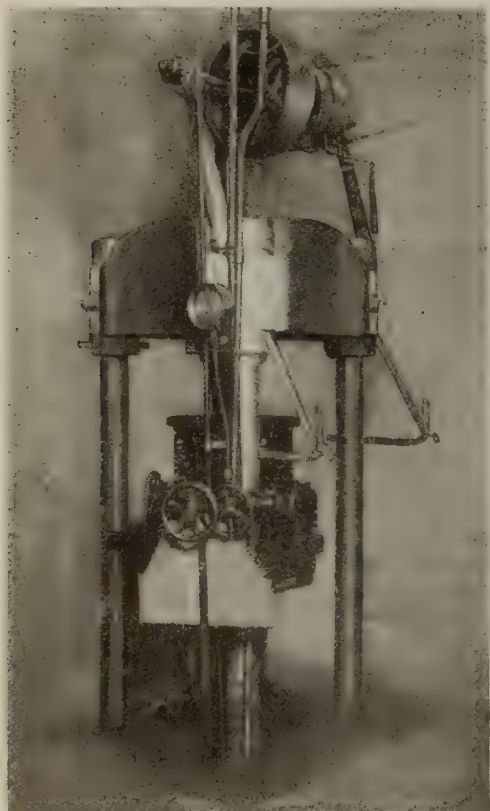
Let us help you line them up by making a few suggestions based on past experience.

HOYT METAL COMPANY
Toronto, Canada

New York, N. Y.

London, Eng.

St. Louis, Mo.



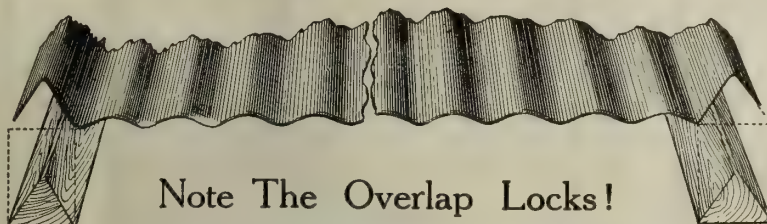
One of our presses specially designed for wire solder, Came lead and specialties. Other presses not shown in the picture are especially adapted for lead pipe and Came leads.

A
Square
Deal
For You

PEDLAR'S

Quality
For
Your
Customers

CORRO-CRIMP ROOFING



Note The Overlap Locks!

This A crimp fits over a triangular wooden batten which we supply free with Corro-Crimp Roofing, and when nailed to this batten makes a strong, water-proof lock.

Our Corro-Crimp Roofing is a great improvement over the old-fashioned corrugated iron roofing.

It is more economical—It is stronger at the side lap—It is water-tight and wind proof.

It can be applied more quickly than any other roofing material ever placed on the market.

We sell it per square of 100 square feet covering

measure, allowing one full crimp side lap and 4 inches end lap on sheets.

It is very easy to figure out the amount of Corro-Crimp iron necessary to cover any roof, as the area of the roof is all that is required. **A SQUARE OF CORRO-CRIMP WILL COVER 100 SQUARE FEET OF ROOF.** Remember—this is important!

Our Corro-Crimp roofing has become a great favorite among users of corrugated iron, as it is less expensive and much more easily applied.

It can be easily applied by anyone following the directions on the following page.

WRITE FOR COMPLETE ROOFING CATALOG H. M.

The Pedlar People Limited, Executive Offices and Factories: **Oshawa, Ontario**

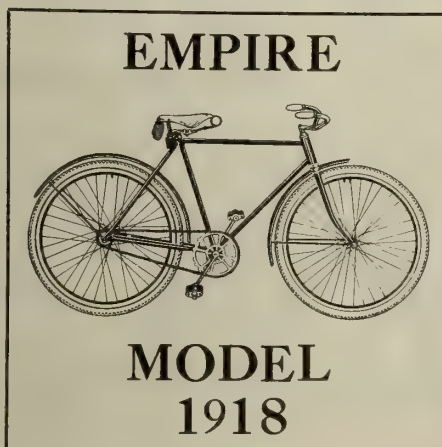
Established 1861

Branches: Montreal, Ottawa, Toronto, London, Winnipeg, Vancouver

HYSLOP BICYCLES

ARE FULL OF SURPRISES

H
The
BICYCLE
THAT
Surpasses
its former
REPUTATION
as the years
roll by.

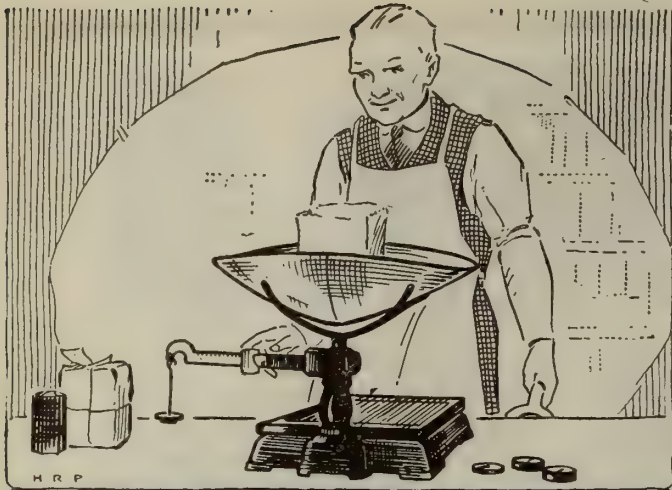


The HYSLOP
BICYCLE
makes riding
both a joy
as well
as a
DUTY
H

Our Bicycles are known, and their riding qualities recognized by dealers throughout the Dominion, and they are sold in such numbers that they have become in more ways than one CANADA'S POPULAR BICYCLES.

HYSLOP BROTHERS, LIMITED

Shuter & Victoria Sts., Toronto, Ont.



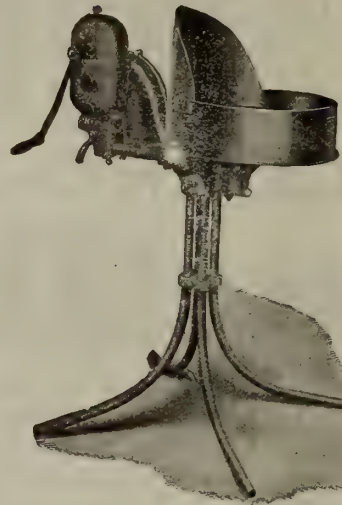
Fairbanks Scales

For over 85 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton,
Windsor, Winnipeg, Saskatoon, Calgary,
Vancouver, Victoria.



Canadian Rivet Forges are built to last.

Easy running blower, powerful, uniform blast, rigid steel plate construction.

Write for Catalog 100-19.

Canadian Blower & Forge Co.

Kitchener, Ont.

WANTED, AT ONCE — CAPABLE HARD-
ware man to manage retail hardware business in thriving Ontario town. State experience, salary expected, and give references. Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of **HARDWARE AND METAL**. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading **HARDWARE AND METAL**.

USE THE WANT AD PAGE



"DOMINION"

COTTON AND WOOL WASTE
AND COTTON WIPERS,
WASHED AND STERILIZED

A WASTE FOR EVERY USE

- 6 Grades White Cotton Wiping Waste
- 5 Grades Colored Cotton Wiping Waste
- 4 Grades Wool Packing Waste
- 3 Grades Cotton Wipers, Washed and Sterilized.

Samples with Prices on Request

Scythes & Company Limited

Montreal TORONTO, ONT. WINNIPEG

Sell Handles that are Most in Demand STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS

—:-

ONTARIO

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

These Wholesale
Hardware Merchants
Sell

A Household Necessity!

MENDETS

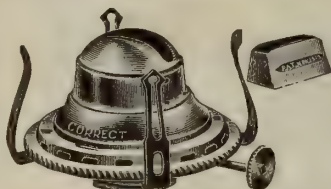
A PATENT PATCH

Mendets—the quick and permanent kitchen ware and utensils repairers—are sold by these progressive Hardware firms:

Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Alexander & James Hamilton Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; L. H. Herbert & Co., Montreal, Que.; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal; A. Chown & Co., Kingston; The Gray-Harvey Co., Limited, Ottawa, Ont.; H. S. Howland Sons & Co., Ltd., Toronto; Mills Hardware Co., Limited, Hamilton; Revillon Wholesale, Ltd., Edmonton, Alta.; W. B. Dalton & Sons, Kingston, Ont.

Collette Mfg. Company, Collingwood, Ont., Canada

If interested, tear out this page and place with letters to be answered.



A and B Size
Correct Lamp Burner



Photo Reproduction
Illustrating Flame of B or No. 2
Correct Lamp Burner

BURNERS BURNERS BURNERS

"CORRECT" Lamp and Lantern
Burners GIVE:—

25% to 50% More light than any other
Burner manufactured.

WHITER and BETTER light.

And mainly, they give SATISFAC-
TION.

The Burner with the Patented FLAME
SPREADER.

Every Hardware Merchant should
carry them.

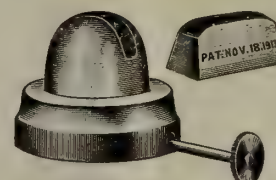
Manufactured only by

The SCHULTZ MFG. CO., LIMITED

HAMILTON, ONTARIO

Sold by all Wholesalers and Jobbers.

Give us your Wholesaler's name and we will send you
a sample.



No. 2 Cold Blast
Correct Lantern Burner



Photo Reproduction
Illustrating Flame of No. 2
Cold Blast Correct
Lantern Burner

Wrought and Steel Plate WASHERS

of all descriptions



Round & Square
Plain or
Galvanized

Annealed
Rivet Burrs,
Felloe Plates,
Sheared and
Punched Plates.

Malleable Washers
and Cast Iron Washers.

Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.

When in need of
Wrapping Paper
Twines & Cordage

Brooms
rushes
assets

Grocers' Sundries

Walter Woods & Co.
Hamilton & Winnipeg

If interested, tear out this page and place with letters to be answered.



"TALLMAN'S SPECIAL" ARCTIC METAL

a medium priced babbitt specially adapted for Saw Mill and Wood-working machinery.

Will remain cool under exceptionally high speed.

Its long life proves its efficiency.

Tallman Brass & Metal Co.
HAMILTON, ONT.

HARDWARE BUSINESS WANTED — IN good Ontario town or city. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto.

This little advertisement inserted in **HARDWARE AND METAL** not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE



The ROYAL Self-Heating IRON WILL MAKE YOU MONEY

BECAUSE

- it does an average ironing for less than two cents.
- it has a valve that regulates the heat instantly.
- it is the right weight—right size—right shape.
- it is highly polished and nickel plated throughout.
- it has an always cool handle—protected by a heat shield and asbestos lid.
- it can be used any time—at any place. No hose or cord to dangle in the way.
- it is used and praised by over 850,000 housewives.

Write us now for details also name and address of nearest Canadian Distributor.

CADMAN & BAUSLAUGH
322 McIntyre Block, Winnipeg,
Western Canadian Representatives.

ROYAL IRON MFG. COMPANY
556 Wayne Street Big Prairie, Ohio, U.S.A.

STOVER HARDWARE

This popular hardware is salable during all seasons of the year. Many items are suitable for 10 to 25c counters. The quality is the best and will make your stock more attractive to the trade.

Send for our new catalog, P-17. Some of the articles it shows are:

Mop sticks	Stove Trimmings
Fireplace fixtures	Pulleys (all kinds)
Latches	Coat & Harness
Ice Picks & Shaves	Hooks
Chest Handles	Hinges
Saw Vises	Lamp Brackets
Cast Hatchets	Waffle Irons
Lemon Squeezers	Door Pulls
House Numbers	Nut Crackers

WE ALSO MAKE

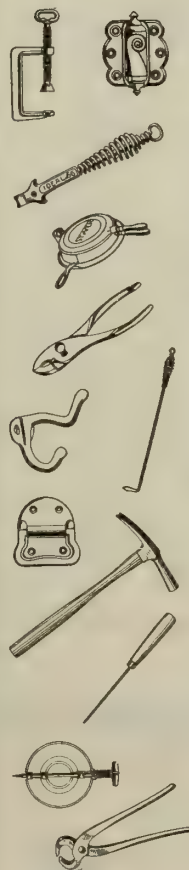
Wind Mills, Feed Mills, Ensilage Cutters and Gasoline Engines.

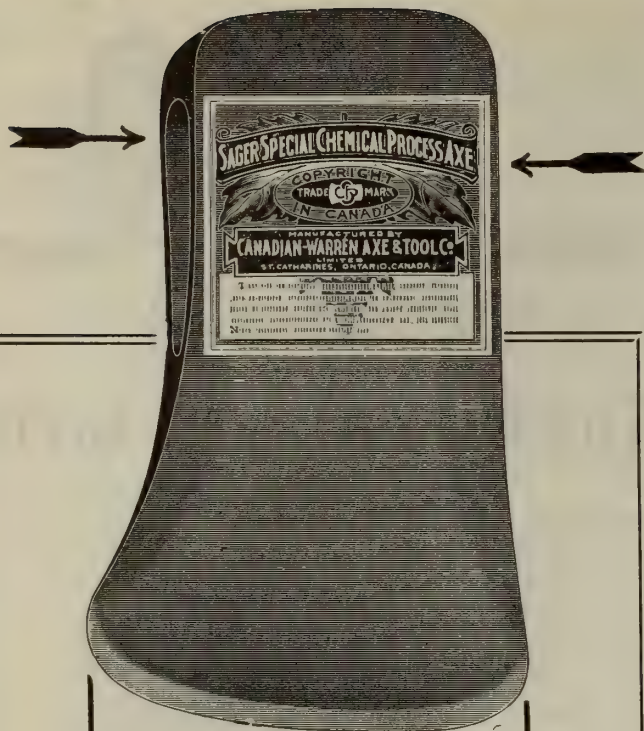
STOVER MFG. & ENGINE CO
Freeport, Ill.

Canadian Agents:
Cadman & Bauslaugh,
322 McIntyre Block,
Winnipeg.

G. L. Cohoon, 11
St. Sacramento St.,
Montreal.

Send us hardware catalogue No. P-17.
Name
Business
Address





WHY NOT BE GUIDED
BY THE JUDGMENT OF
HUNDREDS OF WELL
KNOWN LUMBERMEN,
WHO ACKNOWLEDGE
THE SUPERIORITY OF

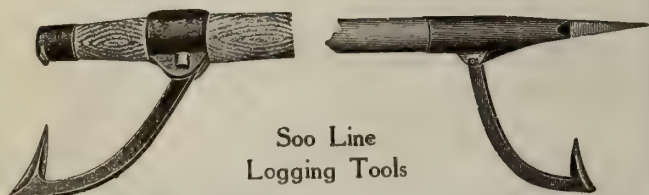
“SAGER AXES”
AND
“SOO LINE”
LOGGING
TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED

ST. CATHARINES, ONT.



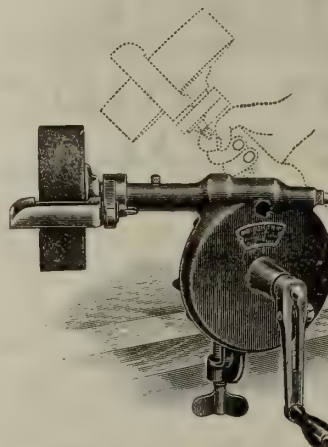
Soo Line
Logging Tools



American Self-Oiling Grinders

Manufactured by
American Grinder
Mfg. Co.

MILWAUKEE, WIS.



Will find a ready
sale in Canadian
hardware stores.
Anyone who has
tools to sharpen will
readily recognize the
superior features of
these grinders. Let
us recommend your
displaying them in
your windows and
stores.

*Leading jobbers cata-
logued and sell them.*

Agents for Canada:

Merchants Hardware Specialties Co., Calgary, Alta.; D. Philip,
138 Portage Ave. East, Winnipeg, Man.; John H. Graham & Co.,
113 Chambers Street, New York City.

HARVEST GLOVES COTTON GLOVES

Also a full line of Leather
Gloves and Mitts, Horse
Blankets in stock for next
season.

Fall goods arriving every day.

Order early and be certain of
your fall and winter supply.

Thos. Birkett & Son Co.
LIMITED
OTTAWA, ONTARIO

If interested, tear out this page and place with letters to be answered.



THE STAR MAKES NEW HACK SAW RECORDS

We are making a new record in the hack sawing efficiency with the Star Blade. And we are making a new record in hack saw advertising in telling users the Star achievements.

Every hardware dealer has an interest in both these records because they give him a new understanding and a new enthusiasm in pushing the Star Hack Saw which has been the standard for thirty years.

In the Saturday Evening Post alone we are using full page space every month to reach the 2,000,000 subscribers and 6,000,000 readers of the Post, many of whom are your own customers or purchasers from your own neighborhood. Whenever a mechanic or an amateur tool buyer comes into your store, suggest a Star Saw to him and see how often the suggestion will be readily accepted.

Millers Falls Bit Braces and other tools are also strongly advertised in the Saturday Evening Post and elsewhere. It is the advertised line that it pays you to push.

Pocket catalog and valuable booklet, "How to Sell Tools," free on request.

MILLERS FALLS COMPANY

"Toolmaker to the Master Mechanic"

MILLERS FALLS, MASS.

New York Office: 28 Warren Street

MADE IN CANADA

**Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools**

Write for
Catalogue

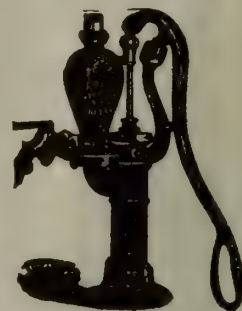
A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Make Money from Good Pumps---Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

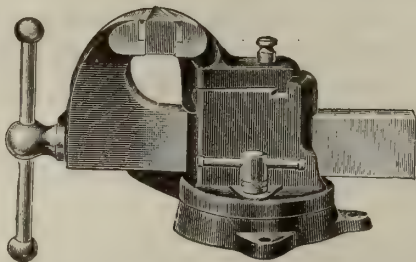
Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*

The
R. McDougall Co., LIMITED
GALT, CANADA

ROCK ISLAND VISES *A Type and Size for Every Service*



No. 70—Diamond Vise

The Swivel Base Vise has all the qualities, strength and design of our Stationary Base Vise. In both types the material is well distributed and all vital points are reinforced.

Write for Catalogue and Prices

Factory and Office:

ROCK ISLAND MFG. CO.
ROCK ISLAND, ILL., U.S.A.

New York
113 Chambers Street

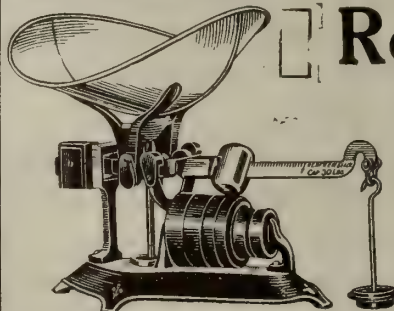
Chicago
180 North Market Street

Kills The Losses

Why should housewives take all the risk in regard to honest mistakes in weighing? It certainly is easy to convince her she shouldn't, and that a Renfrew scale will save not only risk but many actual losses. That builds up sales for you.

An ordinary, doubtful scale would only add useless disputes. The Renfrew is accurate for every weight from ½ oz. to 30 lbs., and its owner can prove her weights every time by means of the Government Inspector's Certificate which goes with every Renfrew.

The Renfrew is made in black finish, or in all-nickel finish suitable for candy stores or homes desiring something a little bit better. Write for literature and attractive selling proposition.



Renfrew
HOUSEHOLD
SCALE

Guaranteed to
weigh accurately.
Capacity: ½ oz.
to 30 lbs.

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.

Eastern Branch: Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

If interested, tear out this page and place with letters to be answered.

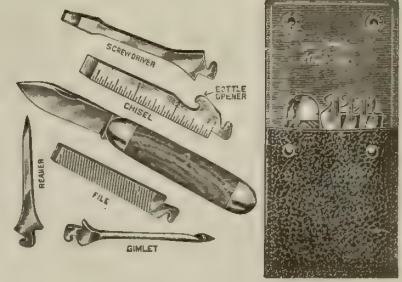
Can You Imagine a Man or Boy

Who Wouldn't Like to Own This Kit ?

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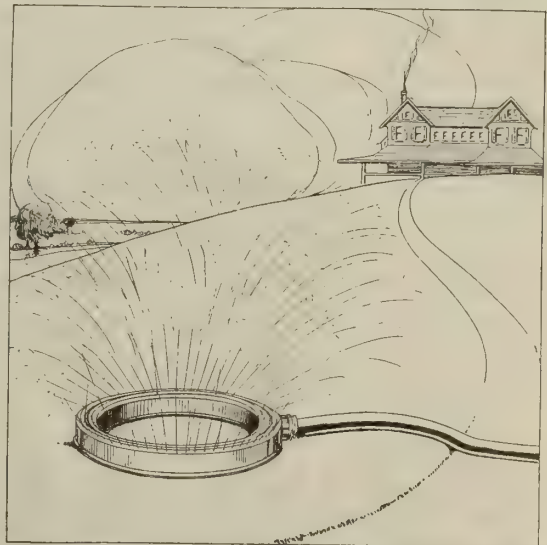
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"You Will Yet Be Glad"

PRIVATE PEAT, who has sprung into fame through his books and extensive platform work, contributes an article to the August issue of **MACLEAN'S MAGAZINE** under the above heading. It is a cheery, optimistic message, contrasting conditions in 1914 with things as they are to-day. Private Peat, always a "headliner," is at his best in this article. But

Private Peat is only One of Many Features

In August **MACLEAN'S** there are half a dozen other writers with just as much "pull." Glance at this list:

"The Strange Adventure of the Man from Medicine Hat," a striking mystery story. By *Arthur Stringer*

"The Three Sapphires," a splendid serial story. By *W. A. Fraser*

"Keeping Borden in London," a fearless summary. By *Lt.-Col. John Bayne Maclean.*

"The Enemy Under the Earth," an article on the most terrifying phase of modern warfare—sapping warfare under the earth. By *Lt. C. W. Tilbrook.*

"Uplifting the Press," a satire on certain activities of the Dominion Government. By *One of the Uplifted.*



MACLEAN'S presents the vital and interesting things dealing with Canada—the most fearless criticism, the most entertaining comment, the biggest exclusive stories. Contributors to **MACLEAN'S** are the best writers and the most interesting personalities that the Dominion has produced. It is brimful of "features."

AUGUST **MACLEAN'S**

"Canada's National Magazine"

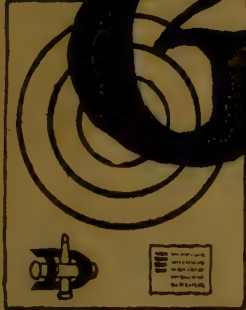
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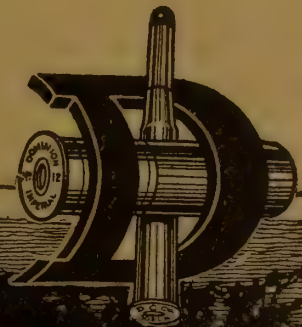
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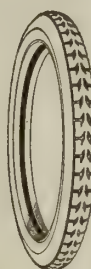
INQUIRIES from hardware retailers in various parts of Canada, requesting HARDWARE AND METAL to enlarge the electro service to embrace motor accessories have resulted in the following new additions, making in all a total of 412 hardware electros now available through HARDWARE AND METAL'S electro service. These cuts, to be used by retailers in their advertising, are supplied mounted on wood blocks and postage paid, at a cost of 20c each, cash with order. Booklets showing entire assortment of hardware cuts will be supplied free upon request. Address all inquiries to HARDWARE AND METAL, Electro Dept., 143 University Ave., Toronto, Canada.



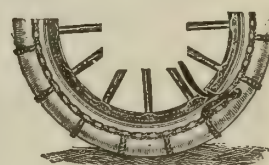
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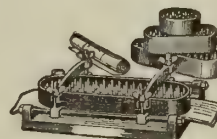
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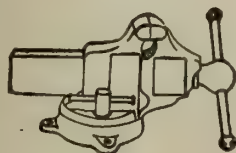
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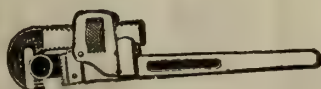
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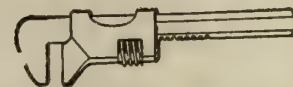
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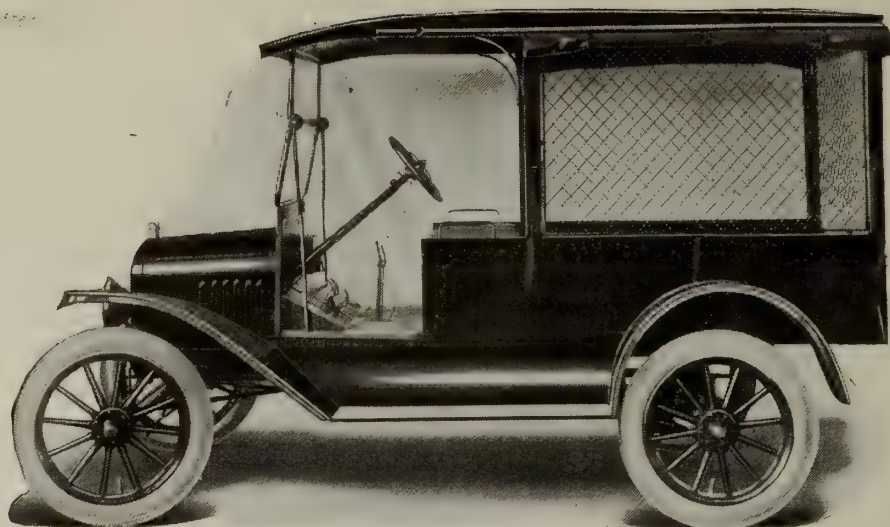


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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX.

TORONTO, AUGUST 3, 1918

No. 31

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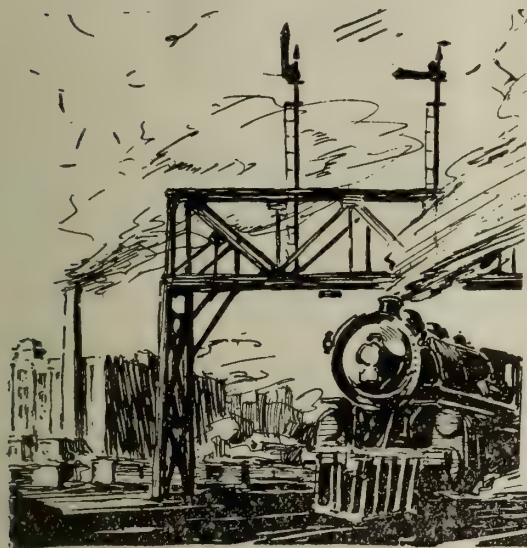
In order to create sales (other than those created by our advertising) you will find it very profitable to make frequent window displays of O-Cedar Products. Selling just as well in Summer as in Winter, these lines make an excellent profit for you. (Beautiful window cards and window hangers furnished upon request.)

Write your jobber to-day about the O-Cedar special assortment and O-Cedar Profit Deals.

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Ottawa Fails to Protect Business



New freight rates are to be put into force on such short notice that manufacturers obligated by contracts may lose heavily. No differentiation of any kind made in regard to haul, and important readjustments may have to be made later.



THE most widely-discussed topic in the business world this week has been the new freight rates which go into effect on August 12. Manufacturers throughout the Dominion will sustain heavy losses by reason of the short notice given before the ruling of the Board of Railway Commissioners becomes effective. Many large contracts have been entered into on the basis of the old freight rates, and the firms are given no time in which to protect themselves. In the United States when the law was changed, the shipping interests were all given thirty days in which to prepare. Through negligence at Ottawa the statutes, while stipulating that 30 days' notice must be given of any proposed reduction in rates, make no mention of any such notice being required in case of an advance.

This question was raised immediately by manufacturers when the order-in-council was announced authorizing the change in freight rates. They unanimously claimed that they were entitled to protection and that the interests of the public at large should be considered also. Wires were sent at once to Ottawa, and the replies are somewhat interesting as showing the "Oh, don't bother me" attitude so often displayed when those who should direct are asked to consider protests or suggestions. No less an organization than the Canadian Manufacturers' Association received a reply that

"the order was passed before the manufacturers protests came in. Sorry, but nothing can be done."

Are Taking Action

Manufacturing interests all over the country, however, are of the opinion that something can be done, or at least that it is worth while attempting to do it. The Canadian Manufacturers' Association held a meeting on Thursday and discussed the situation and plan to take the matter up at Ottawa. Shippers throughout the country are taking the question up and will co-operate in endeavoring to obtain justice from the Board of Railway Commissioners.

"We believe that the board is assuming powers to which it is not entitled," said one manufacturer to *HARDWARE AND METAL*. It gives as its authority for what it has done, subsection 2 of section 323 of Railway Act. It is simply taking advantage of the fact that some one was asleep when the clauses were drafted to put into force a measure that by reason of its coming on such short notice will work to the detriment of the manufacturers and the public. The Transportation Committee of the Canadian Manufacturers' Association is taking up the question of all advances in rates in accordance with what is believed to have been the intention of Parliament when it changed the notice. Many business men believe that at least thirty days'

notice should be given, and will endeavor to have this time inserted in the clauses governing the operation.

The manufacturers realize fully that it is most important that the railways, in view of the demands made upon them for increased wages, increased cost of operation and other things, are fully entitled to revise their rates. They have no quarrel with this. They do object, however, and object most strongly, to being forced by a sudden order into a position where by reason of contracts made in good faith they will lose hundreds of thousands of dollars. There are very few firms in the Dominion who will not be directly affected by the new ruling, and unless the present order is modified in some way many of the larger firms will lose heavily.

No Differentiation

Another point which the manufacturers make in regard to the proposal is that there is absolutely no differentiation made in regard to haul. As the act stands it makes no difference whether the goods are to go one mile or 1,000, the rates are the same. They point out that conditions vary greatly and that there should be some elasticity in the working of the act to allow for these conditions.

It is generally expected that after the act is in operation it will be found necessary to make some readjustments. This happened in the United States, where it

was found imperative to revise the schedule of oil rates. The manufacturers plan to keep a close check in this connection and will from time to time make suggestions.

While the general public seems to have the impression, gathered perhaps largely from newspaper articles, that the approximate increase will be twenty per cent., it is stated that in reality it will work out to 25 per cent. The ruling states specifically that in territory east of Fort William all class rates shall be increased 25 per cent; west of the Lakes there is an increase of 25 per cent. based on tariff that was in effect prior to March 15, 1918. In eastern Canada, when the new schedule becomes effective freight rates will have been jumped about fifty per cent. in two years. The shippers do not put much faith in promises made that if it is seen that conditions warrant a reduction of the new rates they will be reduced promptly.

"Camouflage of the real kind," was one shipper's comment. "They will take good care when the rates are once up to keep them up, and will have a line of excuses to offer for not bringing them down that would fill a book. In fact I would not be very much surprised if they did not ask that further increases be made."

The manufacturers will probably demand as soon as the rates have been in effect a reasonable time, that the service be improved. For a long time past there have been all kinds of annoying delays. Not a few of these were blamed on war conditions and the rest on the fact that owing to no money the railways were unable to keep up their supplies of cars and rolling stock. With an increased revenue coming in the last excuse will not be tolerated any longer by the manufacturers.

The Retail Trade

The attitude of the retail trade towards the new rates is that while the increases will necessitate some readjustment in prices and some slight advances, they will be spread over such a large amount of goods that the buying public will have little reason to complain.

"The freight charges on about \$40,000 worth of goods," said one retailer to **HARDWARE AND METAL**, "might run about \$1,000. That would be a pretty fair general stock. A small increase in the retail price of each article would more than cover the freight increase, and it is a question if the average buyer would ever question it."

Mr. Average Buyer though, to judge from the discussion of the man in the street is considerably interested in the situation. While he is interested he also realizes that he is more or less helpless. In the majority of cases he simply puts it down to one more annoyance to be endured under the general high cost of living and lets it go at that.

Begins August 12

The paragraph of the Order-in-Council governing the dates on which the rates shall become effective, is as follows:—

"The provisions herein, the rates herein described, shall be effective, if filed with the Board of Railway Commissioners, as and from the first day of August, 1918, and shall remain in force for the duration of the present war, and



until further orders, subject to the provisions of the section next preceding. Increase of rates may become effective after the 12th day of August, 1918, and as and when filed."

Monthly Reports

The qualifying section referred to in the foregoing is as follows:—

"The Board of Railway Commissioners shall obtain from the three larger railway systems the results of railway operation per month, and report on the same monthly to his Excellency in Council, through the Minister of Railways and Canals, to the end that, should the earnings of the said companies under this order be greater than the sum required to meet increased costs and permit transportation to be properly and efficiently carried on, the appropriate reduction in the rates fixed shall be made. The said reports and the books, accounts and records upon which the same are based, shall be open to examination and audit by the Government of Canada, under such regulations as may be hereafter prescribed by the Governor in Council."

The details of the new rates follow:—

East of Fort William Section 1—Class Rates.

All class rates in Eastern territory shall be increased 25 per cent.

Section 2—Commodity Rates

(a) Commodity rates on the following articles in carloads shall be increased by the amounts set opposite each:

Coal—Commodities

Where rate is 0 to 49 cents per ton—increase 15c per net ton of 2,000 pounds.

Where rate is 50 to 90 cents per ton—increase 20c per net ton of 2,000 pounds.

Where rate is \$1 to \$1.99 per ton—increase 30c per net ton of 2,000 pounds.

Where rate is \$2 to \$2.99 per ton—increase 40c per net ton of 2,000 pounds.

Where rate is \$3 or higher per ton—increase 50c per net ton of 2,000 pounds.

Coke—where rate is 0 to 49 cents per ton—increase 15c per net ton of 2,000 pounds.

Where rate is 50 to 99 cents per ton—increase 25c per net ton of 2,000 pounds.

Where rate is \$1 to \$1.90 per ton—increase 30c per net ton of 2,000 pounds.

Where rate is \$2 to \$2.99 per ton—increase 40c per net ton of 2,000 pounds.

Where rate is \$3 or higher per ton—increase 75c per net ton of 2,000 pounds.

30 Cents on Iron

Ores Iron—Increase 30c per net ton of 2,000 pounds, except that no increase shall be made in rates on ex-lake ore that has paid increased all-rail rate before reaching lake vessels. The increase of 30c shall be added to tariffs in force prior to March 15, 1918, and the increase since allowed by the Board of Railway Commissioners struck out.

Stone, artificial and natural, building and monumental, except carved, lettered, polished or traced—increase 2c per 100 pounds.

Stone, broken, crushed and ground—Increase 1c per 100 pounds.

Sand and gravel—Increase 1c per 100 pounds.

Brick, except enamelled or glazed—Increase 2c per 100 pounds.

Cement—Increase 2c per 100 pounds.

Lime and plasters—Increase 1½c per 100 pounds.

Rates on Lumber

Lumber, and other forest products not otherwise herein specifically dealt with—Increase: A flat rate of 1c per 100 pounds to be added to the tariffs in force prior to March 15th, 1918, and the rate so obtained to be then increased by 25 per cent., but not exceeding 5c per 100 pounds,

the increase since granted by the Board of Railway Commissioners to be disallowed.

Pulpwood—Increase 25 per cent. but not exceeding an increase of 5c per 100 pounds.

Cordwood, slabs and mill refuse, for fuel purposes—Increase 1c per 100 pounds.

Wheat—Increase, by striking out the limitation imposed of 2c per 100 pounds in the increase allowed by the Board of Railway Commissioners, effective March 15th, 1918, and adding 25 per cent. increase, but not exceeding 6c per 100 pounds.

Other grains, flour and other milled products—To be decreased to the new wheat rates.

On Live Stock

Live stock—Increased 25 per cent., but not exceeding an increase of 7c per 100 pounds where rates are published per 100 pounds, or \$15 per standard 36' car, where rates are published per car.

Packing house products and fresh meats—Increase 25 per cent.

Bullion, base (copper or lead), pig or slab and other smelter products—25 per cent. increase.

Sugar, syrup and molasses, by cancelling existing commodity rates and applying the fifth class rate as increased hereunder.

Ice—25 per cent. calculated on tariffs in effect prior to March 15th, 1918. Increases since allowed by the Board of Railway Commissioners to be disallowed.

(b) Commodity rates not included in the foregoing list shall be increased 25 per cent.

(c) In applying the increases prescribed in this section the increased class rates applicable to like commodity descriptions and minimum weights between the same points are not to be exceeded.

West of Fort William

Class rates: (a) All class rates shall be increased 25 per cent. calculated on the tariffs in force prior to March 15, 1917, the increases since allowed by the Board of Railway Commissioners to be disallowed.

Commodities.

Coal and Coke—Rates to be increased as rates on the commodities are increased hereunder in Western territory.

Ores, iron—Rates to be increased.

Eastern Territory

Ores, iron—Rates to be increased as rates on the commodities increased hereunder in Eastern territory.

Ores, other—On ores not exceeding in value \$25 per net ton, one cent per hundred pounds; on ores valued over \$25 to \$50, two cents per net 100 pounds; on ores valued over \$50 to \$100, the tenth class rates of the merchandise distributing scale as increased hereunder shall apply; on ores over \$100 in value, the tenth class rates of the merchandise standard scale as increased hereunder shall apply.

Stone (artificial and natural), building and monumental, except carved, lettered, polished or traced, by the addition of two cents per one hundred pounds to the tariff in force prior to March 15, 1918; the increases subsequently granted by the Board of Railway Commissioners to be disallowed.

Stone, broken, crushed and ground, also sand and gravel, by the addition of one cent. or one hundred pounds to tariffs in force prior to March 15, 1918; the increase since allowed by the Board of Railway Commissioners to be disallowed.

Brick, except enamelled or glazed, by the addition of two cents per 100 pounds to the tariffs in force prior to March 15, 1918, the increases since granted by the Board of Railway Commissioners to be disallowed.

Cement, two cents per hundred pounds.

Lime, one-half cent per hundred pounds on the tariffs in force prior to March 15, 1918, the increases since allowed by the Board of Railway Commissioners to be disallowed.

Lumber, 25 per cent., but not exceeding an increase of five cents per hundred pounds.

Grain and Grain Products

Grain and grain products to Fort William and Port Arthur by the addition of the increases granted under the McAdoo order for similar mileages in adjacent American territory to the rates in effect prior to March 15, 1918. Where more than one tariff of an American carrier in an adjacent state exists, the rate increase shall be that allowed on the lowest normal rate for the same or similar mileages in such contiguous territory under the McAdoo order; the increases since granted by the Board of Railway Commissioners to be disallowed. Provided that rates on same products shall not be greater from the City of Edmonton than from the City of Calgary.

Grain and grain products between local points and to the Pacific coast. By the addition of 25 per cent., but not exceeding an increase of seven cents per hundred pounds where rates are published per 100 pounds or \$15 per standard 36-car where rates are published per car; increases to be based on tariff in effect prior to March 15th,

(Continued on page 52)

Retailers Seek Recognition of Views

Meeting of Advisory Committee to Consider Elimination of Certain Sizes of Paint Containers—View of Members of Association

The Ontario Retail Hardware and Stove Dealers' Association strongly refute the statement to the effect that the dealers are acting in a selfish and unpatriotic manner in connection with the cutting out of pint and half-gallon tins of paint. The matter was discussed thoroughly at a meeting of the Advisory Committee of the Retail Hardware and Stove Dealers' Association held in Toronto on Monday afternoon and the following resolution was unanimously passed:

"That the action of the secretary in taking up with the Canadian Paint, Oil and Varnish Association the matter of sizes of paint cans to be eliminated be approved of and that all possible further steps be taken to have views of the retailers recognized and that the Advisory Board regret that the request of the secretary of the Ontario Retail Hardware and Stove Dealers' Association for a conference with the Canadian Paint, Oil and Varnish Association was not granted."

Secretary Macpherson of Prescott told of sending out the circular letter regarding the sizes of cans, as reported fully in **HARDWARE AND METAL**, and of receiving 189 replies, 110 of which came to him within three days.

A general discussion followed in which the members expressed themselves quite strongly as of the opinion that they had been treated with scant courtesy by the Canadian Paint, Oil and Varnish Association.

"Contrary to the impression that some have been trying to convey, we are not trying to put anything over on anyone," said one member. "What we want to do is to find out what the majority of the people want and give it to them. When it comes to patriotism the hardware dealers are just as patriotic as anybody else."

It was also pointed out that a further reduction might well be made in the number of colors at present manufactured. The suggestion was made that for the large buyers a great saving of tin cans might be effected by delivering in five-gallon containers instead of a lot of little tins.

A detailed report of the efforts he made to get in touch with the Paint, Oil and Varnish Association was made by Secretary Macpherson. On July 9 he sent the following letter to Secretary Geo. Edwards:

"Dear Sir,—I am in receipt of considerable correspondence from the members of our association regarding the elimination of half-gallons and pints from the range of sizes of containers in ready-mixed paint.

"Of course we understand why certain sizes were eliminated and

are quite in favor of conservation along these lines, but still the great majority of the members of our association I am sure are of the opinion that the wrong sizes have been eliminated by the Paint, Oil and Varnish Association.

"It is the feeling of the majority that at any rate half-gallons should be retained in place of gallons. To test out the feeling of our members, I am sending out a circular letter, with return cards, seeking the accurate information and would like to have the privilege of attending a meeting of your association with a small delegation to take up the matter with you in our mutual interest.

"If you could see your way clear to accede to this request and advise me when a meeting could be held, I will make arrangements to have a small delegation present to discuss the matter.

"Yours very truly,

"W. F. Macpherson."

On July 10 Mr. Macpherson wired Mr. Edwards as follows: "Following my letter of July 9 wish to advise quick response to my letters from retail trade, demonstrating vital interest taken by retailer. Question asked was 'What three sizes of cans should be retained as best for retailer and consumer?' Within three days of mailing inquiry received 125 replies as follows: Gallons, 21; half-gallons, 122; quarts, 116; pints, 97; half-pints, 38. For mutual interests wish of retailer should be recognized. Will advise further or gladly give information required."

On July 11 Secretary Macpherson received the following reply from the secretary of the Paint, Oil and Varnish Association:

"Dear Sir,—Your letter of the 9th and wire of 10th inst. were read at a meeting of the Association held to-day and while we would like to be able to meet the views expressed by your members, there are several reasons why it is not possible to do so.

"The scarcity of tin plate is a very serious one and as you probably know our supplies at present all come from the United States. The Economy Board at Washington has ordered American manufacturers to cut out pint and half-gallon paint cans and similar action on our part was necessary to enable us to get enough tin plate for making the other sizes.

"Then again since January last, when the matter was decided, the paint manufacturers have cancelled their contracts for these sizes of cans and have been running their stocks of filled cans down, so that

they are now about sold out of pints and half-gallons and their stock of paint is in the other sizes.

"The whole question is one that was forced upon us by the exigencies of war, and not one of choice on our part, and we hope you will co-operate with us to help the conservation of tin plate. The food canners are getting the preference in tin plate at present and paint manufacturers have to be content with what is left.

"We are pleased to note that the retail merchants show such a great interest in the subject and regret that we cannot accede to their request to reconsider the matter at the present time.

"Yours truly,

Geo. Edwards,

Secretary Canadian Paint, Oil and Varnish Association.

LETTERS FROM THE TRADE ON PAINT CAN QUESTION

Following are extracts from some of the letters received by Secretary Macpherson from members of the Ontario Retail Hardware and Stove Dealers' Association. Names are not given, but are in **HARDWARE AND METAL'S** possession:

Too Many Sizes

"Kindly find enclosed 'card' marked showing sizes that we think should be retained.

"It is generally supposed by the retailers that the Government determined the sizes of cans to be eliminated which is not the case. It does seem strange that the paint and varnish manufacturers should eliminate certain sizes or packages of paint and varnish without first giving the retailers some chance to express their opinion. There is no doubt, however, that there are too many different sized tins of paint and varnish, but why should the best selling sizes be discontinued? We do think in our best judgment that the half-pints and half-gallons could be eliminated without making any great difference to the retail trade. We also believe that the manufacturers have given this matter very serious consideration but we hope that our association will be able to bring influence to bear to have them reconsider it.

"We thank you for the opportunity to express our opinion on this matter."

Pint Size Big Seller

"Re elimination of pints and half-gallon sizes of paints, would say that we have found the pint size one of our best sellers, and would like to see the paint still put up in that size. Would also prefer to see the gallon size cut out and retain the ½-gallon size."

Would Sacrifice Pints

"We wrote you yesterday about the sizes of paint cans being cut out. When we reconsider and think of the kinds of paint such as stains, carriage paints and other colors outside the regular standard house paints we certainly would not care to see the ½-pints cut out. We would rather cut out the pints—in fact we believe it would be better to sacrifice the pints in the regular house paints and keep the ½-pints in all classes of paints in order that we might have them in the stains, varnishes, carriage paints, etc."

Manufacturers Justified

"We have your circular letter of the 6th inst., together with card in connection with cutting out pint and half-gallon cans of paints and varnishes by the makers. We think these are the best sizes to cut out, as it would be a hardship to ask customers to purchase a pint if they required less than a half-pint. Whereas if they want a pint, they can buy two half-pints. The same would apply in connection with quarts and half-gallons, and in our judgment, taking all things into consideration at these times, the manufacturers are justified in cutting out these sizes."

Hurt Sale of Paint

"Yours to hand re sizes of paint cans, was very pleased to learn that the O. R. H. and S. D. A. have this up with manufacturers. As I think it a very important point to both retailer and consumer, in my opinion I think it will hurt the sale of ready-mixed paints to a very great extent on account of the extra cost, where a consumer will be using say 3 to 4 gallons. I have marked card as to sizes I would like to see retained, but personally would not like to see any discontinued."

Will Not Have Desired Effect

"I am in receipt of your circular letter of the 6th, regarding the Paint and Varnish Association cutting out two sizes of cans in their mixed paints. From a standpoint of conservation my opinion is the cutting out of these sizes will have the opposite effect to that desired. If a customer desired a half-gallon of paint only, he is not going to buy a gallon can but will simply buy two quarts which while costing him a few cents more will also cost the country two cans instead of one. This also applies to the pints. In my opinion the only way that there can be any saving made from the standpoint of tin used in the cans is to discontinue putting up the small sizes such as half pints. From the standpoint of the trade I do not think it makes much difference what sizes are cut out; if the paint makers all adhere to the pints, quarts and gallons or any combination of sizes on which they all agree."

Would Cut Out Half Pints and Half Gallons

"In reply to your inquiry of the 6th inst., regarding the action of the Paint and Varnish Association in cutting out pints and half-gallon cans, in paint and

varnishes, we beg to say that in our judgment it would be better to cut out half-gallons and half-pints, and we have marked the enclosed card accordingly."

Believe Wrong Sizes Cut Out

"We understand the paint manufacturers are not now furnishing paint of any kind in half-gallon and pint cans. We quite understand this is a war measure and we fully fall in line from that point of view, but we do not favor the cutting of these sizes. We believe the gallons and half-pint sizes would conserve as much tin and give the retailer a better line. We think the Hardware Association through you could do a very fine work at this time by trying to remedy this error. We think if you could get, by letter, the opinion of the members, you could convince the paint manufacturers of their mistake. We write thus because we were after one of these firms (hot foot) and he mentioned, 'If your association is any good they can remedy the matter by being strong and standing out for the change.'

"We find our pint business this year has been larger than usual in pint sizes, and we think you will agree that the stocking of gallon cans in other than about three colors is needless. As we said before, we bring this to your attention through the suggestion of one of the manufacturers and we feel that something should and can be done."

Discontinue Half Pints and Gallons

"I have your letter of the 24th and I think the contention of Messrs. — is correct. We would much rather discontinue the pints and the gallons than the pints and half-gallons, and so far as I am concerned I shall be glad to give you any assistance in our power so that we might accomplish this change."

Drop Gallon and Half-Pint Size

"Re the elimination of pint and half-gallons sizes in paint we think the manufacturers would be better advised to drop the gallon size, as all retailers find little demand for one-gallon cans, in comparison with the half-gallon cans. We also would prefer to see the half-pints dropped rather than the pints."

Cut Out Half-Pints and Gallons

"Replying to your letter just received also copy from — we agree with them entirely and would much prefer having half-gallons left on the list, also pints rather than half-pints, and cut out gallons rather than half-gallons, and we hope the association may be able to prevail on the manufacturers to arrange the matter in this way."

Cut Out the Half-Pints

"In reply to your favor of the 6th inst., re sizes of paint cans cut out for our trade. We feel that the sizes that we could best do without would be half-pints and half-gallons. We realize the half-gallons are a hard size to do without, but as we do a large marine trade and as marine paint is almost always sold in gallons, we think we can get

along best by doing without the halves. Half-pints have always been a sore spot to us, we have always wished that we could get along without them. Pints are almost impossible to get along without. We do not find it so bad with paints as we do in varnish stains, varnishes, dryers, etc."

Retain Half-pints, Quarts, Half-Gallons

"Replying to your circular letter of the 6th inst., we are of the opinion that the sizes of cans of paint which would best be retained would be half-pints, quarts and half-gallons."

Pints and Half-Gallons Best Sellers

"Replying to your communication of the 6th, we would like to say that we think it would have been more advantageous had the half-pints and gallons been cut out instead of the pints and half-gallons, as in the majority of cases one pint will be sold more often than a half-pint, and 2½ gallons where one would hesitate about buying a gallon, as it might be too much. We have found that our best sellers are the pints and half-gallons."

Inconvenience the Public

"Replying to your circular of recent date. We cannot see the necessity of eliminating any of the sizes of paint and stain cans from half-pints to half-gallons. All are good sellers and it will be quite an inconvenience to the public to cut out any size. It has been represented to us that this was a Government measure and your statement that it is entirely with the paint manufacturers surprises us."

Cut Out Slow Sellers

"Replying to your letter of July 6th, regarding cans, we are indeed glad that the association is live enough to take up this question. As we do a very large paint business no doubt you will value our reply."

"The only possible way to conserve tin, in our estimation, is to eliminate from the dealers' stock slow sizes in the different lines, rather than cut pint and half-gallon sizes, which would apply to all lines. We therefore suggest the use of pints, quarts and half-gallons in regular house and floor colors, and quarter-pints, pints and quarts in all sundry lines. This would do away with half-pints and gallons in house colors, and quarter and half-gallons in sundry lines."

Pints, Quarts, Half-Gallons Best Sellers

"Yours of the 9th to hand. Re 'cutting out pint and half-gallon cans.' The sizes we find the best are the pint, quart, and half-gallon, and we appreciate very much the action the executive has taken in submitting this question before the retailers for their views. We hope you will be successful in your efforts to maintain the above sizes."

Quarts and Gallons Principal Sellers

"Replying to your circular letter of July 6, I am of opinion that on the whole
Continued on page 53.



Canada Helping Fill Wants of World

Foreign Buyers Realizing That Dominion is in Position to Supply High-grade Articles and Export Trade is Growing Rapidly—Importers Should Get in Touch With Canadian Firms—Now is the Time to Prepare For After the War Trade

FIRMS throughout the world are realizing more and more the important part which Canada is to play in the trade development of the future and are laying their plans accordingly. Letters of inquiry asking for quotations and information regarding goods and supplies have been coming to Canadian manufacturers in thousands. Importers in Australia, South America, in short in practically every country are finding out that they can secure from Canada many lines of manufactured goods that are unequalled in quality or price anywhere. Many of the Canadian lines have the added advantage that they do not follow the old models. Canadian goods are invariably up to the minute and embody all the latest improvements at the same time retaining all the utility standards demanded in the old style goods.

Getting in touch with Canada and Canadian firms is a move which every foreign buyer should consider. Canadian production has now been developed to the point where the Dominion is able to take care of an immense export trade. In this issue of **HARDWARE & METAL** there are scores of firms mentioned which can supply the very finest products that are manufactured anywhere in their various lines. Importers will find that by writing to these big houses and getting their quotations and catalogues they will not only secure excellent prices but products that are most attractive business getters. Scores of firms throughout the world have found that after placing orders with Canadian firms they secured goods which made an instant appeal to their trade. Repeat orders, almost invariably much larger than the first, have followed and eventually an excellent connection has been established.

Are Well Satisfied

Foreign buyers are urged to take up with Canadian firms their entire needs. Inquiries always bring satisfactory results and very often the importers secure information regarding other lines made by the Canadian firms which is invaluable to them. Some idea of what this

means may be gained from the export figures which show how Canadian firms have jumped into the breach since the war and are now filling in the most satisfactory manner the needs of foreign buyers who owing to war conditions would have been unable to "carry on" had it not been for the goods received from Canada.

Gigantic is the word to describe the increase in Canadian manufactures since war started. The exports alone have jumped from \$431,588,439 in 1914 to \$1,540,027,788 this year. They are still growing steadily, as one satisfied buyer after another spreads the good news that in trading with Canadian firms he has found the solution of many of his business troubles. All over Canada firms are doubling and trebling their factories to keep up with the demands.

Now is the time for foreign buyers who have not yet got in touch with the Canadian trade to make the move. It must necessarily take some weeks, in some cases months, for the importers to write and get the information they require. In the meantime events are moving rapidly. Every day sees the resources of the belligerents being strained. Canada is doing and has done her share in the world war and will continue to. With the steady development of her comparatively untouched resources however the Dominion is now in the position to take care of an immense export trade. The Canadian manufacturer is nothing if not adaptable. This has been strikingly demonstrated since the war in many lines. One of the most remarkable of these has been in metal goods, particularly munitions. This might be characterized as a truly great achievement as munitions manufacture is an intricate business, entirely new to Canada and entailing a high degree of accuracy. Starting from nothing firms who were making engines, hardware supplies and other lines in 1915 in addition to turning out their regular goods have reached the point now where they turned out 55 per cent. of the shrapnel used in the past six months in the heavy fighting on the

Western front and a large percentage of other shells. This amount will be raised if necessary from now on and in addition the Canadian firms are taking huge contracts for war supplies for the American government.

Shipbuilding Active

In order to take care of both war and commercial needs the Dominion is making tremendous strides in the shipbuilding industry. At Halifax a \$6,000,000 plant is under construction and at many other points along both the Eastern and Western coasts ships are being built while all the shipyards along the great lakes are working to capacity and many new ones are being built. With these facilities and the facilities for the increased output in the factories Canada is aiming to take an important place in the world's commercial affairs. The Dominion has a reserve strength that can be depended upon in all emergencies. Buyers all over the world are finding this out and the steadily increasing export trade is the result.

While Canada has been and from all indications will continue to enjoy great prosperity, manufacturers, bankers and commercial men throughout the country are keenly alive to the importance of expanding the Dominion's export trade. The opinion is general that with the manufacturing facilities which Canada now possesses and immense natural resources to draw from there is no reason why the record trade figures which have been piled up since the war cannot be fully maintained and even increased. If proper enterprise is shown the status which the Dominion has acquired as a result of her war efforts can unquestionably be made permanent.

Co-operation will be one of the big factors in determining Canada's business future. The time to prepare for after the war conditions is now. There are at present and will be for years to come endless demands for all lines of manufactured goods, especially in hardware and hardware supplies and machinery.

Through With Huns

There is no reason why Canada's trade with Australia, South America, the West Indies, the United States and many of the European countries cannot be very largely increased. Immense fields formerly dominated by the Germans are already open. There is little chance that the Hun will ever again be a competitor as millions of dealers will never permit "Made in Germany" goods to repose in their warehouses or be handed out over their counters. The United States will unquestionably make every effort to secure a big share of this business but throughout the world there is a spirit of admiration for what Canada has done that will go a long way in helping Canadian manufacturers in expanding their exports.

It is important though that the manufacturers continue to do their part and show the same willingness that they have in the past. According to bankers some firms are showing an inclination to pick and choose their markets and instances have been reported where there has been a little reluctance shown in taking full advantage of the more distant markets. There may be two reasons for this, first the fact that some firms between their war orders and their steadily growing general business have had all the orders they can look after. Another reason is that in some cases an impression has prevailed that distant importers are not as reliable to do business with as the home buyers. This latter idea the bankers declare is entirely erroneous. They say that there are thousands of thoroughly reliable firms throughout the world who are only too willing to trade with Canada provided the Canadian manufacturers show a disposition to get in touch with them and what is even more important meet the conditions. One of the conditions frequently is that the foreign importer seeks time on purchases. In many cases he has been accustomed to receiving this especially when dealing with German firms. Canadian exporters may in going after business be asked to allow, thirty, sixty or even ninety days on purchases and if they hope to secure the orders must be prepared to grant credit in accordance with customs which have prevailed.

Taking No Risks

Bankers point out that exporters need not take any risks in cases of this kind as it is an easy matter to secure reports on foreign importers through the various mercantile agencies. Very often these agencies and the banks themselves will look after making all the necessary arrangements and are at all times ready to place their facilities at the disposal of shippers. Canadian firms accustomed to insist on cash with the order or cash on production of the documents at the shipping port will find it absolutely necessary in going after new fields to change their tactics and fall in line with the methods to which the importer has been accustomed. While at first many

of the orders may be more or less small, if the importer finds the goods satisfactory and his requirements regarding credit met many large orders will follow and a permanent business be established.

Foreign importers will find it to their advantage to get in touch with Canadian firms. There are in this issue of **HARDWARE & METAL** advertisements of many of the leading firms of the Dominion. Importers would find it to their decided advantage to commence a correspondence with these manufacturers

exporter in building up a trade. One of the principal concerns of the importers is that their purchases should reach them in good saleable condition and always at the seasons in which they are required. This latter is an important point at the present time when ocean traffic is in a more or less demoralized condition ow-



Canada's great substitute for coal for manufacturing purposes—water power.

and get all details as to their goods, prices and general information.

The plans for welding the trade of Britain and her colonies which are being worked out are expected to widen Canada's markets greatly. Provision will also have to be made for closer trade relations with the United States, France, Russia, Italy, Japan and the other allies. Many most promising markets will be opened up to the Canadian manufacturer. Indications are that Canada's trade will only be limited by her capacity for production. Provision will undoubtedly be made by both British and American capital for the development of Canada's huge natural resources, especially all minerals. Plans are already under way for utilizing all supplies of copper, nickel and many other metals which may be found in the Dominion and many millions of dollars will be expended in providing facilities for handling this output.

Promising Fields

Two of the most promising fields for Canadian exporters are South America and Australia. In both the competition of American firms will have to be met and in Australia it will be found that the Jap is making strong efforts to capture the trade. Many Canadian firms have not a full appreciation of the extent or richness of the South American market and will be surprised on investigating its possibilities.

The proper packing of goods and a

general knowledge of some of the business customs is an invaluable aid to the ing to the war. It is important as stated before that distant buyers get in touch promptly with Canadian firms in order that their inquiries may be answered and arrangements made for shipping as quickly as possible.

Conditions as regards to wholesalers have changed materially recently. Not long ago goods were sent to them in small or large packages just as it happened, and as most of these were unpacked for purposes of examination and storage, and as the sale of the articles then returned a reasonable profit, shippers were allowed to do things pretty much as they liked. Then came a period during which the cost of labor and the absence of proper facilities for handling led importers to arrange for packages containing a certain assortment and a fixed quantity, and these packages were passed on unopened to their purchasers in the provinces. This practice still persists to some extent, but competition amongst the importers themselves has led to its being less insisted on than previously, and in many cases no objection is made to the larger packages of former times, which are emptied as soon as received in the warehouse.

Use Stout Packages

Although no wholesaler expects to pay any extra price for such advantages, it
(Continued on page 52.)

Kultur as Applied to Prisoners

Captain Len Morrison Just Home After Two and a Half Years Spent in German Prison Camps Gives Vivid Picture of the Hardships—Says Civilian Population Suffering From Lack of Necessities

THE following details of the treatment accorded to prisoners in Germany given to **HARDWARE AND METAL** by Captain Len Morrison of Toronto, who was repatriated and arrived home last week, does not improve one's appreciation of German kultur. Captain Morrison as an officer received much better treatment than is accorded hundreds of thousands of other prisoners, and while he did not see how these other men were used he heard many accounts of almost unbelievable cruelty. Captain Morrison is a son of James Morrison of the Jas. Morrison Brass Mfg. Co., Ltd., of Toronto.

He was in England taking part in the shooting at Bisley when war was declared and at once made application to enlist for active service. He was advised by the British authorities to return to Canada at once and join his own regiment, the 10th Royal Grenadiers. He at once cabled his services to Col. Brock, the O. C. of the Grenadiers, and soon after arriving in Canada was sent to Valcartier and from there to England.

Hit at Ypres

He was sent to France early in February of 1915 and at the second battle of Ypres, in which the Canadians lost so heavily, was sent up to the firing line in charge of reinforcements for the 13th Battalion. Owing to conditions he was unable to connect with that unit and while battling with the Germans in a trench into which he had ordered his men, was struck by a machine gun bullet in the right leg just above the knee. A compound fracture resulted and the bullet passed on and injured the left leg also.

While Captain Morrison was having his injury dressed by a soldier the man looked up and saw the Germans coming and at once took to his heels. Just about this time the British artillery opened a heavy fire on the advancing Germans. Captain Morrison was caught in this and was frequently covered by the dirt thrown up when shells burst, but escaped serious injury. He dragged himself along, slowly and painfully, until he found a more sheltered place and then, after fixing up his wounds as best he could, waited. It was 36 hours before he was picked up by a party of Germans.

Saxons All Right

"I was fortunate at first in falling into the hands of Saxons," said Captain Morrison. "The Bavarian troops are very rough and the Prussians even worse. When I saw the party coming I just shut my eyes and waited for the worst, not knowing into whose hands I was going to fall. The men, although they were in a hurry, treated me kindly

SOMETIMES, perhaps, Mr. Hardware Man, you are inclined to think you have worries and real troubles. Perhaps you have, but just compare yours with the trials that beset the unfortunate individual who happens to fall into the hands of the Hun. Your troubles are usually a matter of a few hours or a few days at the outside. The prisoner suffers 24 hours, seven days a week.

enough and carried me to a sheltered spot and after putting a rubber sheet under me, put another one over me and a greatcoat on top of that and



CAPTAIN LEN MORRISON

left me. It was a good thing they had fixed me up as it commenced to rain and came down pretty heavy nearly all night. Next morning one of the Saxons, a young private, gave me his own ration of coffee and bread. I gave him some cigarettes. Soon after a medical officer came and my wounds were attended to and I was sent to a rail head. Here I was placed in charge of a young officer who could speak excellent English. He told me he had been in New York when the war started, and when I told him I was from Toronto he said he had been there.

Gloated Over It

"Soon after the officer had left me and while I was waiting to be lifted on the train, I had my first experience of German kultur. I was quite helpless as far as my legs were concerned and a German soldier who had been watching me came over and kicked my leg as hard as he could. Fortunately he kicked the left leg, which was not fractured. In order to deceive him I made

a face as though he had hurt me badly and he went away in great glee."

Captain Morrison was taken to the hospital at Ghent, where he spent six months and was well treated. As soon as he was able to get around he was transferred to the Craefeld Prison Camp, in Westphalia. This is only eighteen miles from the Holland border and as attempts to escape are made almost every night the discipline is severe. There were 1,200 prisoners there when Captain Morrison arrived, of whom 300 were British officers. One of the first things he noticed was the manner in which the German military authorities keep the people in the dark as to what is happening in the outside world. The prisoners were permitted to have the German newspapers and translations of the news was made by officers who were able to read German. The news was obviously all carefully gone through before it was allowed to be published and everything that was in the nature of a German success was made the most of while reverses of any kind were not mentioned.

People in the Dark

"The whole policy," said Captain Morrison, "is to keep the people in ignorance of what is happening. They were fed up on tales of the prodigious successes of the German armies."

One of the plans of the military authorities is to keep the prisoners moving. Captain Morrison was not kept at any of the prison camps for any length of time. The reason probably is that when the men become familiar with their surroundings they have a better chance to escape. The worst prison camps in Germany are in Hanover, and it was to one of these that Captain Morrison was soon sent.

"We were given such short notice that we were to be moved," he said, "that many had to leave without even a chance to get together their belongings. Many of the officers under the impression that they might stay at Craefeld for some little time had from their own private funds fixed up their quarters by having them repapered and additional furniture moved in. They were rather rudely surprised at being given no chance to even get things they needed. We were simply rounded up into parties and told we were to be moved and had to wait until the authorities were ready to move us, which wasn't long. From Craefeld I was taken to Schwarmstedt, and after a couple of weeks there was taken to Holzminden. Both these camps are in Hanover. The sand which surrounds the quarters is full of fleas and the sanitary arrangements were very bad. The beds were full of ver-

min and the heat was something terrific. While we were allowed to make protests regarding conditions absolutely no notice was taken of them. We had to do our own washing and cooking with the scantiest of appliances. Many of the men suffered greatly and there was a great deal of sickness. One of the common things which results from being kept in a German prison camp very long is loss of memory. Up to this time we had been able to get a fair variety of food, but it was not long before conditions in Germany began to be felt in our camps. At Holzminden each morning we were given coffee made out of acorns and unpalatable stuff. At noon and in the evening we each got a bowl of soup which was made from some kind of weeds and was anything but inviting. These camps are known as strafe or punishment camps and they certainly are well named."

Some More Kultur

At Holzminden the camp commandant was Captain Neimyer and his one mission in life, according to Captain Morrison is to go around and make things miserable for the prisoners.

"Nothing would satisfy him," said Captain Morrison; "his one idea was to roam around looking for trouble. The heat was terrific but he decided that it would be most unwise to allow the windows to be open at nights. The mattresses on which we had to sleep were

very dirty, so between Captain Neimyer, the hot weather, poor food, the fleas and other troubles we suffered considerably. This, of course, pleased the captain. We had to take our bath in the horse trough and had no soap.

"People in this country who think the war has affected them have no idea at all of what the people in Germany are enduring. Everything is being sacrificed for the needs of the army. There is such a scarcity of leather that the majority of civilians now wear either wooden shoes or shoes with a flexible steel sole. Clothing is very scarce and high priced. Food is the worst, though. The Germans who are not fighting fare very badly. Our sentries were generally old men unfitted for active service and I have often seen them go to the garbage piles in the camps and endeavor to scrape out from tins which had reached us through the Red Cross little scraps of fats or grease. Not infrequently loaves of bread which had been sent to us would reach us in a blue, mouldy condition from delays in transmission. It was unfit for us to eat and when we threw it away the loaves would be eagerly taken by these men. "While we were not allowed to mingle with the civilians, we could judge of conditions from the walks we were permitted to take on giving our parole not to attempt to escape. There was unmistakable evidence in the pinched faces of the people, their tattered clothes, the wan and sickly looks of the women and

children that they were being deprived of the essentials of life.

"It is this sort of thing that is weakening the courage of the German people. When they find out what they have been compelled to suffer and how they have been misled by the militarists there will be a great reckoning."

From Holzminden Captain Morrison was sent to Heidelberg and on account of his physical condition arrangements were made to send him to Switzerland. With 90 others he left Heidelberg at 3 o'clock in the morning and was taken across the border. From then on all was smooth sailing and he was sent from there to England and from there home.

Proposed Tax on Gasoline in U.S.

The recommendation of a tax of 10c per gallon on the price of gasoline by the Treasury department of the United States to the Ways and Means Committee of the House of Representatives has thrown consternation into the ranks of automobile manufacturers in Detroit. The manufacturers forthwith sent a committee to Washington to lay their case before the authorities, as they claim the manufacture of automobiles is already in a wobbly condition as a result of the heavy taxes which are already imposed.



Picture Showing Crowded Condition of Many German Prison Camps.

Winners in Motor Accessory Window Display Contest

HARDWARE AND METAL'S Motor Accessory Window Display Contest created wide interest on the part of hardware merchants and window trimmers in all parts of Canada. The growing importance of automobile accessories as a hardware line is now recognized by practically the entire hardware trade in all its branches, and the bulk of the motor accessory business now passes through the hands of the hardware trade. It is, therefore, not surprising to find the trade taking such a keen interest in a contest of this kind.

HARDWARE AND METAL is glad to announce the three cash prize winners as follows:—

**FIRST PRIZE, \$10 CASH—NORMAN
D. NAIRN, CARE OF ARMSTRONG,
SMYTH & DOWSWELL, REGINA,
SASK.**

**SECOND PRIZE, \$5 CASH—L. W.
MISENER, CARE OF PURDOM
HARDWARE CO., LONDON, ONT.**

**THIRD PRIZE, \$3 CASH — GEO.
STIRRETT & SON HARDWARE,
TORONTO, ONT.**

The prize-winning displays will appear in the Annual Fall Number of HARDWARE AND METAL—Aug. 24 issue.

Importers of Window Glass Are Hit by American War Restrictions

The National Association of American Window Glass Manufacturers held their annual convention July 23-26 at Atlantic City, over 300 members being present.

Many papers were read and speeches delivered, chiefly dealing with the present and future of the industry, the scarcity and increasing cost of raw material and labor, with a consequent tendency of advancing prices until the war's end.

Chiefly of interest in the Canadian trade was the announcement that the United States War Service Board had classified glass as a semi non-essential, and therefore labor and raw material supplies must give precedence to the essential raw materials. In consequence of this all factories of 100 or more employees are not permitted to solicit labor for employment except through the Government Employment Bureaus, which bureaus supply with labor the essential industries first, thus leaving little or nothing for other countries. With the further United States army drafts now contemplated, labor shortage will become more acute as the war progresses and the manufacture of glass is one industry which will suffer thereby.

Two new rules were adopted applying to the Canadian importers.

1. Hereafter on all orders or quotations for shipments to Canada, usual terms will apply, bills payable in New York and Pittsburgh Exchange.

2. Orders will be accepted only subject to prior orders and all Government orders, for shipment as soon as possible upon condition that whenever any portion of it is ready a permit is to be secured to ship such portion within fifteen days after notice from the factory to do so. Failure to secure such a permit will entitle the factory to cancel the entire unshipped portion of the order.

Enforcement of this latter rule will work a particular hardship to Canadian importers if the railroad congestion this Fall and Winter is anything like as bad as it was a year ago. Distances from points of origin to the delivery points in Canada are necessarily long and such traffic must pass over several lines of railway. During the congestion period of last year it was very rare that all of these connecting lines were free from embargoes at the same time and the question of getting a permit for these various routes within fifteen days is an impossibility.

Another condition to be enforced upon the Canadian buyers is the application of the American list and brackets with its especial restrictions and exceptions, the reason for which latter the manufacturers themselves have not been able to present any defence except the larger profit. The assumption on the part of the manufacturers apparently is that the war is going to last forever and that Canadians must therefore always buy their glass in the United States and therefore the goodwill of the Canadian jobbers is of little consequence.

The whole tone of the convention was that the present high level of prices would be maintained and further increases might be expected in accordance as the war lasted.

Further Restrictions on the Steel Output

The Iron Trade Review of Cleveland says: "Inured to the shocks of war through sixteen months' experience, the iron and steel industry has failed to become excited over recent developments during which the wrench was again applied to the bolts that are slowly clamping the lid on the activities of non-essential consumers of both raw and finished products. The War Industries Board announced that the Government's steel requirements for the last half of this year are 20,000,000 tons, pointing out at the same time that the best previous production in a similar period was only 16,500,000 tons.

This was followed almost immediately by a statement that non-war users of steel must make out an inventory of their stocks, which, it was intimated, are subject to seizure if the situation should warrant such action. Although the keen edge of the original announcement has been dulled by subsequent explanations which indicate that the steel shortage at present is more a matter of figures than tons of actual material, the drift of the situation is clearly toward further and further restriction of blast furnace and steel works output to definite war essential.

General consumers of pig iron are finding that the virtual elimination of priorities does not mean a free-for-all market. In fact most producers, with whom the authority for shipments has been placed by the War Industries Board appreciate the full gravity of their responsibility and are proceeding accordingly. Foundrymen are turning more and more to scrap as a substitute for pig iron with the result that the cast scrap market in all centres is subject to great pressure and dealers' yards in many districts have been swept bare of supplies.

Pig iron allotments grow apace with the expanding war activities and many heavy tonnages are now awaiting placement. Selling of pig iron for 1919 shipment continues.

The plans of the fuel administration for eliminating labor slacking in the coke regions are scarcely less important in their potential effect on the steel situation than the activities of the war industries board. In brief it is proposed to keep a record of all absences from work of half a day or more for future action, with the broad implication that the habitual loafer will find himself inducted into the army forthwith. Suit-

able rewards for faithful workmen also are proposed.

Everyone Can Help In Fuel Conservation

May not each of us be his own fuel administrator? None of us want to be cold next winter, but what are we ourselves doing to prevent it?

Suppose we ask ourselves a few simple questions. Do we so understand the furnace in our house that we know it is giving the most heat for the least fuel? Have we made a study of the art (for it is an art) of firing a furnace? Is the furnace kept clean from beginning to end of the season? We know, do we not, that dust collected in a furnace reduces its heating power and uses more coal to do its work? If the heating apparatus is a steam or hot-water boiler, are the pipes covered near the furnace, where the steam or water is hottest? Sometimes for lack of care to these points the cellar is heated first and foremost and the house last and least. Do we let the house get hot and then open windows to cool it? That wastes coal which would be saved by closing some of the radiators. A study of your heating system will reward you in comfort and money.

Wood can be used to tide over an emergency. Are you saving the wood that may come into your house in one or another way, and are you taking steps to obtain wood? This, you know, is the time when a dead tree may be a public foe or a public friend. It is the latter if it is made available for fuel, but he who wastes wood or allows wood that is only good for fuel to be wasted is helping the enemy now.

After all the fuel problem is largely up to you and me. It is a trust imposed upon us to use it wisely and to use every kind of it that we can make available.

Shall we not try together as a patriotic service to see how far we can make it go and how little demand we can make upon the country's stock?

In doing this you will help the army and save money for yourself.

HARDWARE INDUSTRIAL NOTES

Dominion incorporation is granted to John Cowan Chemical Co., Ltd., Montreal, with capital of \$200,000, to manufacture import, export, buy, sell and deal in goods, wares and merchandise of all kinds, to manufacture, chemicals, dye stuffs, cements, minerals, superphosphates, soap, fertilizers, paints, varnishes, pigments, polishes, etc.

Hamilton Plant Moves.—Canadian Hart Wheels are moving from Barton St. E., Hamilton, to the plant on Burlington St. E., which is being vacated by The Monarch Metal Co., Ltd., (formerly Hamilton Brass Ltd.) who are moving to their new plant at the west end of Main Street. The new plant on Burlington St. E. will be equipped with the latest, most modern equipment for handling abrasive materials.

Current Events in Photograph—No. 30

THE GREY WALLS OF ENGLAND

In this world war the armies of Britain have played such a large part that people have begun to forget that Britain has always been a sea power rather than a land power. Every now and then some exploit like those at Zeebrugge and Ostend leaps out from the printed page and calls the attention once more to the "grey walls of England" that have kept the seas open for a world's trade, and have made the fabulous armies in France, gathered from the four quarters of the world, a possibility. The photo appearing on this page shows the patrolling squadron on their ceaseless mission of protection. Note the wireless antennae showing in the foreground.



Serious Shortage of Turpentine And Resin

As a result largely of transportation difficulties stocks of turpentine and resin throughout the Dominion are unusually low. In many of the larger distributing centres where there have been a steady demand for these products, there has been insufficient shipments to fill all the orders. Dealers have been doing their best to meet the demands by parcelling out what goods they had among as many as possible. In this way they hoped to keep everyone supplied until more arrived. In many cases, however, the supplies have practically given out.

Recently there has been a very slight improvement but the situation is such that buyers cannot begin to secure supplies freely. The latest advices indicate that there will be no substantial relief for some time. As pointed out previ-

ously in *HARDWARE AND METAL* the dearth from which both dealers and consumers are suffering indicates that the crop of 1918 will be entirely used up and large drafts made on supplies carried over from the previous year.

Canada has been a large buyer of turpentine and rosin for many years. Last year's purchases were the largest on record. This year's purchases for the fiscal year ending March 31 show a slight falling off. The shipments of imports from the United States for the past nine years are as follows:

	1914-15.....	20,227	40,495
	1913-14.....	19,700	45,359
	1912-13.....	20,700	48,602
	1911-12.....	21,930	53,630
	1910-11.....	17,080	38,461
	1909-10.....	20,700	39,406

	Casks Turps. 50 Gallons.	Bbls. Rosin 500 lbs.
1917-18.....	19,357	74,030
1916-17.....	22,157	85,545
1915-16.....	19,885	60,194

A London, Ont., man has made a tractor lawn mower. All that is necessary to mow the lawn is to steer the machine wherever it is desired to cut the grass. The new machine is aimed especially to make the work of those having large areas to mow an easy job instead of of the back-breaking, perspiring task it was before. The machine it is claimed will cut over a much larger surface per hour than any of the horse-drawn machines of the same size.

CANADA HELPING FILL WANTS OF WORLD

(Continued from page 46.)

is beyond doubt that, other things being equal, the shipper who supplies good stout packages which can be opened without much damage, and can therefore be used again for reforwarding assortments required by country buyers, will always have a pull over others whose cases and casks are not available to the same extent for the same purpose, either through their original weakness or because of the damage caused in the process of opening them on first arrival.

The exporter is advised to make his invoices as clear and simple as possible. The good effect of much care in packing and shipping can easily be neutralized and lost by slovenly written and cramped invoices, and it is astonishing how few firms understand the art of invoicing goods for export, and how many not only omit vital details of weight, etc., required for customs purposes abroad, but seem to be trying to economize paper and ink. Clear writing, accurate description, and good figures are as essential in an invoice as are reasonable prices themselves.

Any date indicated by a buyer for the shipment of his goods must be adhered to as closely as possible. An importer has to look far ahead in any case, but his work is simplified somewhat if his instructions can be carried out. A man who has ordered fixed monthly shipments of a certain article is annoyed and inconvenienced if three or four such shipments arrive together; possibly his storage accommodation is limited, or his capital is not large enough to provide for accumulations of that kind, which, in addition, are not good business. Exporters should remember that many goods of small invoice value pay relatively high customs duties, which have to be settled in cash, but it is very rare for an exporter in such circumstances spontaneously to grant his customer a longer credit than usual; nevertheless, the few firms which remember to show such consideration certainly lose nothing by it.

Look Out for These

Many Canadian exporters have found it advisable to avoid shipping agents who are also traders on their own account.

The advantages of selling goods duty paid have often been greatly exaggerated and that system is chiefly called for by buyers whose distance from the ports and inaccessibility to travellers make trading with them a somewhat risky business at the best. The average trader at the ports is better equipped for attending to the reception and clearance of his goods than are buyers in small provincial towns, and he knows quite well that if the shipper has to attend to that part also of the transactions the expenses will be needlessly increased, because extra commissions and profits have to be paid in return for the service. There is often a strong demand for c.i.f. quotations, which greatly simplify the costing of the goods, besides

freeing the buyer from the risks of unforeseen fluctuations in rates of freight and insurance, and which enable him to calculate beforehand the prices at which he will be able to sell. An endeavor should, therefore, be made to meet this demand wherever found, and when this is impossible, the goods should be sold f.o.b. a Canadian port. By the old system of selling packet goods at warehouse prices, to which had to be added uncertain packing charges, rail transport, dock and shipping dues, and other sundries, much room was left for unscrupulous firms to obtain a surreptitious increase of price, which frequently rendered the transaction quite unprofitable to the buyer. The only petty expenses charged on an invoice should be the bill of lading and consular charges, which are properly regarded as governmental taxes beyond the control of the merchant.

Hardware Affected By Orders in Council

The hardware trade in general will be considerably affected by the orders-in-Council recently passed by the Dominion Government restricting imports and exports, with a view of conserving all the ocean tonnage possible. The orders were issued purely to assist in every way the transportation of troops and the forwarding of war supplies overseas and also to conform with restrictions that had been placed on certain commodities by the United States. The import and export of the articles in the lists is now prohibited except under license from the War Trade Board.

As communication between Canada and the United States is chiefly by rail, it is not intended that there shall be any restriction under the new order upon Canada's imports and exports from and to the United States, and the War Trade Board has advised the Department of Customs that until further notice it approves of the import and export of a list of commodities without license. All previous orders-in-Council restricting imports or exports, except under license, still remain in effect.

Among the articles affected are, imports, asbestos, broom corn, cars, carriages and other vehicles except automobiles valued at \$1,200 and upwards, electric lamps, fish hooks, rods and reels, except fishing rods of wood, artificial bait, mantles for gas burners, oil cake, non-mineral paints and varnishes, pencils and pencil leads, penholders and pens, phonographs, gramophones, graphophones, and all parts thereof, plants, trees, shrubs, and vines, plates, electrotype, stereotype and lithographic engraved, cement for building purposes, chloride of lime, lead, goggles, glass and glassware does not include lenses.

The list of commodities for which export licenses must be obtained to countries other than the United States includes: Anti-friction metal bars and pigs, and all shapes unless an integral part of a complete machine, arsenate of lead, binder twine, blue vitriol, char-

coal, collapsible tubs, tin, compasses, composition foil containing tin, files, abrasive not including manicure or nail files, but all others including emery files, gasoline, handles, axe, hoe, pick, rake, shovel, sledge and spade made from ash wood, birch, hickory, oak, arsenate of lead, manila fibre and products manufactured therefrom, the following kinds of oakum, China wood, clove, cocoanut, gasoline, mustard and sental wood, open link chain, resin, tinned rivets, manila rope, salammoniack, Sea Island yarn, Sea Island cotton, shellac, silverware, containing tin, tin specialties, steel furnaces, stud link chain, stud link chain cable, copper tools, tin toys, type metal, printers' type, tin kitchen utensils, varnish, paraffin wax, white metal.

High Speed Steel Now Out of German Control

The Becker Steel Co., which owns the patent rights in the United States for the manufacture of "high speed" steel, has been taken over by A. Mitchell Palmer, Alien Property Custodian. The big plant at Charleston, West Virginia, will be used by the American Government in connection with the execution of war orders. "High speed" steel is an important factor in the construction of aeroplane and automobile motors and also in dental and surgical instruments.

The taking over of the big plant followed an interesting investigation. Adolph J. Becker, the vice-president, made a report to the Government that the company was entirely American-owned. It was later learned, however, that of 5,297 shares of stock issued in the name of President Wilhelm Peters five thousand were held in trust for Reinhold Becker and the Aktien Gesellschaft of Willich, Germany. Investigation also showed that Adolph Becker shipped to Germany on the submarine Deutschland more than \$90,000 worth of tungsten. He purchased also ten tons of ferrovanadium but was unable to ship this to Germany. Government officers proved that Reinhold Becker was managing director of the Stahlwerk Becker A/G., of Germany, the business of which is the manufacture of parts for high-power motors, engines used in aeroplanes, and accessories for aeroplanes.

They also uncovered a novel attempt to camouflage the enemy ownership of the American plant.

OTTAWA FAILS TO PROTECT BUSINESS

(Continued from page 42)

1918, and the increases since allowed by the Board of Railway Commissioners to be disallowed.

Packing house products and fresh meats, by the addition of 25 per cent. to the tariffs in effect prior to March 15, 1918, and increases since allowed by the Board of Railway Commissioners to be disallowed.

Bullion, base (copper or lead), pig or slag and other smelter products, rates from British Columbia Smelters to Toronto and Hamilton to take rates from the contiguous American smelting and shipping point, namely, Northport, Wash., to Buffalo, viz., 7½ cents per hundred pounds; Montreal to take the New York rate of 8½ cents per hundred pounds, rates to Canadian points in Eastern Canadian territory to be advanced 25 per cent. Rates on zinc for domestic consumption to be the same as on copper and lead.

SEEK RECOGNITION OF RETAILERS' VIEWS

Continued from page 44.

the Paint and Varnish Association were right in cutting out pint and half-gallon sizes.

"For a small place I am carrying quite a large stock of paint and have sold quite a large amount and my experience indicates that half-gallons are mainly sold one at a time to finish out a house job for which several gallons have been purchased, and for which one or two quarts would answer equally as well. There are, of course, two or three exceptions to this in the case of inside and outside white and one or two bright colors that are seldom sold in gallons. But here again I think quarts would answer equally as well except that the half-gallon makes an excellent paint pot, which is one of its chief recommendations.

"As regards pints or half-pints I think there is more room for argument, but on the whole think that probably half-pints are the best to retain. If a purchaser wants a pint and finds that they are no longer put up, I do not think there will be much difficulty in selling his two ½-pints, whereas there are many small jobs for which a pint or sometimes even a half-pint is more than he needs and in many cases he could not buy at all. Of course I think exception should be made in the case of several of the specialties like carriage paint, auto enamel, wagon paint, and some others, in some of which pints are the best selling size. In ordering paint I have not found either pints or half-pints very heavy sellers except in some colors, quarts and gallons being my principal sellers."

Cut Out Half-Pints and Half-Gallons

"Replying re letter enclosed, beg to advise that we find pints and quarts to be our largest sellers. Speaking for ourselves we think that if the half-pints and half-gallons were cut off and leave the pints, quarts and gallons it would suit us best. However, we will be satisfied with what the majority dealers consider the three best sellers, but as stated previously we think pints should be a best seller with all dealers."

"We enclose card re sizes of paint cans marked to best suit our trade. If we have to only have the three sizes, but if not made compulsory by Government control, we would say give us them the same as we have had in the past—all five sizes."

SPEEDING UP STEEL PLATES

American steel plate mills are now turning out 500,000 tons a month, and it is expected that three additional mills will be started up within two months. By October the output is expected to reach from 575,000 to 600,000 tons a month. Supply of steel for shipbuilding is regarded as assured.

The Canada Sales Co., 183 Church St., Toronto, has been appointed sole factory representatives for the Dominion of Canada for the Zenith Carburetor Company.

Secretary Outlines Position of Retailers

The following letter has been received from W. F. Macpherson, secretary Ontario Retail Hardware and Stove Dealers' Association, regarding the discussion on the elimination of certain sizes of paint containers. An article elsewhere in this issue gives a report of a meeting of the advisory committee of the Association held at Toronto this week.

G. D. DAVIS, Esq.,
Editor, "Hardware and Metal,"
Toronto, Ont.

August 1st, 1918.

Dear Sir:—

In your last issue appeared an article entitled, "Manufacturers Take Issue With Claims of Retail Dealers," which article includes a couple of interviews with manufacturers.

I would like to reply to this in order to put the position of the Ontario Retail Hardware and Stove Dealers' Association executive properly before your readers.

In the first place, I had received letters from some of our members desiring that we take up with the manufacturers the matter of the elimination of half-gallon and pint containers of ready-mixed paint, etc., believing that the retention of these sizes and the elimination of half-pint and gallon cans would be more suitable to the retail trade.

To test the feeling of our members, I sent out circular letters with return cards, a copy of which appeared in your issue of two weeks ago. In reply to this, we received almost 200 replies, by far the larger percentage desiring the retention of pints, quarts and half-gallons. I had, in the meantime, written the secretary of the Canadian Paint, Oil and Varnish Association, requesting a conference on behalf of our executive to discuss the matter. A day later I wired results of the first three days' receipts of return cards in order to demonstrate the interest which the retail hardware dealer was taking in the matter. A copy of this correspondence I place in your hands. The fact that the return cards asked "What three sizes of cans should be retained?" is in itself proof of the desire of the O.R.H. & S.D.A. to assist in the conservation of tin, and there has been no complaint on their part regarding the cutting out of some sizes of containers but only on the selection of the sizes by the manufacturers which, we think, will not suit the retail trade nearly so well as those marked on the majority of the replies to my inquiry.

The insinuation that the dealers are not patriotic is too childish to discuss. The retail dealer to-day is making as many sacrifices and serving his country as well as any other class.

Manufacturer No. 1 says that the "insinuation of the O.R.H. & S.D.A. that the Government had no hand in the matter is misleading." There was no insinuation made, but a plain statement of fact. The statement was that the sizes of cans eliminated was determined by the Paint Manufacturers' Association, and not by the Government as many supposed. As stated before, there has been no objection made on behalf of the association as to cutting out certain sizes but the judgment of the Paint and Varnish Association in cutting out the sizes they did is, we believe, at fault.

The writer has always been in favor of conservation of material that would be useful to the Allies and fully a year ago wrote a large paint manufacturer with the request to have the number of shades of paint offered considerably reduced, in the interests of conservation. This has since been accomplished and receives the hearty support of the retailer.

Manufacturer No. 2 states that the claims advanced by our association were based on replies received from less than 100 members. It is not so, and my telegram to Mr. Edwards, secretary of the Canadian Paint and Varnish Association three days after the mailing of the cards shows a return of over 125 replies. This has been since largely increased and I firmly believe that the vote of the dealers as recorded in these replies is a fair index as to what the replies of the balance of the 1,270 dealers in Ontario would be.

I firmly believe the re-consideration by the Paint and Varnish Association of this matter would be in the best interest of both manufacturer and retailer.

Yours truly,
W. F. MACPHERSON,
Secretary O.R.H. & S.D.A.

EDITORIAL COMMENT

MORE "PEP" NEEDED AT OTTAWA

ONCE again the Canadian business man is complaining that Ottawa is asleep when it comes to looking after the interests of the trade. The complaint this time is in connection with the new freight rates and the charge is made that somebody failed to consider when the act was being framed that sufficient notice should be given to protect firms from loss in case of an advance in rates. The act provides for notice of thirty days in case of a reduction in rates. The Canadian manufacturers claim that with only a few "days' notice being given before the new freight rates are operative they have no time to turn and will be caught with contracts to which they are obligated and will lose many thousands of dollars. They regard this as an injustice and plan to fight it in every way they can. Ottawa's answer to a telegram sent by the secretary of the Canadian Manufacturers protesting against the short notice is characteristic of the keen interest (?) the department takes in Canadian business. The message does not even offer to meet the business men of Canada half way and go into the question with them. It simply states, "The order was passed before your protest arrived. Nothing can be done." However, the Manufacturers' Association thinks something can be done and its members are now busy arranging in every way they can to have the time extended to thirty days.

DRASTIC ACTION

THE report of the Departmental Committee of the British Board of Trade which was appointed to consider the position of the shipping and iron and steel industries after the war is meeting with strong support in England and the Colonies by reason of the drastic action recommended. The committee found that the big firms were practically unanimous in advocating the total prohibition of the importation into this country of enemy materials for a period of years after the war. Whilst recognizing the intensity of feeling likely to prevail as a result of the methods pursued by the enemy, the Committee was disposed to deprecate the perpetuation *for its own sake* of an economic conflict after the cessation of hostilities, as likely to retard rather than assist the process of reconstruction. It would prefer to see the most drastic measures enforced as a condition of

peace. Thus, all the countries which have been overrun and pillaged by Germany and her Allies should have their plant and tools replaced from commandeered enemy plant and tools. All enemy munition factories should be dismantled and tools taken without payment, and sold to Britain and her Allies. In this way Germany and her Allies would be effectively dealt with, and their power of production would be restricted during our reconstruction period. Further, if it is found that Germany and her Allies have manufactured during the war stocks of material prepared for "dumping," these should also be seized and sold to the Allies, being stored and freed as needed by them. Germany's power of competition in the international markets would thus be reduced to a minimum.

A MIGHTY UNDERTAKING

THE Army Ordnance Department of the United States has sixteen huge gun plants for the forging and machining of cannon now complete. The amount expended in their erection totalled \$34,768,297. It was necessary to provide these plants as a preliminary to the production of but one part of a complete gun which includes, besides the body or barrel, a carriage and a very complicated recuperator and recoil system. Every one of the sixteen plants is now producing cannon or cannon forgings. The production of cannon involves the creation of an immense new industry as the Midvale and Bethlehem companies were the only firms of any size outside of government arsenals available for the manufacture of army guns in quantities. The requirements were so huge that the immense Midvale and Bethlehem plants could not take care of the production. The huge quantities of material which will be required for these and similar industries is making itself felt in the general market conditions which have followed the restrictions imposed for keeping them all running.

WOMEN IN METAL TRADES

FAVORABLE results from the war time employment of women in various metal trades are reported by manufacturers all over the country. Many employers declare that women are more thorough and conscientious and produce much less spoiled work than men. In many cases the quantity of

work produced is less but the quality was nearly always better. Women are now doing a great variety of work especially in the lighter processes where rapidity and dexterity are generally more important than the technical skill only acquired by long training.

BOOST THE CONVENTION

ARRANGEMENTS will be under way very shortly for the next annual meeting of the Ontario Retail Hardware and Stove Dealers' Association. A recommendation has been sent to the executive that the convention be held in Hamilton on Tuesday, Wednesday and Thursday of the third week in February. If the members of the Association realized the value of suggestions for the program and the good that would result if every individual would do his part in helping to improve the sessions a long step would be taken in making every minute of the annual meeting not only interesting but profitable. As in everything else it is the little things that count. This convention is yours, Mr. Hardwareman, and if you have any little kinks that have helped you, any little methods you have discovered by which business can be simplified or any experience that will help the other fellow it is your duty in the interests of the trade to pass them along. The good that can be done in this way is inestimable. There will, of course, be practical talks and papers by men who are recognized leaders in various fields. You should come prepared to make notes of all that may be of value to you. Do not trust your memory. There will be too many points of interest and of practical value for anyone to remember. Be prepared to jot these down and then when you return you can study them and adjust them to the needs of your business.

THE STEEL SITUATION

MORE impressively than in any previous week the American Government has put before the steel producers the demands it will make upon the country's capacity in the next six months and the still greater needs of 1919. It is now realized that the ship program is to be increased next year beyond anything yet believed, that railroad purchases must far exceed those for 1918 after years of starvation buying, and that shell steel must be furnished at a 5,000,000-ton rate. Moreover, the strain great crops have always put upon iron and steel capacity is also to be reckoned with now.

In its third warning to consumers of steel within three months the War Industries Board put the needs of the second half of the year for war and essential industries at 20,000,000 tons of finished steel products, or 3,500,000 tons more than the expected output. A sharp challenge of the 20,000,000-ton estimate came from automobile interests, accompanied by a call for a definite assurance as to steel supply,

even on a reduced scale. No assurance has been given, nor can it be given, the most certain thing in the prospect being that the use of steel for war purposes will increase, while production is less likely to increase.

SUBSTITUTES FOR ENAMELS

THE Conservation Division of the War Industries Board of the United States is advising manufacturers in many lines of metal to husband supplies of material. Owing to the demands for shipping space manufacturers are being urged to discontinue the use of Damar white enamel, the basic gum of which is imported from the Far East. The board suggests that it is entirely practicable to use a substitute for finishing steel either in the form of electro galvanizing or japan. Where white is required a gloss paint enamel can be made from a zinc oxide or lithopone pigment with a varnish vehicle composed of China wood oil and rosin.

ONE WAY TO LOSE

TO ignore everything but the war will be one way to lose the war. Many who should know better, even high officials, suggest that the war is everything and trade unimportant in comparison. Not a few public men seem obsessed with this idea, failing to understand that the successful maintenance of trade is a most vital part of the war.

The necessity of earning wealth by which the war can be carried on does not appear to be so obvious to them as it is to the commercial community. Some of them have never had occasion to earn anything, or to add in any way to the resources of the country. Those who are acquainted with the commercial and industrial life of the country know that to ignore everything but the war is to take the surest way of losing the war. At the beginning of the struggle there was a great talk of "silver bullets;" but that was when Mr. Lloyd George was Chancellor of the Exchequer. "Silver bullets" are equally needed now, and any war measures which hinder the nation from producing them should be very carefully examined before they are adopted.

ONE of the most popular brands of pincers invented in some time is the Foch variety which is forcing the Hun armies to steadily withdraw all along the battle line on the Western front.

* * *

EVIDENTLY if one solitary thing of value escapes the Germans in Belgium it is not going to be the fault of the Germans. One of their latest exploits has been to dredge the canal at the Cockerill Steel Works at Seraing, by which they recovered copper articles, machinery, taps and pipes, which had been hidden there, and which they value at more than 1,000,000 francs.

EVENTS IN THE TRADE

Business Changes

Montreal.—Frank Robert, hardware, assets were sold on July 31.

Sudbury, Ont.—The Fowler Hardware Co., Ltd., has been granted a charter.

Plattsville, Ont.—O. Prangley, hardware, has disposed of his business to P. A. McKie.

Montreal.—A bailiff's sale of the hardware stock of Alf. Desjardins was held on July 31.

Bulyea, Sask.—Newman & Greene, hardware merchants, have been succeeded by J. H. Good.

Windsor, Ont.—The Ideal Fence and Spring Co. of Canada, Ltd., has obtained a Dominion charter.

Viking, Alta.—The partnership of Albert C. Wittman in the Viking Hardware Co. is registered.

Toronto, Ont.—H. W. Knight & Bros., gas and electrical fixtures, have been succeeded by Knight Bros. & Grant.

Saskatoon, Sask.—The name of the firm of Campbell & Cooper, hardware, has been changed to the J. A. Cooper Hardware Co.

The Hobbs Hardware Co. of London, Ont., has commenced work on extensive alterations to its warehouse at 132 York Street.

Toronto, Ont.—The Safety Stove Pipe Co., has succeeded Patineau & Berini of Timmins, Ont., and the office of the new company will be located at 50 Dovercourt Road, Toronto.

Personals

G. W. Carter, representing the Eagle Lock Co., Terryville, Conn., was in Toronto during the week calling on the trade.

L. M. Croft, manager Eastern division, S. C. Johnson & Son, Racine, Wis., was calling on the jobbers Friday of last week in the interests of his firm.

D. McIvor, salesmanager for G. F. Stephens Co., Ltd., Winnipeg, is spending his holidays at Minaki, where he has a cottage.

Montreal News

F. A. Mann, advertising manager of the Sherwin-Williams Company, is on his holidays and will spend some time in the Laurentians.

J. Leonard Paul, Western manager for Brandram-Henderson, Ltd., spent several days in the Montreal office last week.

David Brewer, with A. Macfarlane & Co., Montreal, is spending his holidays at Old Orchard Beach.

Walter S. Swart, representing Berbecker and Rowland Mfg. Co., Waterville, Conn., was in Montreal calling on the trade recently.

G. W. Carter, of the Eagle Lock Co., Terryville, Conn., was a Montreal visitor this week.

Trade Notes

The Victor Saw Works is issuing a most attractive series of booklets in the form of little talks to business men, salesmen and the trade in general by men in the public eye on up to the minute topics.

Even with the prodigious increase in the American tinplate output, plans for new capacity are announced. The Steel Corporation's plant at Gary will be more than doubled as quickly as the work can be put through.

The Thomas Pink Co. of Pembroke, whose plant was completely destroyed by fire recently, is preparing plans for rebuilding a logging tool factory and forging and machine shop. Work on the new factories will be commenced as quickly as possible and the firm is making every effort to resume manufacturing this year.

The Gillette Safety Razor Co. writes that the news item in last week's **HARDWARE AND METAL** quoting Mr. King C. Gillette as stating that the Canadian factory now turns out 10,000 blades per day to meet the needs of the trade is incorrect in that Mr. Gillette stated that the firm was turning out 10,000 dozens instead of 10,000 blades each day.

F. J. Carman, the big oil operator who is doing extensive drilling work in the vicinity of Glencoe this week, started a novel patriotic contest among the students of that town. For every dime the school children give for the relief of the French refugee children who were driven into Paris, Mr. Carman will give a dollar. The campaign promises to be one of the most successful ever held in Glencoe.

On Sunday the garage owners of London and dealers in accessories and supplies all closed and it is their plan in future to close every Sunday. They declare that there is no reason why the public cannot be educated to buying supplies and getting repairs made before Sunday. It is simply a matter of training they say and in order to have Sunday to rest and live like other people the garage men are going to teach

the people to come on week days or go without.

The employees of the Vokes Hardware Co., Ltd., 40 Queen street E., held their first picnic at High Park on Saturday. Practically every member of the staff was present, many bringing their families. All had such an enjoyable outing that it was unanimously decided to make the picnic an annual event. A baseball match between teams representing the store and the warehouse was a feature of the afternoon, and resulted in a victory for the warehouse nine. A number of other sports were put on and a fine programme was brought to a close by a tug of war. After refreshments had been served the prizes were presented to the winners in the various events by Mr. Miles Vokes. A hearty vote of thanks was passed to the committee which had charge of the arrangements and was responsible for the success of the outing.

Hardwaremen Helping Soldiers' Sanitarium

This year will see the largest and the best annual picnic ever held by the retail hardware men of London. The outing will be at Port Stanley on Wednesday, August 7. All the arrangements have been completed.

That the patients at Byron Sanatorium will not forget it for years, is the aim of the dealers. The proceeds from the sale of tickets will be used to purchase cows, and these will be presented to the sanatorium. Last year three of the finest Holstein cows which could be secured were presented to this institution, and it is expected that the number will be doubled this year. Six thousand tickets have been printed, and the total proceeds will be used to buy the cows.

The tickets are being sold at all hardware stores for 10 cents, and each ticket gives the purchaser the chance of winning one of the eleven prizes. That the drawing for these will be conducted so that all holders may have an equal chance is the assertion of the hardware men.

Following is a list of the prizes: 1, a silver tea service valued at \$50; 2, cut glass bowl; 3, carpet sweeper; 4, dozen tea spoons, 1847 Rogers; 5, electric iron; 6, nickel tea kettle; 7, Big Ben clock; 8, pair of carvers; 9, aluminum kettle; 10, nickel teapot; 11, razor.

Do Your Share To Boost Convention

At a meeting of the Advisory Committee of the Ontario Retail Hardware and Stove Dealers' Association held in Toronto on Monday it was decided to recommend to the executive committee that the next annual meeting of the association be held in Hamilton on Tuesday, Wednesday and Thursday of the third week of February, 1919.

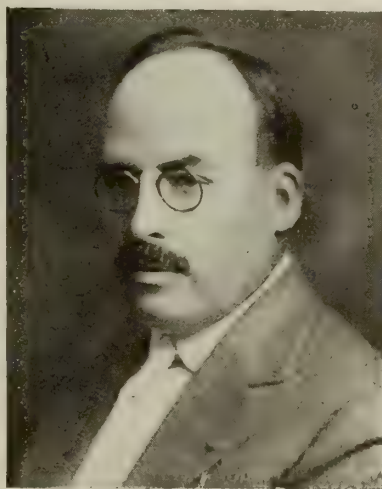
The work of arranging the programme will be commenced shortly as it was also decided to call a meeting of the executive committee at the King Edward Hotel, Toronto, at 11 o'clock on Labor Day. While this year's meeting was the best in the history of the association it is planned to make next year's even better. A splendidly varied programme with a wide appeal to all departments of the trade is under consideration. The fullest co-operation on the part of all members is urged. Suggestions that will enable the committee to get in touch with speakers who can give practical addresses and demonstrations will be welcomed. New ideas which members may have for improving the meeting in general will also be acceptable. One of the main objects in holding the convention is to bring the hardwaremen of Ontario together so that they can discuss ways and means of solving their problems, learn how the other fellow is meeting difficulties, get in touch with all the latest methods and new goods, and listen to practical papers and discussions that will help him in every way to do a bigger and better business. If each member of the association would endeavor to present some matter of interest the convention would reach its maximum of interest and make its widest appeal with splendid results to all. The hardware men should come prepared to make notes of points which interest them and which they can turn to practical use in their business.

Sheffield Hit Hard by Military Calls

The calling up of all men from 18 to 23 years of age for military service has affected the industries of Sheffield, England, most severely. Business in general there has undergone such a serious contraction that the manufacturers have sent a deputation to Sir Auckland Geddes asking him to modify the operations of the military law. The Sheffield factories employed an unusually large number of the younger men, many of whom were brought into the trades at the beginning of the war and were trained to perform highly skilled work. The serious effects of their withdrawal were increased by the large number of "key men" called. Their withdrawal from the work necessitated half a dozen others being idle. The manufacturers declare it is absolutely impossible at the present time to fill their places. As a result of this condition there has been a heavy drop in the output of the Sheffield factories.

H. M. Ashby Leaves Sherwin-Williams Co. Becomes General Manager of F. C. Huyck & Sons, Albany, N.Y.—Has Been Connected With Sherwin-Williams Co. For Many Years and is Well-known Figure

H. M. Ashby, managing director of the Sherwin William Co. of Canada has resigned to accept the position of general manager of F. C. Huyck and Sons of Albany, N.Y. Huyck and Sons are establishing a large Canadian branch



H. M. Ashby of Montreal

at Arnprior. Mr. Ashby's headquarters will be at Albany.

For nearly twenty years Mr. Ashby has been actively connected with the

paint trade, and to HARDWARE AND METAL expressed considerable regret at leaving Montreal, as he has made many warm friends not only among retailers but also among the jobbers and manufacturers.

In connection with his work with Huyck & Sons, Mr. Ashby stated that there is a big future for the firm's product, woolen felts, jackets, a type of endless belt very largely used by paper manufacturers.

The new Canadian branch is to be established at Arnprior, Huyck & Sons having taken over the plant formerly owned and operated by Messrs. Griffith & McNaughton. The factory will be enlarged and new equipment installed which will double the present output. The firm plans to build up a big export trade and handle it from the Canadian factory. The plant will be operated under the name of Kenwood Mills, Ltd. There has been a big development in the paper industry and indications point to a steady expansion.

Mr. Ashby enters upon his new duties on September 1. It is understood that his successor will be W. S. Fallis, for many years manager of the Sherwin-Williams Western Canada division, with headquarters at Winnipeg.

LETTER SENT OUT BY SECRETARY O. R. H. and S. D. A.

The action of the Paint & Varnish Association in cutting out pint and half-gallon cans in paint and varnish is felt by a large number of dealers not to be in the best interests of the retail trade, believing that the wrong sizes have been cut out, half-gallons especially being a "best seller" in most sections.

The sizes of cans eliminated was determined by the Paint Manufacturers' Association and not by the Government, as many supposed. Your executive believe in conservation and also believe that the retailer should have been consulted before this action was taken and, in order to get the views of the members of our association, I would ask you to mark on the enclosed card the sizes which, in your judgment, should be retained.

With this information in their hands, your executive will take the matter up with the Paint and Varnish Association and do all in their power to have the wish of the retail trade carried out.

Would be glad to have a letter from you also expressing your view of the situation."

A catalogue just received from the firm of F. E. Myers & Bro., of Ashland, Ohio, illustrates a complete line of door hangers and tracks for barn, factory, warehouse and garage purposes.

BICYCLE NEWS

HAMILTON, Ontario.—After conferring with various bicycling interests of Canada regarding arrangements for the second annual convention of the Canadian Bicycle Dealers' Association, which is to be held in Toronto, Ontario, during the coming Canadian National Exhibition, President J. R. Dixon of the national trade organization of the Dominion has decided that it would be better to hold the convention before the end of August rather than during the first week of September. He has therefore named new dates for the convention, namely, Wednesday, Thursday and Friday, August 28, 29 and 30. Arrangements have been made for the holding of a complimentary dinner on the first night with a theatre party on the second evening. The third evening will probably be spent at the Exhibition, where the delegates will be guests at the grand stand performance. Business sessions are to be held on the mornings of the three days. The afternoons are to be left open, according to present plans. All the principal Canadian manufacturers and jobbers are supporting the Canadian association in the holding of the convention. An important detail is that all dealers will be able to secure a special rate on the railways to Toronto for the convention, the rate being a fare and a third for the round trip.

THE CLERKS DEPARTMENT

WORKING FOR THE WIZARD OF SCIENCE—BY HIS SON

Charles Edison Tells of His Experiences, His Advantages and the Drawbacks He Has Been Able to Avoid in the so Often Unsuccessful Position of "Working For Father"

THOMAS A. EDISON can work all day and most of the night on his inventions. How would you like to work with him? Is he a hard task-master? How much work does he expect of his own son who works with him? How about the son's point of view? Here is an interesting subject for all business men with sons of their own, or for the sons of business men interested in the principles of efficiency as applied to the most particular case of his own son by the "Wizard of Efficiency," Thomas Edison.

Young Edison's Idea of It

Charles Edison—"Charlie," as his intimate associates call him—has put himself on record as regards his impressions of having his exceedingly brainy dad as employer. Without prying, it is possible to take a peep into the working relations of these two, and in a very few words to disillusion oneself of the idea that Thomas A. Edison is either a hard task-master or an indulgent parent. Here is what "Charlie" Edison has to say about it in the *American Magazine*:—

One of the chief reasons why I work for my father is because he does not make any difference in his business treatment of me on that account. I know that if Thomas Edison were like some fathers, nothing would induce me to hold a job under him.

When I was graduated, and my father said something about my taking a job under him I told him I thought I'd like to work somewhere else for a while. Right there he showed his wisdom. Instead of arguing with me, he said, 'All right! Go ahead!' He didn't even insist on getting a job for me. He let me corral one for myself. It was with the Boston Electric Light Company, and my salary was fifteen dollars a week. I stayed there a little less than a year making an infernal nuisance of myself, poking around in various departments, but learning a lot about the work, and also learning to stand on my own feet in a business way.

Edison Didn't Interfere

My father didn't interfere. He just let me go ahead even when at the end of the year I started out with a friend

to do a little traveling. We two boys headed for the West with only a few dollars in our pockets. We paid our way with odd jobs here and there, and finally landed in San Francisco with one dollar and a half between us. Still my father didn't interfere. Of course he knew I wasn't loafing. I wasn't really doing much work but I was learning a lot of things useful to me. The boy who goes straight from school or college into his father's office will never know from his own experience what average normal business relations are. From the very first he is 'the son of his dad,' and not only to his father but to everybody around the place. It is a bad plan. Even though he is going in with his father later, a boy ought to take his first job with someone else. Everybody including his father will have more respect for him if he has shown that he can make good by himself.

Usually two things are wrong with your father as an employer. One is that he is likely to let you have things pretty 'soft.' The other is that he will not treat your ideas and suggestions with the respect he shows for those of other men. You are still his little boy to him. Anyway he knows you haven't any experience. He didn't let you get away. So he treats you with patronising indulgence.

Had the Drop on Dad

That is where I had the drop on my father. I had knocked around in a few organizations before I went with his. I had picked up some ideas of my own. But even if I had not I know from observation that if he had been like many men, he would have ridiculed my notions just because they were mine. I want to say that there isn't any better way of making a boy hate working for his Dad, and also of making him of no account in the business. Luckily for me Thomas Edison has more sense than to do it.

I remember the first job he gave me when after five months in San Francisco, I came back to work for him. Of course I wanted to make a good showing; but when he asked me to figure the cost of some disc records my heart sank. I was an electrical engineer, and this seemed to me a job for an accountant. But when I told him so, he looked up sharply and said:

"All it takes is common sense. Just plain common sense."

Well, I didn't say anything more. I tackled the job, and found he was right.

Of course I could always go to my

father for advice, and he would give it to me. But so far as my feeling that the relations between us affected my standing in the company, I might as well have been working for Charles M. Schwab, or anybody else. Father has no patience with inefficiency. If I hadn't made good after a fashion, he would have fired me, and if he hadn't, if he had let me stay just because I was his son, I should have had a sort of contempt for him.

The Best Employer—Just Dad

As it is, I would rather be Thomas Edison's employee than anybody else's. And I think that plenty of other young men would gladly work for their fathers if they, too, could be sure of being treated as an employee. Lying on my desk right now is a letter from a friend who has just been graduated and who is facing the same problem that is worrying other boys. He writes:

"Father has been after me the last couple of months to go into the business with him, into the factory as one of the employees. I've been worrying about this. I honestly don't know whether it would be the best thing for me. Father and I get along pretty well, better than most fellows and their dads, and yet I feel that I ought to go elsewhere for at least a few years. I see so many of the fellows in this city who work for their fathers, and they are either always loafing or scrapping around with them. It just doesn't seem possible for a fellow to work for his father and not take advantage of the fact that his old man is the boss and that, if he does lay down on the job, he won't be fired.

"To come down to tacks, Charlie, the real reason for writing this letter is to get your advice on the thing. You've been working with your father a few years now. How are things going? Are you glad or sorry that you decided to go with him. How about it? Do you think I ought to go with Father?"

I know just how he feels. He isn't looking for a soft snap—and he's afraid he will get it! He wants to be "on his own." And I'm going to tell him that he's dead right. That's where he ought to be, for a year or two at least.

Curse of the "Soft Snap"

The curse of the soft snap has ruined plenty of fine young fellows. I know one chap who really had lots of ability, but his father offered him a desk job that involved only nominal work and he took it because it meant a good time. Well, he woke up one day to find that the business was on the verge of bankruptcy. He was five years out of college and had to begin all over, a grown man competing with boys at a boy's wages.

Just now I am very much interested in the struggle of a certain organization to keep alive. The whole trouble with it is that "Son is working for Father." In this case, Father happened to be the president of the company.

The vice-president retired. Three men had been working like tigers in anticipation of this very thing, and of course they expected that one of them would get the position. Nothing of the kind!

The president simply boosted his incompetent son into the place. "One after another, the three valuable men resigned and went elsewhere. The result is that the president is trying to swing his own job and theirs, too; for of course he can't get competent men in their places if he is no more loyal to his subordinates than he has shown himself. The whole spirit of the organization has changed, and the business is going to pieces.

Mother May Do Mischief

Another danger of this father and son business is the part the mother sometimes plays. I heard of a case recently where a home was broken up because of this very thing. The mother nagged her husband into taking the boy into the business, even though he was absolutely incompetent.

The father tried to start him at the bottom and train him up, but the mother fussed and insisted on his pushing the boy ahead. The man had sense enough to know he would wreck the business if he did. They quarreled and quarreled, until finally the father fired both his wife and his son! He told a friend that he would have gone either bankrupt or crazy if he hadn't.

Just on principle, I think it's not a good plan to mix family and business. I know my father doesn't care to have his relations working for him. And it is up to those that do try harder than the other employees to make good. Instead of being jealous of me when I went into our business, I think the other men in the company pitied me. They knew I wouldn't have it "soft" from my father—and I haven't. But he has been mighty square to me.

Edison's Honor Code

Of course I think he is the finest boss in the world. For one thing, I have never known him to do a dishonorable thing. I have even known him to do things that seemed foolish to me, at the time, in living up to his word or to a contract. For instance, a year or two ago we contracted to sell some materials to a firm at a certain price. Before we could deliver the goods prices rose enormously. So much so, in fact, that the buyers themselves realized that we would lose money, and offered to pay a higher figure. I was all for accepting their offer. But was my father willing? I should say not! He said to us:

"A contract is a contract and must be lived up to. Even from the point of view of straight business, it pays in the end."

My father was right, as usual. Some time after we had fulfilled our contract about that one sale, the same thing happened again. But this time we were purchasing the materials of the same firm to which we had been selling goods before. We offered, as they had, to release them from the terms of the contract, and they, in turn, declined to take advantage of the offer. This happened three times. So that, quite apart from the ethics of the thing, it was good business, just as Father had said.

Father hates deception or cheating, anyway. He was trying to buy a certain piece of real estate one time, working through an agent, of course. One night when we were at dinner the agent came in, quite excited, to tell Father he had discovered that the land belonged to a widow who was sick and who had no idea of its value. He said he thought he could get it for a song. When he had finished my father said angrily:

"You pay that woman every cent the land is worth! And if I ever catch you trying to cheat anybody out of his rights, I'm through with you for life!"

That Long Day of Edison's

Father and I agree on many things, but there are some, of course, on which

we differ. For example, I cannot and will not work twenty hours out of the twenty-four, as he does. Father seems to find relaxation by changing from one piece of work to another. On the average, I put in ten solid hours at work; after that I want a complete change. However, I can get it from very simple things—just going over to New York and walking along the street, watching the crowds, talking with my friends, or even with total strangers. A human being is more interesting to me than any machine ever invented.

Father spends all days and most of the night on his machines and problems. But, for all that, I don't know that he ever really "works." He is simply having a good time. Sometimes I think he would have accomplished just as much if he hadn't put in so many hours at it—but I don't know. I certainly would not advise the average man to follow his schedule. If he did not have a wonderful constitution he couldn't have followed it himself.

His interest in work is infectious. To keep up with him everyone has to hustle, including myself. The men in the shops catch the spirit from him, too. I happened to go down to the works one Sunday recently and I found fifty men at work in the various departments.

The Secret of Interest

When I asked them what they were doing there they mumbled something about "having nothing to do, so I came down here." In reality, they were so interested in what they had been doing the day before that they couldn't let it alone, even on Sunday.

It is this interest in a man's job which is the dividing line between success and failure. I know of one case, though, where a man's interest in his job is holding him back. I had been keeping my eye on him and had decided to promote him. But when I tried to do it, he shied off and wouldn't be promoted. His salary would have been larger and his position more important, so I asked him why he refused.

"Well, Mr. Edison," he said, "there are two reasons: First, I like the thing I am doing now; and how do I know I should like Ferguson's job? And the other reason is that I honestly don't want the responsibility. I'd be worrying and fretting over the new job, whereas I'm as happy and interested as can be now."

Responsibility's Demand

Well, how are you going to promote men who don't want responsibility? Yet I have met a good many men like that. It seems to me it is a dangerous sort of content. Some day they may lose interest in what they are doing, and suddenly want the opportunity they are letting slip now. There are two ways of being in a rut; and the worse one of the two is to be so satisfied with your rut that you don't care about getting out of it.

As I said before, it is a stimulating thing to work for Thomas Edison, no matter who you are. To be perfectly frank, I don't think I have had an exceptional advantage there because of being his son, except in one respect. I have had the opportunity of meeting the great men who have come there to see my father. While they are talking, I sit quietly back and try to skim the cream off the conversation.

Education in Listening

I have listened by the hour, for instance, to my father and Henry Ford talk together, and I wouldn't trade that experience for anything. They discuss every imaginable subject—religion, poli-

tics, young men, the war, and so on. When they get into an argument it is great fun to listen to them. If the battle shows signs of subsiding, I like to egg them on with a word, and it starts all over again. Both of them have downright convictions, and they will try for hours to win the other one over—always, of course, without succeeding.

In the few years I have worked for Father—I am only twenty-seven now—he has never tried to bully me. He is the big boss. But he is not a tyrant. And neither has he mollycoddled me just because I am his son. Thanks to him, the problem of "working for father" has been solved in my case. If other fathers will treat their sons in business as he has treated me, it will settle the same problem for thousands of other young men.

Smashes Hun Control Of The Metal Trades

By taking over the business of L. Vogelstein & Co., at 42 Broadway, New York, and of Beer, Sondheimer & Co., at 61 Broadway, the Alien Property Custodian of the American Government has smashed for all time German control of the metal industry in the United States. These two firms which were closely affiliated with the German Metal Gesellschaft, have for some years dominated the entire metal market of the world to such an extent that they were able to sell copper, aluminum, zinc and many other metals in Germany at a much lower price than the American consumer had to pay. The firms controlled most of the principal metal and smelting companies in the States generally by complete ownership of the stock.

Beer, Sondheimer & Co. own a one-half interest in the National Zinc Co., the entire stock of the Cuba Copper Co., the Cuba Copper Leasing Co., and the Norfolk Smelting Co., and 30,000 shares of the Minerals Separation American Syndicate (Ltd.).

Vogelstein & Co. have large holdings in the United States Metal Refining Co. and the American Zinc, Lead & Smelting Co. This latter concern controls the Wisconsin Zinc Co., American Zinc Co. of Illinois, the American Zinc Co. of Tennessee, the American Zinc Ore Separating Co., the American Pipe Line Co., and the Oglesby Gas Co.

From the evidence unearthed it is apparent that L. Vogelstein and Beer, Sondheimer & Co. played an important part in Germany's declaration of war, and in the continuation of the war after Germany had gotten into it. Through their domination of the metal industry in this country these concerns were enabled to send vast supplies of copper and other necessary metals to Germany.

Many Canadian firms are already making plans for after the war trade. They anticipate a ready market for everything they have manufactured or can deliver quickly. With this end in view they are arranging not only to maintain sufficient stocks of raw material to meet their present needs but also to establish a reserve.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

NOWATER HAND SOAP

The Cleanall Soap Co., Limited, Toronto, have recently put on the market a 15c size tin of their famous Nowater



Nowater Hand Soap

Hand Soap. The soap is specially put up for use by motorists, munition workers and mechanics. A feature of this soap is that it can be used effectively without water and is absolutely non-injurious to the skin. It removes "grease and grime in quick time."

DURHAM DUPLEX RAZOR

The Durham Duplex Razor Co., Limited, of Toronto, is putting on the market the new Durham Duplex Domino Razor which retails at \$1.50 and which is in every detail similar to the \$5.00 set, the reason for selling at this price being that the consumer should be given the best safe razor for as little as possible. There are really two razors in the one, an open blade razor by affixing the stropping attachment and a safe razor by affixing the safety guard.

TIRE SPREADER, HOIST, OILER

The Weaver Manufacturing Company, Springfield, O., is placing on the market three new articles, namely, tire spreader, auto hoist and auto oiler. It is claimed for the Weaver tire spreader that it is the only efficient means of inspecting the interior of casings, which operation is necessary in repairing punctures. By means of a quick-acting foot lever the casing is spread to its limit, allowing the repairman to locate the puncture quickly. In this way it is asserted that it can be demonstrated to the customer the necessity for having the casing properly repaired as well as the tube.

It is claimed for the Weaver auto hoist that it can be run into position over a car in a crowded shop without requiring more than 12 or 14 inches space on either side of the car. The frame of this auto hoist is designed so as to permit the height of the arch to be increased approximately 12 inches, allowing the up-rights to be raised to the desired height in the braces on either side by means

of the worm hoist. It is claimed for it that it is amply strong to enable it to handle the heaviest pleasure car. It is recommended to lift 3,000 pounds. The auto hoist is carried on four ball and roller bearing casters, five inches in diameter, which it is claimed permit it to be transported easily. The construction throughout is steel. It is 8 feet to 9 feet in height and has shipping weight of 500 pounds.

The Weaver auto oiler is designed with the view of combining into one conveniently handled unit the services of the ordinary funnel, oil can and oil measure. It is claimed that it eliminates the waste and dirt which often accompanies the handling of oil in the ordinary manner. The long tubular spout can be turned downward into any position to enable it to be most conveniently inserted into the oil opening of the engine. The flow of oil is controlled by a thumb button on the grip.

NEW PIPELESS FURNACE

The Modern Way Furnace Company, Fort Wayne, Ind., is marketing a pipeless warm air furnace which they claim is a step forward in heating. It is claimed for this furnace that it will heat a



Pipeless Furnace

house with a saving of 25 to 50 per cent. in fuel bill. It is asserted that firing against the friction of many pipes uses coal, and that with the pipeless furnace there is no waste heat. There is but one radiator which is placed directly over

the top of the furnace. The heat travels from the level of the first floor to every part of the dwelling. All firepots are corrugated to increase their heating capacity and to allow for heat expansion and contraction. The radiator is built entirely of cast-iron and of the return u type suitable for the use of either hard or soft coal, coke or wood.

KOR-KER PUNCTURE CURE

Auto Accessories, Ltd., 902 Confederation Life Building, Winnipeg, are putting Kor-Ker puncture cure on the market in Canada. The makers draw attention to the fact that the greatest of all motor troubles is tire trouble, and that it has been the aim of every tire manufacturer to produce a tire that would not leak. However so far they have been unsuccessful. Continuing, they state, that the great majority of tire troubles are not caused by punctures but by under-inflation, which comes from the slow constant leakage of air through porous places in the tube. When the tire becomes soft, the strain falls on the inside valve and on the inside walls of the shield, thus causing the fabric to crack, and the tread to loosen, resulting in chafing and rim cutting. When Kor-Ker is installed in the tire, they claim, it keeps the tube at proper inflation, eliminating pumping, and preserves the rubber, doing away with blow outs, etc.

VALVE SPRING COMPRESSOR

The Motor Specialties Company, of Waltham, Mass., is placing on the market the Mosco Valve Spring Compressor for Ford cars.

It is claimed the use of the Mosco Valve Spring Compressor eliminates what is usually a troublesome operation, viz., the compressing and replacing valve of springs. By using this simple device springs can remain in position until grinding of valves is completed.

To place the compressor in position push it back against cylinder wall, and make sure that the tongue which hangs down is over the edge and resting in channel, then push down on handle as far as it will go. This compresses two valve springs at one operation and permits removing of pins. Should the pins be crosswise, it is necessary to turn valve around until they are in position to pass through slots in compressor. After grinding valves the operation is reversed. Made of heavy pressed steel. Packed in individual carton, size 3¼ x 3 x 1 inch. Weight, 4 ounces.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

SUBSTANTIAL advances have occurred in manufactured steel goods during the week, the lines affected including light, heavy and corrugated tee and strap hinges, on which the increase amounts to 10 per cent. Loose pin butts, plated and plain, are also higher, along with hasps and staples, sash hangers, sash fasteners and wrought staples.

The situation in regard to steel and iron grows increasingly difficult, and more and more is it becoming apparent that supplies for commercial purposes are not to be forthcoming. War work is absorbing the bulk of sheets now going forward from jobbers' warehouses, and the tendency is to hold supplies for this purpose. As a matter of fact, most mills in the United States stipulate that orders forwarded to Canada must be distributed to manufacturers engaged in war work, so the result for other activities is not hard to determine.

Another advance in linseed oil is imminent, crushers intimating that prices ruling to-day are at least five cents per gallon too low, and an even greater increase would not be surprising. Supplies are none too heavy in any source and some dealers have withdrawn prices altogether.

Primary points record a weaker tone to the turpentine situation, and declines have been registered. This is attributed largely to a decided falling off in the demand, and that even further recessions may occur is considered possible. Prices here have not reacted as yet, quotations remaining at figures reached in decline of last week.

At least one manufacturer has revised quotations on electrical household supplies. The increase determined upon affects irons, grills, toasters, vacuum cleaners, etc. New prices have been issued on lawn mowers for next season's business. These show an advance of about 10 per cent. over quotations prevailing during the past season. Prices on spring hinges have also been named at an advance over this year's figures. Grindstones, calks, shears and stove pipe wire are other lines to follow the upward trend.

MONTREAL MARKETS

MONTREAL, Aug. 1.—Considerable activity has been noticeable in harvest tools and for staple lines in particular there has been a constant demand—in some cases more than was looked for. Changes are numerous and more revisions are being made. Corrugated strap and T hinges, butts, injectors, stove pipe wire, hexagon nuts and certain styles and makes of valves are revised upward. Some changes are also made in the price of electric weld chain. Black sheets are revised to higher levels. Fruit slicing machines were marked up as were handles, wood rakes, horse pokes, bread and cake

makers. There are some changes too in auto accessories. Most markets are decidedly firm and changes of consequence are expected to be made on various steel and iron goods.

Gasoline Torches Advance; Cylinder Head Gaskets Up

Montreal.

GASOLINE TORCHES.—Advances are made in the prices for Samson gasoline torches. The price of the regular pattern has advanced from \$8.80 to \$10.50 each and the flat style from \$10.15 each to \$12.25 net. Cylinder head

gaskets also are higher and for the Ford cars the price on lots of 12 is now 50c each against 44c formerly.

Non-skid Tire Chains To Advance; Chamois Up

Montreal.

ANTI-SKID CHAINS, CHAMOIS.—Advances will, it is thought, be made immediately in the price of non-skid auto tire chains. Prices will be forthcoming in a few days. Chamois skins are selling at new prices, 18 by 18 inch, selling at \$1.30 each in lots of 30, against the old price of 85c, and 21x21 in. now selling at \$1.71 for this quantity, the former price being \$1.50 each.

Injectors Are Advanced; Bread and Cake Makers Up

Montreal.

INJECTORS, BREAD AND CAKE MAKERS.—Advances are made in the price of Penberthy injectors. The discount from list is now 65 per cent. Bread makers are advanced and the new price for No. 4 is \$39.60 per dozen, and for No. 8 \$48.60. Cake makers are quoted at \$36 per dozen.

Handle Prices Higher, Also Rakes And Pokes

Montreal.

HANDLES, WOOD RAKES, POKES.—Prices are again revised on wood handles of all kinds. This applies at once and affects the various qualities. Some of the quotations are: Hoe and rake handles are 20 per cent. off list and prices on the various grades of axe handles are higher, up to \$6 per dozen. Double bitted axe are quoted at \$4.30, while second growth hickory are up to \$6.50 for pick handles. Sledge handles in 36 inch are \$4.30, and 32 inch \$3.60; horse pokes 10 per cent. off list, with the same applying to wood hay rakes.

New Hinge Prices; Hasps Also Higher

Montreal.

HINGES, HASPS.—Prices are revised and are higher for corrugated and ordinary hinges of both T and strap patterns. The prices quoted on corrugated are as follows, with the price of T first and strap following: 4-inch, \$2 and \$1.80; 5-inch, \$2.60 and \$2.40; 6-inch, \$3.30 and \$3; 8-inch, \$6 and \$4.80, and 10-inch, \$8.25 and \$6.80. No. 20 hasps and staples are subject to a discount of 47½

per cent. and No. 30; 37½ per cent. Hinged hasps No. 67 are raised by adding 5 per cent. to list.

Valves To Advance; Hinges Take New Prices

Montreal.

VALVES, HINGES.—Advances will be made in the prices of various valves through revisions of the discounts. This will affect various makes of globe, angle and check, and also gate and straight-way designs. Butts are revised in price. Some of the new quotations are as follows: Nos. 241A, D2 or F, 2½-in., 3 and 3½-in., 37½c per pair; 4-in., 50c; 4½-in., 75c; 5-in. 95c, and 6-in. \$1.55. The 241½ D2 is selling as follows: 2½-in., 67½c per pair; 3-in., 71c; 3½-in. 77c; 4-in., 85c; 4½-in., \$1.15; 5-in., \$1.27, and 6-in., \$2.00. In the ball-bearing style, BB 241½, same finishes, the new prices are for 3½-in., \$1.40 per pair; 4-in., \$1.50; 4½-in., \$1.80; 5-in. \$2, and 6-in. \$2.90.

Chain To Go Higher; Semi-Hexagon Nuts Up

Montreal.

CHAIN, HEXAGON NUTS.—Advances are likely to be made in the price of certain lines of chain, even above those recently made effective. It is stated that the various kinds—some of them imported from the States, are harder to get than ever before, and that some may be unobtainable soon. Semi-finished hexagon nuts are also up through a change of discount. Up to one inch the discount is 27½ per cent., and larger than one and a half, net list.

Slicing Machines, Thumb Tacks; Stove Pipe Wire Up

Montreal.

FRUIT SLICERS, TACKS, WIRE.—Advances are made in the price of Sterling fruit slicing machines, the advance being about 15 per cent. Thumb tacks of various kinds are up too, the advance being about 10 per cent. Stove pipe wire is quoted up 50c by some, the price of No. 18 being \$9 per 100 pounds, and the No. 19, \$9.50.

Revision On Sheets; Outlook Firmer

Montreal.

SHEETS AND PLATES.—There is some movement of black and galvanized sheets, and the tendencies are of a firming nature. The prices on black sheets are moved up and there may be further advances soon. Supplies are reported to be reduced on some gauges and enquiries received indicate scarcity at other points, showing that some jobbers are running short in their supplies. Slight revisions are made in the prices on black sheets as shown herewith, but galvanized sheets are unchanged:

BLACK SHEETS—		100 lbs.
10 gauge	\$.	\$9 75
12 gauge	9 75	9 65
14 gauge	8 25	9 00
16 gauge	8 35	9 15
18-20 gauge	8 60	9 25
22-24 gauge	8 75	9 60

26 gauge	9 70	9 75
28 gauge		9 90
10½ oz.	10 80	10 75

GALVANIZED SHEETS—

10½ oz.	\$10 00
28 ga.	9 65
26 ga.	9 25
22 and 24 ga.	9 05
20 ga.	8 85
18 ga.	8 85
16 ga.	8 70

Steel Bars In Demand; Iron Holds Steady

Montreal.

STEEL AND IRON.—There is some movement of steel; particularly for flat the demand is fairly well maintained and prices are firm. As a matter of fact there is a firm undertone, and this applies as well to all iron bars and rods. Supplies are none too plentiful, but the trade is being taken care of remarkably well, all things considered. The movement all around is seasonably good.

Common bar iron, per 100 lbs.	\$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½ 0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	6 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	20-0 21

Wire Nails Scarcer; Prices Hold Firm

Montreal.

WIRE AND NAILS.—The sale for nails is not exceeding brisk but there is a steady movement of small lots—particularly so to country points. The undertone is a strong one for the supplies are not any too great, and while no changes have been made, the indications are that some revision upward may be made ere long. Wire nail base price holds still at \$5.35; cut nails at \$5.60 per 100 pounds. The sale for smooth wire is small and base price on this is still held at \$6.25 per 100 pounds.

Firmness In Gasoline; Coal Oil Holds, Too

Montreal.

COAL OIL, GASOLINE.—There is still a very large gasoline business. Cars are being used very extensively and a large truck business helps toward making for a heavy output of sales. Prices are steady and firm, with the probability of an advance being made to cover increased freight costs. Coal oil too may be likewise affected, and in the meantime prices are unchanged, with Royalite selling at 19c and Palacine and Electrolite at 22c per gallon. Motor gasoline holds still at 34c per gallon.

Rope Holds In Steady Markets; Sales Very Fair

Montreal.

ROPE AND CORDAGE.—There has been little new development in the situation. Orders continue to be rather light and still there is occasional busi-

ness of a special nature such as comes from shipbuilding firms that helps toward making the volume more satisfactory. Prices are maintained without change. Pure manila basis is still held at 39c; British manila 33c, and sisal 27½c per pound. Soft fibres still are high and firm.

No Changes In Wares; Stoves And Ranges Steady

Montreal.

STOVES, RANGES AND WARES.—The makers are endeavoring to send forward as much as possible before the application of the new freight rates is made. As for present business this is the quietest time of the year and not a great deal of interest is manifested excepting that confined to immediate demand, and the orders received are mostly of a sorting nature. Prices on stoves are firm. This applies as well to enameled ware and pails, stamped wares, etc.

Biggest Demand Is For Iron, Steel And Copper

Montreal.

OLD MATERIAL.—The heaviest demand on the old scrap materials is confined to old iron, and in this respect the heavy iron is most sought and is bringing the best prices. Quotations are firm for machinery cast and there is a splendid demand. Old heavy copper is also in active demand, particularly as supplies of new ingot copper have been curtailed. The market for old rubbers is not very active and the usual quiet time for other scrap materials is now evident.

Tea lead	0 06½	
Heavy lead pipe	0 07½	
Yellow brass	0 15½	0 14
Red brass	0 23½	0 24
Light brass		0 08
Scrap zinc	0 06	0 06½
Heavy copper	0 24½	0 24½
Wrought iron, No. 1, per gr. ton		27 00
No. 1 machinery cast	38 00	40 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	26 00	28 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	0 08½	0 08½
Over shoes, lumbermen's rubbers	0 07	
boots	0 04½	0 05
Bicycle tires	0 05	0 05½
Automobile tires		

Higher Solder Prices; Products May Go Higher

Montreal.

LEAD PRODUCTS.—The market in lead products of all kinds is one with firming tendencies. It is quite probable that revisions may be made within the week, and already solder has registered an advance of one cent. for regular grades, while wire solder is up much more. The strength of both tin and lead is responsible for these changes. Trading is not extensive but some business is being done.

Lead pipe, lb.	0 15
Lead waste pipe, lb.	0 16
Lead traps and bends	Net list
Lead wool lb.	0 14
Lead sheets, 2½ lb. sq. ft., lb.	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 13½
Lead sheets, 4 to 8 lbs. sq. ft., lb.	0 13
Cut sheets, ¼c lb. extra, and cut sheets to size, 1c lb. extra.	

Solder (guaranteed)	0 57½	0 65
Solder, strictly, lb.	0 53¼	0 60
Solder, commercial, lb.	0 49	0 55
Solder, wiping, lb.	0 52½	0 55
Solder, wire (8 gauge)—		
40-60		0 61
45-55		0 66½
Zinc sheets, casks		
Do., broken lots		

Lead Undertone Firmer; Much Tin Imported

Montreal.

INGOT METALS.—The fact is borne out in recent compilations of figures that there was more pig tin brought into the States last year than ever before. Notwithstanding this the heavy requirements leave the country with probably a hungrier market than ever was known. Lead is firm this week and copper not very plentiful.

COPPER.—The position is one of maintained interest in view of the heavy requirements. Notwithstanding the immense needs of the United States government the regular trade is being fairly well supplied. Interest will soon be taken again as to whether a readjusted price is to be made after August 15.

TORONTO MARKETS

TORONTO, Aug. 1.—Prices are again soaring this week, hinges, light, heavy and corrugated in tee and trap undergoing a change to higher levels, while butts are also revised upward. A new discount has been set on lawn mowers for next season's business, the smaller discount set providing for advanced net prices. Electric irons, grills, toasters and other electrical goods are higher in price along with shears which take a new selling discount. Business continues along very satisfactory lines, goods available moving forward quite freely.

Torches Again Under Revision; Tendency Up

Toronto.

TORCHES, FIRE POTS.—Prices on Clayton & Lambert blow torches and fire pots have undergone further revision. Latest quotations named provide for an advance of between 5 and 10 per cent. Higher costs of materials with all labor costs continually mounting are factors to be considered in increased figures. Some of the more familiar numbers are quoted herewith: Torches No. 31, \$9.00-\$9.25; No. 32, \$9.40-\$10.00; No. 37, \$8.25; No. 38, \$8.50; No. 19, \$8.50 each. Fire Pots—No. 20, \$10.85; No. 21, \$13.40; No. 17, \$11.05; No. 71, \$16.00-\$16.50; No. 72, \$14.60-\$15.00 each.

Electric Irons, Grills, Toasters, Cleaners Higher

Toronto.

ELECTRIC IRONS, GRILLS, TOASTERS, CLEANERS.—The tendency on practically all lines seems upward and this is reflected in electrical household

Prices here are unchanged at 31c per pound.

TIN.—Advances continue to be made in England and the high water mark of two months ago is being neared again. Some is to be had here still at \$1.15 to \$1.25 per pound, but licenses are hard to get.

SPELTER.—There is not a great deal of interest in this. Prices hold with no change at all and quotations are 10½c per pound.

LEAD.—It is felt that production of lead is short of requirements. The great demand from all the allied governments is huge, so that supplies for the regular needs of the trade are not ample sometimes. There is not much inclination to accept business for future delivery. Price holds firm at 10 to 11c per pound.

ANTIMONY.—There is a fair demand from some points. Locally the interest is limited and price unchanged at 15-16c per pound.

ALUMINUM.—Price on this in the States holds until September 1. In the meantime interest is limited and price here around 52c per pound.

goods which have been revised to a higher scale of quotations. New prices now ruling on Hotpoint goods are given at the following figures: Irons, 3-pound, \$6.00; 5 and 6-pound, \$7.00; Grills—Round, 1 heat, \$10.00; 3-heat, \$11.00; Toasters, \$8.50; Vacuum Cleaners, Model M, \$58.50; Model L, \$48.50; attachments extra, \$11.00, all the lines being subject to a discount of 25 per cent.

Lawn Mower Prices For Next Season

Toronto.

LAWN MOWERS.—Discounts have been issued on lawn mowers for the season of 1919, which provide for an advance in the net prices of nearly 10 per cent. The Taylor-Forbes line, Daisy, Star, Woodyatt and Empress will be selling at 35 per cent. and the Adanac at 40 and 10 per cent. discount from list.

Grindstones have undergone revision upward and scale of prices now ruling is for 40-pound and under, \$2.75 to \$2.85, and from 40 to 200-pound, \$2.50 per 100 pounds.

Picture Wire Goes Up; Stove Pipe Wire Revised

Toronto.

PICTURE WIRE, STOVE PIPE WIRE.—Prices issued on picture wire during the week in some quarters represent substantial advances over quotations previously ruling. Present quotations are being made as follows: 18-yard basis tinned No. 0, 85c; No. 1, \$1.25; No. 2, \$1.75; No. 3, \$2.25; Gilt No. 10, \$2.00; N. 11, \$3.00; No. 12, \$4.35 dozen boxes.

Stove-pipe wire at \$9.50 per 100 pounds

has reached a higher basis of quotations.

Calked Shoes Revised; Calks, Drills Change

Toronto.

CALKED SHOES, CALKS, DRILLS.—Both iron and steel calked shoes, Neverslip, have undergone revision, upward, the new discount named being 10 per cent. Neverslip calks and drills which have remained steady for some little time past have also taken an upward turn, the present discount being 15 per cent.

Wiss shears at 20 and 7½ per cent. discount are also following the upward course of practically all cutlery lines.

Handles Reach High Levels; Spring Hinges

Toronto.

HANDLES, SPRING HINGES.—Net prices figured out on handles at the latest discounts outlined in HARDWARE AND METAL last week reveal very high figures for the lines affected. Some idea may be gathered as to quotations ruling by few items listed herewith: Axe handles, select hickory, \$7.50 dozen; No. 3 hickory, \$2.40; ash, \$4.00; oak, \$4.40. Spade, shovel and scoop handles are now selling at \$7.50 dozen net.

Spring hinges No. 20 have been revised for next season and orders are being accepted for spring delivery at \$1.65 dozen pairs.

Substantial Gain Made In Tee, Strap Hinges

Toronto.

TEE, STRAP HINGES.—A 10 per cent. advance is noted in revised prices now ruling on light tee and strap hinges, heavy tee and strap hinges and corrugated tee and strap hinges. These lines have remained steady for a period of several months and conditions have changed so that a revision upward was found necessary. The present scale of quotations named follows:

Light Tee Hinges—3 in., 90c; 4 in., \$1.00; 5 in., \$1.15; 6 in., \$1.35; 8 in., \$1.60 doz. prs.
Light Strap Hinges—3 in., 90c; 4 in., \$1.10; 5 in., \$1.25; 6 in., \$1.55; 8 in., \$2.25 doz. prs.
Heavy Tee Hinges—4 in., \$2.30; 5 in., \$2.85; 6 in., \$3.20; 8 in., \$3.65; 10 in., \$6.50; 12 in., \$10.35 doz. prs.
Heavy Strap Hinges—4 in., \$2.70; 5 in., \$3.30; 6 in., \$3.55; 8 in., \$4.85; 10 in., \$8.55 doz. prs.
Corrugated Tee Hinges—4 in., \$2.05; 5 in., \$2.55; 6 in., \$3.30; 8 in., \$5.75; 10 in., \$8.65 doz. prs.
Corrugated Strap Hinges—4 in., \$1.65; 5 in., \$2.25; 6 in., \$3.00; 8 in., \$4.75; 10 in., \$7.00 doz. prs.

Butts Move Upward Both Plated and Plain

Toronto.

BUTTS.—An advance in plain steel butts of about 5 per cent. has been recorded, Nos. 800 and 838 being among the lines revised. Plated butts are also higher by about 10 per cent., No. 241A, D.B., and B.D. now selling at the following net figures: 2½ x 2½ inches, \$4.30; 3 x 3 inches, \$4.50; 3½ x 3½ inches, \$4.65; 4 x 4 inches, \$6.00; 4½ x 4½ inches, \$8.70 dozen pairs.

Hasps and Staples Move To Higher Levels

Toronto.

HASPS AND STAPLES.—Another line to move to higher levels during the week is hasps and staples, the present scale of quotations being up from 5 to 10 per cent. Prices named for the No. 20 x 6 inches are 55c; 7-inch, 60c; 8-inch, 70c dozen. Hasps, hooks and staples No. 30 are now quoted for the 6-inch, 75c; 7-inch, \$1.00; 8-inch, \$1.10; 9-inch, \$1.35 dozen; No. 130 x 8 inch, \$1.75; 9-inch, \$1.85; 10-inch, \$2.10 dozen.

Sash Fasts, Hangers Revised; Wrought Staples

Toronto.

SASH FASTS, HANGERS, WROUGHT STAPLES.—Revised quotations are now ruling on sash fasts and sash hangers. The No. 1719 sash fast is selling at \$2.00 dozen pairs and the No. 1717 sash hanger at \$1.40 dozen sets.

Wrought staples have also joined the list of articles to go up, selling prices now established ranging as follows: No. 155 x 1-inch, 65c; 1½-inch, 65c; 1½-inch, 70c; 1¾-inch, 85c; 2-inch, 95c; 2½-inch, \$1.30; 3-inch, \$1.75; 3½-inch, \$2.00; 4-inch, \$2.95 per gross.

Stoves Very Firm; Enamelware Very Strong

Toronto.

STOVES, ENAMELWARE.—The situation in regard to stoves is one of decided firmness, and the outlook for future supplies grows more acute. One manufacturer reports a further curtailment of the styles they are turning out and orders are not being accepted on a guaranteed delivery basis. Future orders are not being solicited owing to the possibility that required quantities of iron and steel will not be forthcoming.

The market on enamelware is one of increasing strength and uncertainty. Manufacturers find it almost daily a harder task to secure necessary materials. War work is decidedly to the fore and commercial demands are receiving no consideration in Government plans. The outlook for fall business is very good and orders will be taken care of quite satisfactorily, it is estimated, but the new year holds out little promise of better conditions. Higher prices are a possibility.

Oils, Gasoline Sell Freely; Prices Firm

Toronto.

OILS, GASOLINE.—The demand continues heavy for both oils and gasoline, orders being handled promptly as no shortage is reported. Prices on gasoline have remained firm and unchanged at 33c per gallon. Coal oil remains at unchanged prices, ranging from 18c to 21c per gallon.

Good Demand for Nails; Wire Firm

Toronto.

NAILS, WIRE.—A very good demand for nails is manifest and prices have held at unchanged figures for the week. Quotations ruling show a decidedly firm undertone, the wire selling at \$5.30 and the cut at \$5.65 per 100 pounds base. Supplies are considered ample for present demands.

Little New to Report In Cordage Outlook

Toronto.

ROPE, TWINE.—There is really little new to report in the cordage outlook at present. The War Industries Board in the United States has fixed the maximum price for hemp and from the basis established quotations on other grades may be expected to follow soon. The statement issued by the Board is in part as follows: As the Government consumes nearly all manila rope manufactured in this country, the Government will pay a price for rope based on the maximum price fixed for hemp, and the War Trade Board will restrict export licenses to foreign countries to hemp purchased at maximum fixed prices.

The section of the price-fixing committee expires August 31, before which time the whole matter will be thoroughly considered in consultation with Gov. Gen. Harrison and the importers and manufacturers, with a view to stabilizing and protecting the future interests of the Filipinos.

If any sales are made below said maximum price, such sales will largely determine future action of the price-fixing committee.

Quotations locally remain at the following figures: Pure manila, 39c per pound base; British manila, 33c; and sisal at 27½c.

Practically no hemp twines are available and jutes are also very scarce. Prices are very firm but are unchanged.

Iron and Steel Bars Firm and Unchanged

Toronto.

IRON AND STEEL.—There has been no change in iron and steel bars during the week, sales remaining steady while prices have held firm with a strong undertone noticeable.

TORONTO—		Per 100 lbs.	
Common bar iron	.....	\$	5 25
Common bar steel	.....		5 50
Refined iron	.....		5 65
Angle base	.....		5 75
Horseshoe iron	.....		5 50
Tire steel	.....		5 70
Mild steel	.....		5 50
Norway iron	.....	11 00	13 00
Toe caulk steel	.....		6 25
Sleigh shoe steel	.....		5 50
Band steel, No. 10	.....		5 75
Do., No. 12	.....		6 00
Spring steel	.....	9 50	11 50
Mining drill steel	.....	19 00	30 00
Sheet cast steel	.....	0 42	0 45
Tool steel	.....	0 20	0 42

Sheets Grow Scarcer; Prices Unchanged

Toronto.

SHEETS, PLATES.—Stocks of sheets

are becoming badly depleted under stress of fairly heavy demands with few supplies coming through to replenish. Manufacturers on war work are absorbing the bulk of sheets and plates now moving; as a matter of fact, most mills are only accepting orders from jobbers who state that consumption will be limited to war requirements, so that the outlook commercially looks dark indeed. Prices have remained unchanged on the following basis of quotations:

BLACK SHEETS—		Per 100 lbs.	
10 gauge	.....	10 00	\$12 00
12 gauge	.....	10 10	10 00
14 gauge	.....	7 45	7 90
16 gauge	.....	7 50	8 00
18-20 gauge	.....	7 80	7 55
22-24 gauge	.....	7 85	7 60
26 gauge	.....	7 90	7 65
28 gauge	.....	8 00	7 75
3/16-inch plate	.....	10 10	10 25
¼-inch boiler plate	.....	.....	10 00
GALVANIZED SHEETS—			
10½ oz.	.....	9 50	9 75
U.S. 28	.....	9 20	9 45
U.S. 26	.....	8 90	9 15
22 and 24	.....	8 75	9 00
18 and 20	.....	8 60	8 85
16	.....	8 45	8 70
14	.....	8 35	8 60

Corrugated Sheets Firm; Trough, Pipe Steady

Toronto.

CORRUGATED SHEETS, EAVE-TROUGH.—A fair volume of business is reported for some lines of building materials, though the harvesting of the crop, now starting, will effect a curtailment of sales for probably a month or six weeks. The difficulty in securing sheets is being reflected in supplies of corrugated sheets, eavetrough, and conductor pipe which while ample for present needs present rather a black outlook. Corrugated sheets are unchanged at prices shown herewith. Prices on eavetrough and conductor pipe appear in current market quotations.

TORONTO—		Per 100 Sq. Feet	
Corrugated Sheets—		Gal'zed	Painted
No. 28 gauge	.....	\$ 9 00	\$ 7 50
No. 26 gauge	.....	10 00	8 50
No. 24 gauge	.....	15 00	11 25
No. 22 gauge	.....	18 00	14 00
No. 20 gauge	.....	21 00	17 50
No. 18 gauge	.....	27 00	21 00

Discount, 7½ per cent.

No Change in Wrot. Iron Pipe; Boiler Tubes

Toronto.

WROUGHT IRON PIPE, BOILER TUBES.—No change over conditions outlined during the past couple of weeks has occurred in wrought iron pipe. Supplies are growing lighter while prices are unchanged as shown in current market quotations.

Boiler tubes are being quoted at figures shown herewith. There is no change whatever in the situation.

Boiler Tubes—		Cold Drawn		Lapweld	
		\$		\$	
1 inch	.....	36 00			
1¼ inch	.....	40 00			
1½ inch	.....	43 00		36 00	
1¾ inch	.....	43 00		36 00	
2 inch	.....	50 00		36 00	
2¼ inch	.....	53 00		38 50	
2½ inch	.....	55 00		42 00	
3 inch	.....	64 00		50 00	
3¼ inch	.....			58 00	
3½ inch	.....	77 00		60 00	
4 inch	.....	90 00		75 00	

Solder Is Unchanged; Lead Products Steady

Toronto.

LEAD AND ZINC PRODUCTS.—Solder continues along same lines as noted in recent issues. The market is firm, lead and tin both being high, but no price revisions have occurred during the week.

Manufactured lead products are steady with some movement to the trade and supplies considered ample. Prices range as follows:

Lead pipe, lb.	0 15	....
Lead waste pipe, lb.	0 16	....
Lead traps and bends	Net list	
Lead wool, lb.	0 15½	0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 13¼	0 13
Lead sheets, 4 to 8 lbs. sq. ft.	0 12½	0 13
Cut sheets, ¾c lb. extra, and cut sheets to size, Solder, guaranteed, lb.	0 60	
Solder, strictly, lb.	0 55½	0 68½
Solder, commercial, lb.	0 51	0 52
Solder, wiping, lb.		0 55
Solder, wire, lb.	0 70	0 80
Zinc sheets, per lb.		0 26

Prices Steadily Held For Old Materials

Toronto.

OLD MATERIALS.—Prices are steady and the market generally is at a standstill under influence of light demand and a semi-control over operations by the Government.

Tea lead	\$0 05¼	....
Heavy lead pipe	0 07½	0 07¾
Yellow brass	0 12	0 13
Red brass		0 21
Light brass		0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 21½	0 22
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics		0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....
Per gross ton.		
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues		12 00
No. 1 busheling	16 00	17 00
No. 2 busheling		12 00
Country mixed scrap		16 00

LONDON MARKETS

LONDON, Aug. 1.—Prices continue very firm and advances have been made on several important lines including Stanley tools, auto chains, logging chains, coil chains, handles, trowels, hawks and oil stoves, and heaters.

Business here shows considerable strength for this season of the year. The sale for oil stoves, Paris green, harvest tools, electric fans and other summer lines continues good. Many travellers and clerks are now enjoying vacations. Collections are good.

Trowels and Hawks Under Revision Upward

London.

TROWELS, HAWKS.—New prices and higher prices have been issued on Marshalltown trowels and aluminum hawks, the first change to be recorded in these lines for some months. Increased scarcity of material along with higher manufacturing costs are factors contributing to this change. The plastering trowels 11, 11½ and 12 inch are now

Metals Generally Quiet; Lead Firm, Spelter Weak

Toronto.

INGOT METALS.—Little of great interest has marked the metal markets during the week. Tin remains scarce at unchanged quotations. Lead is holding firm, while spelter reveals a weaker tendency. Copper remains scarce while antimony is selling fairly freely.

COPPER.—It is estimated 90 per cent. of production is being used on war work and that whereas production has shown some falling off, there is sufficient to meet Government needs. Quotations locally are firm at 30c-32c per pound with supplies rather light.

TIN.—No new developments of particular interest are reported. Prices are unchanged at \$1.15 to \$1.50 per pound with supplies scarce. Primary points report a quiet market.

SPELTER.—A much easier feeling has developed owing to lack of buying support and primary points report a decline of several points. This has not been reflected here yet, quotations remaining around 10½c per pound.

LEAD.—Limited quantities are being offered for sale and the market shows continued firmness. Prices are unchanged now at 10½ to 11c per pound.

ALUMINUM.—The quotation of 50c per pound is unchanged and conditions surrounding market unchanged.

ANTIMONY.—A fair demand is in evidence while quotations remain steady at 18c to 21c per pound.

PIG IRON.—Government supervision of iron output grows more rigid and commercially there might be said to be no such thing as pig iron. War work is absorbing supplies and looking for more so domestic requirements have little chance of being met.

Lanterns Being Shipped; X-Cut Saw Handles Selling

London.

LANTERNS, X-CUT SAW HANDLES.—Jobbers are already working on shipments of booked orders of lanterns for Fall. Stocks have arrived from the manufacturers and will soon be on their way again to the retailer. Prices remain unchanged for the long and short globe patterns, viz: \$12.50 dozen. No shortage is reported nor expected this coming season.

Bookings are being solicited on X-cut saw handles for Fall delivery and a very good response being met. The prices orders are being accepted at are: No. 4, \$4.05; No. 6, \$4.05; No. 6½, \$4.05; No. 5, \$7.20; No. 3, \$5.30 dozen pairs. Lion one-man 45c each.

Planes, Levels Again Increase in Price

London.

PLANES, LEVELS.—Revisions in Stanley planes and levels have been made, the new prices named representing advances of from 10 to 15 per cent. Present quotations on some of the better sellers in each line follow:

Planes—No. 3, \$3.30 each; No. 4, \$3.60; No. 4½, \$4.10; No. 5, \$4.10; No. 5½, \$4.65; No. 6, \$6; No. 7, \$7.20; No. 9½, \$1.70; No. 9¾, \$2.10; No. 16, \$1.90; No. 17, \$2.10; No. 18, \$2.10; No. 26, \$2.45; No. 27, \$2.75; No. 28, \$3.10; No. 35, \$2.75; No. 36, \$3.10; No. 45, \$12.60; No. 46, \$8.90; No. 55, \$24.95; No. 100, 40c; No. 101, 32c; No. 102, 60c; No. 103, 87c; No. 110, 85c; No. 120, \$1.20; No. 130, \$1.25; No. 140, \$2.20; No. 220, \$1.25; No. 603, \$3.70; No. 604, \$4; No. 605; \$4.60; No. 606, \$5.85

Levels—No. 00, \$10.35 dozen; No. 0, \$11.50; No. 3, \$20.25; No. 5, \$26.55; No. 10, \$34.20; No. 103, \$7.25; No. 104, \$7.80.

Rules, Braces, Vises Are Other Lines Affected

London.

RULES, BRACES, VISES.—Other Stanley goods which have been revised and on which new prices are now ruling are rules, braces and vises. The scale of quotations range as follows:

Rules—No. 51, \$3.25 dozen; No. 52, \$7.05; No. 53, \$4.40; No. 54, \$8.50; No. 61, \$2.40; No. 66½, \$5.85; No. 66¾, \$14.75; No. 68, \$2.20; No. 70, \$3.90; No. 84, \$6.10.

Braces—No. 966 x 10, \$9.45 dozen; No. 965 x 10, \$22.80; No. 946 x 10, \$16.90; No. 945 x 10, \$26.65; No. 921 x 10, \$43.90; No. 921 x 12, \$45.20; No. 915 x 10, \$31.20; No. 915 x 12, \$32.16.

Vises—No. 741, \$1.15 each; No. 742, \$1.40; No. 743, \$1.65; No. 744, \$2; No. 745, \$2.30; No. 746, \$3.60; No. 761, \$1.45; No. 763, \$2.05; No. 772, \$1.70 each; assortment No. 12, \$22.70.

New Discounts Rule On Various Handles

London.

HANDLES.—A decided advance is provided for in new discounts named on the various types of handles listed below. Scarcity of materials along with difficulty in securing what there is, added to continually mounting manufacturing costs are considered factors in these new prices. Present selling basis is as follows: All hickory handles, net list. Fork, hoe and rake handles 20%. Shovel and manure fork handles 20%. Other handles 10%. Team and carriage goods such as neck yokes, singletrees and doubletrees 10%. Pike poles (ash or maple) 10%.

Auto Chains Higher; Tire Tape; Stove Pipe Wire Up

London.

AUTO CHAINS, TIRE TAPE, STOVE PIPE WIRE.—New lists have been issued on Rid-o-Skid and Weed chains which provide for advances in these two lines. The discount from list is 25 per cent.

Tire tape is again on the upward trend, revised prices issued being at higher levels than those formerly ruling. New quotations for 1 oz. and 2 oz. rolls are 60c and ¼ lb. and ½ lb. rolls 55c per pound.

Stove pipe wire is up 50c per 100

pounds in new prices of \$9.00 for No. 18 and \$9.50 for No. 19; small lots of either size being invoiced at 10c per pound.

Wire Nails Steady; Rope is Unchanged

London.

WIRE NAILS, ROPE.—There is a steady though firm tone to the nail situation and quotations during the week have held at unchanged figures, the wire selling at \$5.30 and cut at \$5.60 per 100 pounds base.

Rope is moving rather slowly and no change in prices has occurred, quotations being on the following basis: Pure manila, 9c; British manila 33c; New Zealand hemp 33c; sisal 27½c per pound.

Coil Chain, Logging and Loading Chains Go Up

London.

COIL, LOGGING, LOADING CHAIN.—New prices have been named on electric weld coil chain which represents advances over former figures. The present basis of quotations is for 3/16 inch, 18¼c; ¼ inch, 15¼c; 5/16 inch 13c; ¾ inch, 12c per pound.

Loading chains 9/23 inch at 17c pound has also gone higher, while the new quotations ruling on made up logging chains with hook and swivel are as follows: 5/16 inch, 15c; ¾ inch, 13¼c; 7/16 inch, 13½c per pound.

WINNIPEG MARKETS

WINNIPEG, Aug. 1.—Advances for the week are again numerous and include many of the staple hardware lines, among which are the following: Wrought iron pipe, leather belting, blow torches, fire pots, Stillson pipe wrenches, Perfect Handle nut wrenches, pump leathers, solid box vises, Penberthy oil and grease cups, and Yale door checks and night latches. Business for the past week is reported as fairly quiet owing to the strike of the Post Office employees which has resulted in practically all mail being held up. However, a big rush is looked for as soon as the strike is settled.

5 to 10% Advance in Door Checks, Night Latches

Winnipeg.

DOOR CHECKS, NIGHT LATCHES.—New prices are just to hand covering further changes in some of the Yale products and include checks and night latches which register a further advance of from 5 to 10 per cent. To-day's ruling prices as follow: Door checks, No. 12 \$6.00; No. 13 \$7.10; No. 14 \$8.50; No. 15 \$14.20 each. Night latches, No. 42 \$33.55; No. 042 \$31.25; No. 44 \$38.25; No. 26 \$6.50; No. 34 \$24.25 dozen.

Leather Belting Moves Up Fifteen Per Cent.

Winnipeg.

LEATHER BELTING. — Increased

Mops Advance; Change in Oil Stoves and Heaters

London.

MOPS, OIL STOVES, HEATERS.—Revisions have been effected on quotations applying to self-wringing mops which now sell at a new price of \$4.75 dozen complete, while the cloths for same are quoted at \$3.00 dozen.

A slight readjustment in quotations on Hot Blast oil stoves and oil heaters has been made, the new price on the oil stoves being \$14.04 per dozen and on the oil heaters \$28.08 per dozen.

Linseed Oil Unchanged; Turpentine Steady

London.

LINSEED OIL, TURPENTINE. — There has been no change made in quotations on linseed oil during the week and conditions are about the same as have been prevailing for some little time past. Quotations are being made as follows:

	Raw	Boiled
1 to 2 bbls.,	\$2.17	\$2.20 per gallon
3 to 5 bbls.,	\$2.16	\$2.19 per gallon
6 to 9 bbls.,	\$2.14	\$2.17 per gallon
Less bbl. lots add 10c gal.		

Turpentine has also held steady at quotations given below with conditions unchanged, 1 bbl. lots \$1.01 per imp. gal.; 2 to 4 bbl. lots \$1.00 per imp. gal.; 5 gal. lots \$1.11 per imp. gal.

manufacturing costs and heavy demands for leather products is reflected this week in the price of belting which moves up approximately 15 per cent. Prices quoted to-day are as follows: Agricultural or No. 1 37½ per cent.; Standard 30 per cent., and Extra 25 per cent. off list.

Five Per Cent. Advance in Blow Torches, Fire Pots

Winnipeg.

BLOW TORCHES, FIRE POTS.—New prices have just been issued on Clayton and Lambert fire pots and torches covering increased production costs. These show advances of approximately 5 per cent. over former quotations. To-day's market prices on a few of the more familiar lines are as follows: Blow torches No. 38 \$8.90; No. 32 \$9.90; fire pots, No. 71 \$16.80; No. 72 \$15.35 each.

Wrot Iron Pipe Advances; Demand Fair

Winnipeg.

WROUGHT IRON PIPE.—Due to the scarcity of raw materials together with advanced freight rates new prices have been issued covering wrought iron pipe which become effective at once. The demand on all sizes is reported as favorable, while stocks are somewhat broken. Prices ruling to-day are given below:

		Per 100 ft.	
		Black	Galvanized
¼ inch	.....	\$ 6 25	\$ 8 53
⅜ inch	.....	6 30	8 66
½ inch	.....	8 25	9 80
¾ inch	.....	10 20	12 60
1 inch	.....	15 00	18 75
1 ¼ inch	.....	20 50	25 30
1 ½ inch	.....	24 50	30 00
2 inch	.....	32 75	40 50
2 ½ inch	.....	52 50	64 70
3 inch	.....	68 70	85 00
3 ½ inch	.....	86 85	.....
4 inch	.....	103 00	.....
4 ½ inch	.....	118 50	.....
5 inch	.....	138 00	.....
6 inch	.....	179 00	.....

Pipe and Nut Wrenches Reach Higher Levels

Winnipeg.

PIPE AND NUT WRENCHES.—Prices on Stillson pipe wrenches and Perfect Handle nut wrenches which have been holding firm for some time past, show a further increase during the week while all other lines remain unchanged. A general revision in prices in the near future would not be surprising as material of all kinds becomes harder to procure. New prices now ruling on the above lines are as follows:

Stillson Pipe Wrenches.—6 in., \$1.10; 8 in., \$1.25; 10 in., \$1.40; 14 in., \$1.95; 18 in., \$2.75; 24 in., \$4; 36 in., \$7.45 each.
Extra Jaws—6 in., 45c; 8 in., 48c; 10 in., 50c; 14 in., 70c; 18 in., \$1.05; 24 in., \$1.40; 36 in., \$2.65 each.
Extra Nuts—6 in., 7c; 8 in., 9c; 10 in., 12c; 14 in., 18c; 18 in., 21c; 24 in., 33c.
Extra Frames—6 in., 23c; 8 in., 25c; 10 in., 30c; 14 in., 36c; 18 in., 45c; 24 in., 58c; 36 in., \$1.05 each.
Perfect Handle Nut Wrenches—No. 615 x 6 in., \$15 dozen; 8 in., \$18; 10 in., \$21; 12 in., \$27; 15 in., \$36; 18 in., \$48.

Pump Leathers Register Advance in Price

Winnipeg.

PUMP LEATHERS.—Prices on all lines of pump leathers which have held firm for the past year again move up in price, due it is said to the scarcity of raw materials. Quotations to-day are being made at the following figures: Cup leathers, 1 in. 65c; 1½ in. 70c; 2 in. \$1.00; 2½ in. \$1.35; 3 in. \$1.80; 3½ in. \$2.30; 4 in. \$2.75 per dozen. Valve leathers, 2 in. 80c; 2½ in. \$1.00; 3 in. \$1.25; 3½ in. \$1.50; 4 in. \$1.85 per dozen. Tank pump leathers, 5 in. \$4.50 per doz.

Heavy Advance Made In Box or Leg Vises

Winnipeg.

BOX OR LEG VISES.—During the week prices have again advanced on solid box or leg vises due to shortage of stocks and present high markets for raw material. The advance represents an increase of between 10 to 20 per cent. according to size, making to-day's market price range as follows: 35-lb. \$13.75 each; 40-lb. \$14.25 each; 50-lb. \$15.75 each; 60 to 80-lb. 30c per pound.

Oil Cups, Grease Cups, Lubricators Go Upward

Winnipeg.

OIL CUPS, GREASE CUPS, LUBRICATORS.—The following revisions are just to hand covering further lines of goods manufactured by the Penberthy

Injector Co. New prices are coming through as new costs are figured on their products and advances have been made in the following lines:

Oil Cups, "Safety"—No. 400, \$1.38 each; No. 401, \$1.62; No. 402, \$1.85; No. 403, \$2.31; No. 404, \$2.78.

"Salute"—No. 551, \$1.22 each; No. 552, \$1.32; No. 553, \$1.40; No. 557, \$3.45.

"Sancho"—No. 601, \$1 each; No. 602, \$1.20; No. 603, \$1.40.

Grease Cups, "Samson"—No. 801, \$1.02 each; No. 832, \$1.36; No. 803, \$1.55; No. 804, \$1.70.

"Saturn"—No. 950, 30c. each; No. 951, 42c; No. 952, 52c; No. 953, 70c; No. 951F, 45c; No. 952F, 58c; No. 953F, 75c.

Plain Engine Lubricators—No. 3, \$3.15 each; No. 5, \$3.80 each.

Water Gauge Cocks—No. 301 x $\frac{3}{8}$ in., 61c; $\frac{1}{2}$ in., 64c; $\frac{3}{4}$ in., 81c each.

Water Gauge Cocks—Northwest, $\frac{3}{4}$ in., \$1.35 each.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Aug. 1.—There has been considerable discussion in steel trade circles the past week of the War Industries Board's general statement, mentioned in this correspondence a week ago, that the war requirements in finished steel for the second half of the year are fully 20,000,000 net tons, while the prospect, based on past performance, is for an output of 16,500,000 tons. The trade does not doubt that there are items which make up a total of 20,000,000 tons or more, but in some quarters there are doubts whether the consuming activities can actually utilize the amount of steel they are calling for, by the end of the current year. The time element, they insist, is precisely as important as the tonnage element. Particular attention is being directed to the fact that while as to the direct war activities the War Industries Board has its records of orders placed and its schedules of orders to be placed, in the case of the commercial industries that are given preference and should be supplied with steel it can have no information of corresponding character, but must depend upon estimates. If the direct war activities, involving the steel the Government itself buys, were to count up 20,000,000 tons, then there would be no use in including the "more essential" commercial activities in the preference list, for that would be an altogether empty honor. These essential commercial industries, including those engaged in the production and preparation of food, in the production of fuel and in the manufacture of clothing, together with the public utilities in general, are all expected to get steel, and more or less according as the supply stretches.

Nothing for Unessentials

One thing has been made quite clear, that there will be little if any steel for the "unessentials" or "less essentials," these terms being used more or less interchangeably. In the first place, the supply will not stretch through the preference list, involving Class C steel, and then into the miscellaneous or unessential demands, such steel being designated as Class D steel, when there is any. In the second place, these consuming industries

Linseed Oil Very Firm; Turpentine Unchanged

Winnipeg.

LINSEED OIL, TURPENTINE.—Although flax seed was quoted last week at \$4.74 bushel, probably the highest figure ever reached in the West, it has not as yet affected the price of linseed oil, which holds at \$2.30 gallon for raw and \$2.33 gallon for boiled. Reports from the south indicate a quieter tone on turpentine. Locally stocks are taking care of demand. Prices are unchanged and are ruling as follows: Barrels \$1.10 per gallon; $\frac{1}{2}$ barrels \$1.12 gallon; 5-gallon lots \$1.15 gallon; 1 gallon lots \$1.15 gallon, plus the usual extras for containers.

There are items of demand that in normal times would be very important, but the industries involved have almost completely effaced themselves, with the country on a war basis, partly voluntary and partly forced by influences.

The problem of steel distribution, therefore, is to make the steel last down through the preference list, not to have it extend beyond.

There being so little that can be done to improve the distribution of steel, attention is directed more to production. It is regarded as decidedly not feasible to build additional plants. That would require a great deal of time and consume labor, materials and transportation facilities. What is of more importance is to obtain maximum production with the plant equipment now available. The problem is largely one of labor supply and labor performance. It is remarkable that the iron and steel industry is in as good shape as it is, when it is recalled that ever since the fore part of 1915 there has been more or less of a "labor scare." It will be recalled that the industry reached an unprecedented low rate of operation towards the close of 1914. Then early in 1915 conditions began to pick up. As demand increased it was seriously contended that there would not be sufficient labor to operate the furnaces and mills at capacity, should demand arise such as to warrant full operation. Some labor had left the country on account of the war in Europe, and immigration was practically stopped, although prior to the war the net increase in population, due to the passenger movement, had been about 60,000 persons a month for two years. Throughout 1916, although operations at capacity had been reached, there were fresh scares. Then when the Government began drafting men to the colors the whole thing had to be gone through with over again.

Nevertheless the condition to-day is that the mills and furnaces are fairly well recruited with labor. There have been various offsets to the drain of labor, and nearly the whole of the offset can be traced to the wonderful work the Government has been doing, through various important activities. It created a Labor Policies Board which should devise means to secure the best performance. As a result of its deliberations the United States Employment Service is now being put into operation throughout the country. Employers engaged in war work and employing 100 men, are not permitted, after August 1, to recruit labor except through this one service. Its methods promise to be drastic, calling upon non-war industries to give up men. Then there are the conciliators of the Department of Labor, who seek to catch cases of industrial unrest, or strikes being fomented, in their incipency, and many a strike has been averted, or speedily settled, by the work of these conciliators, whose work is rarely heard of except locally. Then there is the National War Labor Board, of which former President William H. Taft is one of the two chairmen, which has jurisdiction over cases of particular importance and has been very successful.



CYRIL McMURTRY

Son of George A. McMurtry, hardware merchant, of St. Thomas, Ont. He worked in the business with his father in vacations and spare time. He is now serving his country in the capacity of wireless operator and has recently been engaged in the work of constructing wireless stations along the Eastern Coast.

but the compilers get nowhere. They start out, with a great flourish, by setting down "pleasure automobiles," not calling them "passenger automobiles" as the producers insist upon doing, but when they come to the next line and the lines following they have to leave them blank. The "preference list" is so comprehensive that there is scarcely anything left.

WEEKLY PAINT DEPARTMENT

Make Your Paint Talks Forceful

Well Posted Salesmen, by Presenting Value of Paints, Can Double Their Sales—
Attractive Window Displays Big Help in Getting Householders Interested—
Huge National Waste Can be Stopped by Painting Regularly

A CAMPAIGN with a view to educating the public, especially those living in small towns and in the country, to the enormous losses that can be prevented by using paint is worth the serious consideration of all retail merchants. The manufacturers are doing their part but it is not so certain that the retailers realize the importance of taking every opportunity to point out to customers the damage that is incurred by neglecting to use paint, not as often as they think they should put it on, but as often as their houses, barns, machinery or other property require it.

Because people do not see the processes of decay until very often the damage is done, they fail to consider that a little paint, applied at small expense in time would have saved them large bills later. The statement is made by unquestioned authorities that only 25 per cent. of the surfaces that should be painted are painted.

It is also pointed out that the losses due to decomposition brought about by weather and other conditions in buildings and materials is greater than the annual fire loss. If the average property owner realized this and also understood that this tremendous waste could be averted by the application regularly of small quantities of paint there is little doubt that he would not only undertake the work but do it gladly.

REALIZE ITS GREAT VALUE

All wise owners of good property take good care of it. Some of the biggest buyers of paints and varnishes are the government, the railways and the steamship companies. They realize, perhaps from their control of such large amounts of property just how rapidly it will deteriorate unless it is looked after. Painting is one of the simplest and surest means of conservation. There has been a decided tendency on the part of small property owners and farmers in the past year to put off painting, the principal excuse being the increased cost. If it were demonstrated to them forcibly enough that they are losing many times what they would pay for paint in the deterioration of their buildings and implements and that the increased cost on the small amount of paint they require is insignificant they should be

glad, in their own interests, to do the painting required.

One of the troubles with countless numbers of salesmen and with not a few retailers themselves is that they are not well enough posted on the goods they are handling to be able to explain their fullest value. This is especially true in the paint trade. If every salesman who is approached for information regarding paints had at his command the selling arguments that he should have, the sales of paint in Canada would be doubled and trebled.

Thousands of householders are obsessed with the idea that the spring is the only time to paint. There is absolutely no justification for this argument. Any time of the year is the time to paint. Many of the largest users of paint do the majority of the interior work during the winter. Many others paint continuously throughout the year. As far as the householder is concerned there is much painting that can be done advantageously during the summer. There is a great deal of interior work that can and should be done at any time. Many buyers, especially women, have the idea that if they are going to paint, the whole house must be turned upside down and the whole work done at once. A good salesman can logically prove that this is an entirely wrong view, that one room at a time can be renovated and the results obtained in the end be just as satisfactory without the whole household being inconvenienced.

ATTRACTIVE WINDOW DISPLAY

The window display is universally recognized as one of the most effective means for increasing sales in practically every line of business. Hardware dealers have found this to be a source of great profit. Many most attractive and striking displays can be arranged with paints which will prove great sales producers, especially if well posted salesmen handle the buyers who come in to make inquiries. With an attractive assortment of paints, brushes, etc., any dealer can make a window display that will put people in mind of their needs.

One point that should be emphasized in the display is that the paints are guaranteed to give the right kind of service and that there is a paint for every need.



A Double-Barreled Sales Argument that Sells this Boeckh Brush— “The Bristles Can’t Come Out”

Boeckh's Steel Grip Rubber Set Brushes are first **SET IN HARD RUBBER** and then bound firmly with **COMPRESSED STEEL FER-RULES**—a double-barreled argument that always clinches sales for Boeckh's.

Painters and workmen who have occasion to use a superior brush always ask for “Boeckh's Steel Grip Rubber Set.”

THE BOECKH COMPANY, LTD.,
TORONTO, CANADA



Moore's Varnishes and House Colors are Known Everywhere For Their Ability to Please

Moore's Varnishes are equally popular with their well-known House Colors and the famous Muresco.

You'll find them giving the usual Moore satisfaction and bringing repeated calls from your most exacting customer.

Spread the good news about Moore's Varnishes wherever opportunity offers. You'll reap your reward in bigger business.

BENJAMIN MOORE & COMPANY, LTD., WEST
TORONTO



WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Aug. 1.—It is now well known that paint and all materials, with probably not a single exception, are bound to rule high. To maintain the requisite stock of raw material has been a constant problem for the past few months, and increasing costs have had to be met. Linseed oil has firmed over the week end, and it will not be surprising to see an advance again, with \$2.25 prices outdistanced in the near future. The turpentine position is showing some improvement for shipments came to hand within the week, making the local situation much better. Prices still are high and may so continue, though a slight decline, due to the better supply and the small demand might come about. The position of rosin is a strong one as elsewhere referred to. Varnishes also are firm and may soon reach new high levels.

Oil Is Obtainable But Only At High Prices

Montreal.

LINSEED OIL.—The price of flaxseed has reached levels that make a new high record. July was quoted at \$4.58 on Tuesday of this week and it is very probable that this will be eclipsed. As a consequence of the small seed offerings prices for oil are bound to rule high. As it is there has not been an excessive demand for oil lately and the increased prices will be unlikely to invite more trading than actual needs warrant from among the users. Some are not making any bid for business and have temporarily withdrawn prices. Others are quoting for small lots at \$2.10 for raw in single barrels, but the average prices asked are nearer \$2.20. It is not improbable that \$2.25 will be considered a minimum price in the immediate future if conditions are not changed for the better, and there is not a single tendency pointing to a downward revision. It is just possible that the small compass of business will have the good effect of curtailing the speculative element, for if there be few buyers of seed at the high rates there is less likelihood of prices soaring unreasonably.

	Raw	Boiled
Linseed Oil	Imp. gal.	Imp. gal.
1 to 4 barrels	2 10-2 22	2 12½-2 25

Some Relief Noted In Turpentine Situation

Montreal.

TURPENTINE.—One of the largest

importers of turpentine informed **HARDWARE AND METAL** this week that there was really a better outlook for turpentine than there had been for some time. There is not the desired relief yet, but for the last ten days supplies received have been ample to make the position very much better. Those requiring the product may now get some, whereas a couple of weeks back this was almost impossible. With production curtailed in the south transportation difficult and freights high, turpentine prices are bound to rule high, although there may be some small readjustments from week to week. The primary market is

VARNISHES WILL BE HIGH

Due to the new high prices for raw materials, higher prices for containers, labor scarcity and higher wages, the price of all kinds of varnish will, it is intimated, soon advance. In speaking this week with one of the large houses specializing altogether in the manufacture of this line, **HARDWARE AND METAL** was informed that changes would soon be made. These matters are now being gone into fully and the new schedules will be prepared and prices announced at an early date. The probable advances are not available at this time but increases will be considerable when made.

slightly weaker and trading is reported light there although production is not heavy.

Turpentine—	Per Imp. Gal.
1 to 4 barrels	0 96 1 00
5 barrels and over	.....
Small quantities	1 03 1 07

With Linseed Oil High Putty Markets Firmer

Montreal.

PUTTY.—While the demand for putty at the present time is not a heavy one the position attained in the way of price is characterized by a decidedly firm undertone. If oil continues on its present basis there is every reason to anticipate a revision of price being arrived at here. Tendencies have been firm for some weeks, and while quotations are unchanged an advance would not come as much of a surprise. Prices here are as follows, according to the quantity bought.

	Per 100 lbs.	Less
Standard Putty—	5 ton	1 ton
Bulk, in barrels	\$4.00	\$4.15
Do., ½ barrels	4.15	4.30
Do., 100 lb.	4.85	5.00
		5.20

Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.70

Pure linseed oil putty, \$2.00 per 100 lb. advance on above prices.

Glaziers' putty—\$1.60 per 100 lb. advance on above prices.

Terms: 2%, 15 days, net 60.

Much Firmness Feature For White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—While there is not a great volume of business at present the market is holding firm. It is arranged that the booking date on present basis of prices shall be extended to September 1—this being a month's extension, as the previous arrangement expired on August 1. Tendencies are firm, pig lead ruling strong and linseed oil being so high. On the basis of five-ton lots the price of standard lead is \$16.50 per 100 pounds; ton lots \$17, and smaller quantities \$17.35.

Mixed Paint Sales Have Held Up Well

Montreal.

MIXED PAINTS.—Sales of mixed paints for 1918 have been very well maintained. In some instances the reports indicate that even more business was secured than had been thought possible in the early part of the season, and this activity indicates quite clearly that the retail trade has been after business energetically. It is now the time when paint men expect a certain spell of quiet. Orders come through for various lines and for specialties so that there is altogether a fairly satisfactory business now. Prices are firm and shipments on the present basis of prices must be made promptly, and in any case not beyond October 1.

Rosin Prices Advanced 55% Since Beginning 1918

Montreal.

ROSIN.—Due to the increasing output of rosin resulting from a curtailment of labor, the price of rosin has advanced materially. As a matter of fact the figured out advance has totalled about 55 per cent. over the costs in December, 1917. The draft for men took a great many of those working in the production of this line. Others were drafted into shipbuilding. One of the largest importers in Canada informs **HARDWARE AND METAL** that the situation has developed fast of late and that tendencies

SUMMER SALES

RAMSAY'S

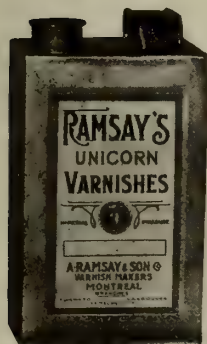
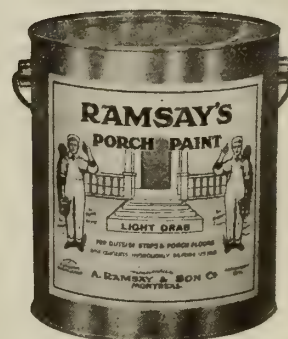


RAMSAY'S



These Lines
Will
Keep Your

Paint Department
Alive
During the
Summer



THE RIGHT PAINT TO PAINT RIGHT

A. Ramsay and Son Company

Makers of Paints and Varnishes since 1842

TORONTO

MONTREAL

VANCOUVER

If interested, tear out this page and place with letters to be answered.

are firm. Of much importance as bearing on the matter the scarcity of shipping and advancing freight rates are also important factors. The tendencies are very firm. Full casks of "F" are selling at \$13.25 and "G" at \$13.50 to \$13.75.

TORONTO

TORONTO, Aug. 1.—Advanced prices on linseed oil are expected to materialize within the next few days, dealers intimating that present basis of quotations is at least 5c too low. Stocks of turpentine are in very fair shape and all demands are being taken care of quite satisfactorily. A slight decline at primary points has been made but this is not yet reflected here. An advance of 50c in prices on white lead is expected to materialize almost immediately.

Higher Prices Looked For In Linseed Oil

Toronto.
LINSEED OIL.—That higher prices on linseed oil may be expected within a few days is the consensus of opinion voiced in the trade to-day. Steadily mounting cost of seed is the principal contributing factor though it is thought new freight rates may also have a slight bearing on the situation. At present high prices of seed there is little to encourage any speculative element and the problem facing the crushers is whether sufficient seed will be available to carry the trade through until new crop is ready. The demand for oil is fair with supplies none too heavy in any source. Some have withdrawn prices altogether nominally on following basis with a 5c advance at least under serious consideration.

	Raw	Boiled
	Imp. gal.	Imp. gal.
1 to 2 bbl's.	2 17-2 20	2 20-2 23
3 to 5 bbl's.	2 16-2 19	2 19-2 27
6 to 9 bbl's.	2 14-2 17	2 17-2 20

Less than barrel lots 10c per gallon higher than single barrel prices.

Turpentine Unchanged; Fair Supply Available

Toronto.
TURPENTINE.—Locally no change in prices ruling on turpentine have been made. At primary points a further easing off in quotations is reported but this is not yet considered sufficient to be reflected here. This is attributed to a dropping off in the demand and that even a lower scale of prices may be reached is thought possible. Receipts in Canada are by no means up to normal and stocks not what they should be though no real hardship is being experienced, all demands being met with reasonable promptness. Transportation continues an unsatisfactory element in getting supplies through. Prices to-day follow:

1 barrel (barrel included)	Imp. gal.
2 to 4 barrels (barrel included)....	1 00-1 01
5 gallon lots	99-1 00
1 barrel (barrel \$5.00 extra)	1 11
	0 92

Mixed Paints Hold At New Figures

Toronto.
MIXED PAINT.—Revised prices on mixed paints are now generally effective and as yet no curtailment of the demand (more than seasonable slackening) is apparent. Business on paints has been very satisfactory during the spring and summer months, manufacturers and jobbers report. The present scale of prices is shown in current market quotations.

Advance In White Lead In Oil Looked For

Toronto.
WHITE LEAD IN OIL.—An advance of 50c per 100 pounds in prices applying on white lead in oil is reported in some quarters while others expect action along these lines almost any time. The time for booking orders which expired August 1 has been extended to September 1 by some manufacturers, which is interpreted as meaning present basis will be held for another 30 days. High price of linseed oil and firm tone of lead are considered factors to bring about a general advance along the lines mentioned above.

Putty Is Steady; Glass Outlook Doubtful

Toronto.
PUTTY, GLASS.—The market on putty holds steadily with firm tendencies noticeable. No change is recorded during the week, bulk in barrels selling at \$4.70 per 100 pounds and 25 pounds and 100 pounds irons being quoted at \$5.55.

The labor situation is such in the United States that a withdrawal or at least a curtailment of production of non-essential industries seems imminent. Window glass has been classed as a non-essential and in spite of a curtailment of 50 per cent. in production this year indications point to even greater restrictions in the near future. Manufacturers and importers face a period of decided uncertainty with tendencies leaning towards a continued lessening of output. Further details are given elsewhere in a special article in this issue.

Brushes Seem Likely To Advance Materially

Toronto.
BRUSHES.—There is every indication that a sharp advance in brushes will be put into effect almost immediately. Manufacturers intimate that heavy advances in bristles have occurred which with high prices of other materials make this change necessary. Some manufacturers have already put through temporary advances ranging from 10 to

20 per cent and it is thought when new costs have been properly figured out that the total increase may amount to 20 or even 30 per cent. Sales so far this year have been very satisfactory.

QUEBEC FAIR DATES

List of agricultural exhibitions to be held under the auspices of the Department of Agriculture of the Province of Quebec for the season 1918:

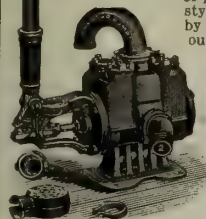
County	Town	Date
ARGENTEUIL.....	Lachute	Sept. 18-20
ARTHABASCA.....	Victoriaville	Sept. 18
BAGOT.....	St. Liboire	Sept. 25-26
BEAUCHE-A.....	Beauceville	Sept. 25-26
BEAUXHARNOIS.....	St. Le. de Gonzague	Sept. 25
BERTHIER.....	Berthierville	Sept. 18-19
BONAVENTURE-A.....	Port Daniel-Shigawake & N. C.	Oct. 8-10
BROME.....	Brome	Sept. 8-5
CHAMBLY.....	St. Brune	Sept. 11
CHAMPLAIN.....	St. Stanislas	Sept. 19
CHARLEVOIX-A.....	Malbaie	
CHATEAUGUAY.....	Ste. Martine	Sept. 10
COMPTON-2.....	Scotstown	Sept. 11-12
D. MONTAGNES.....	Ste. Scholastique	Sept. 24-26
DRUMMOND.....	L'Avenir	Sept. 18-19
GASPE-A-1.....	Cape Cove	Oct. 29
HOCHELAGA.....	St. Leonard de P. Maurice	Sept.
HUNTINGDON-A.....	Huntingdon	Sept. 12-13
HUNTINGDON-B.....	Havelock	Sept. 17
GASPE-A-2.....	Baracheis	
IBERVILLE.....	St. Alexandre	Sept. 10-11
J. CARTIER.....	Strathmore	Sept. 11
JOLIETTE-A.....	Joliette	Sept. 24
JOLIETTE-B.....	St. Jean de Matha	Sept. 17
LAC ST. JEAN-A.....	Hebertville Stat.	Sept. 17
LAPRAIRIE.....	Laprairie	Sept. 4
L'ASSOMPTION.....	L'Assomption	Oct. 3
LAVAL.....	Ste. Rose	Sept. 11
LEVIS.....	St. David	Sept. 19
L'ISLET.....	St. Jean Port Joli	Sept. 25-26
MEGANTIC-A.....	Inverness	Sept. 25-26
MEGANTIC-B.....	Plessisville	Sept. 26
MISSISQUOI.....	Bedford	Aug. 27-29
MONTCALM.....	Ste. Julienne	Sept. 19
MONTMAGNY.....	Montmagny	
MONTMORENCY-A.....	Riviere aux Chiens	Oct. 2
MONTMORENCY-B.....	Ste. Hamille, I.O.	Sept. 25
NAPIERVILLE.....	St. Edouard	Sept. 5
PONTIAC-A.....	Shawville	Sept. 16-18
PONTIAC-B.....	Chapeau	Sept. 23-25
PORTNEUF-A.....	Pont Rouge	Sept. 19
PORTNEUF-B.....	St. Casimir	Sept. 24
QUEBEC.....	Quebec	
RICHELIEU.....	Ste. Victoire	Sept. 17
RICHMOND.....	Richmond	Sept. 11-12
ROUVILLE.....	Rougemont	Sept. 12
SHEFFORD.....	Waterloo	Sept. 17-18
SOULANGES.....	Pont Chateau	Sept. 17
STANSTEAD.....	Ayer's Cliff	Sept. 3-5
ST. HYACINTHE.....	St. Hyacinthe	Sept. 10
ST. JEAN.....	St. Jean	Sept. 17
ST. MAURICE.....	St. Barnabe	Sept. 19
TEMISCOUATA.....	Fraserville	
TERREBONNE.....	St. Jerome	Sept. 12
T. RIVIERES.....	T. Rivieres	Sept. 25
VAUDREUIL.....	St. Lazare	Sept. 19
VERCHERES.....	Ste. Theodosie	Sept. 19
WOLFE-1.....	Marbleton	Sept. 18
WOLFE-2.....	Ham-Nord	Sept. 17
WRIGHT.....	Aylmer	Sept. 17-18
YAMASKA.....	St. Frs. du Lac	Sept. 11

Provincial exhibitions are held at Quebec August 29-September 7. Sherbrooke August 26-31. Three Rivers. August 19 to 24; Valleyfield, August 16-21.

JOINT PICNIC HELD

The annual joint picnic of the Canada Steel Goods Co. and the Stanley Steel Co., held at Grimsby Beach, was a most successful outing in every way. The trip was made by water on the chartered steamer Brockville, and the sail to and from the park proved very enjoyable for the four hundred employees. An extensive programme of sports was carried out at the park, including a keenly contested ball game.

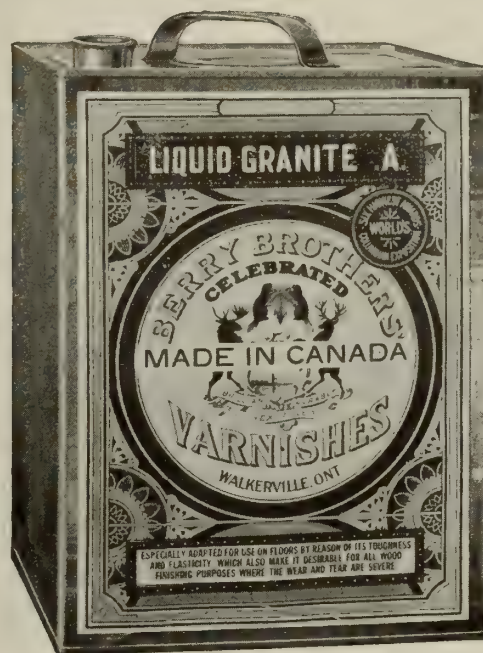
ESTABLISHED 1849

BRADSTREET'SOffices Throughout the Civilized World
OFFICES IN CANADA:Calgary, Alta.
Edmonton, Alta.
Halifax, N.S.
London, Ont.
Ottawa, Ont.
St. John, N.B.
Victoria, B.C.Vancouver, B.C.
Hamilton, Ont.
Montreal, Que.
Quebec, Que.
Toronto, Ont.
Winnipeg, Man.
Sydney, N.S.Reputation gained by long years of
vigorous, conscientious and successful
work.Thomas C. Irving, General Manager
Western Canada
TORONTO**The Pump on the Threshing
Tank should be a
MYERS**for in Myers Tank Pump is found
pumping service of exceptional merit
inasmuch as Myers Cog Gear Double
Acting Low Down Tank Pumps operate
53 1/3 % easier, have larger capacity
and last much longer than the ordin-
ary every day tank pump.Myers Tank Pumps are built for hand
or power operation, in several
styles, and are distributed
by leading jobbers through-
out Canada.It's an easy matter
for you to get them
quickly, just as it is
for you to sell them.
Circulars and name
of Jobber gladly
supplied.F. E. Myers & Bro.
Ashland, OhioIf you want easy-fit-
ting eavetrough and
conductor pipe, etc.,
order from us.**WHEELER & BAIN**
TORONTO**NOVA SCOTIA STEEL
& COAL CO., Limited**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL**BERRY BRANDS**The uniform reliability of Berry brands is a business-
building asset for the dealer in varnishes.All classes of buyers know from experience that when
Berry Brothers' varnishes, enamels and stains are used
there will be no uncertainty as to the handsome appear-
ance and lasting quality of the finish.The general recognition of the Berry label as a guar-
antee of complete dependability creates an ever-widen-
ing demand for all "Berry" products.

Write for dealer's descriptive catalogue and price list.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish MakersEstablished 1858
Walkerville, Ont.

(683)

**15
cents****VOLPEEK****MENDS POTS & PANS**Show the housewife how easy it is to make leaky kitchen
utensils good as new in an instant by means of Vol-
Peek.Vol-Peek can be applied with the finger—no tools neces-
sary. And the mended article is ready for use in two
minutes or less.Vol-Peek is put up in attractive display stands that
make sales easy. Order from your wholesaler or from us
direct.

H. NAGLE & CO., Box 2024, Montreal

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps,
25% B.B. Caps, 20%; 22 short,
black, #2 long black, 22 long,
smokeless, 20%; 22 short lesmok or
22 long lesmok, 20%; 22 short,
smokeless, 30%; 22 long rifle, black,
22 long rifle, smokeless, 7½%;
other rim fire, 10%; center fire
plistol, add 35% list; center fire
sporting, add 60%; shot cartridges,
same as ball; brass shot shell, 20%;
primers, add 35% list; empty shot
shells, 5%; blanks, add 25%; bul-
lets, add 40%.

Terms: Net 90 days, or 2% dis-
count for cash in 30 days.

"Dominion" Loaded Paper Shells
"Crown" Black Powder, 10% on
list; "Sovereign" Bulk Smokeless
Powder, net list; "Regal" Dense
Smokeless Powder, net list; "Im-
perial" Shells, both Bulk and
Dense Smokeless Powder, net list;
"Canuck" Smokeless, net list;
Empty Shells, 5%; 90 days net.
F.O.B. Montreal, Toronto, Lon-
don, Hamilton.

AMERICAN AMMUNITION

List Prices.
Subject to 10% advance on list.
B.B. caps, \$3.50 per M.; B.B.
caps, concave ball, \$4.40; 22 short,
\$5; 22 long, \$6; 22 long rifle, \$7;
22 short smokeless, \$5.35; 22 long
smokeless, \$7.50; 22 long rifle,
smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire
Smokeless 303 Winchester, \$72.25
per M.; 303 Savage, \$72.25; 303
British, \$95; 32 Winchester special,
\$72.25; 38-55 Winchester, \$76; 401
Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½,
\$3.60; Nos. 1 and 2 (100 in box),
\$3.80; Nos. 1-W, 1½-W, 2½-W and
3-W and 6, and 5½, 100, in box,
\$3.80; Berdan Nos. 1, 1½, 2 (250 in
box), \$3.80; Berdan Nos. 1, 1½, 2
(100 in box), \$3.80; new No. 4,
\$5.50; U.M.C., 38, \$5.50.

Shot, standard, 100 lbs., Toronto,
\$17.35-\$19.75; Montreal, \$18; net
extras, as follows, subject to cash
discount only: Chilled, \$1.50; buck
and seal, 80c; No. 28 ball, \$1.20
per 100 lbs.; bags less than 25
lbs., ½c per lb.; f.o.b. Montreal,
Toronto, Hamilton, London, St.
John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.
8/16.....\$ 6.00 18/16.....\$12.00
4/16..... 5.00 19/16..... 14.00
6/16..... 5.00 20/16..... 14.00
6/16..... 5.00 21/16..... 16.00
7/16..... 5.00 22/16..... 16.00
7/16..... 5.00 23/16..... 18.00
9/16..... 6.00 24/16..... 18.00
10/16..... 6.00 25/16..... 21.00
11/16..... 7.00 26/16..... 21.00
12/16..... 7.00 27/16..... 24.00
13/16..... 8.25 28/16..... 24.00
14/16..... 8.25 29/16..... 27.00
15/16..... 9.50 30/16..... 27.00
16/16..... 9.50 31/16..... 30.00
17/16..... 12.00 32/16..... 30.00

Discounts from Standard List prices:

Beaver, 57½%; London, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off
list in Catalogue No. 10, 1905.
F.O.B. Toronto, Montreal London
and Hamilton.

AXES

Single Bits, doz.....\$14 00 \$16 00
Double Bit 16 50 19 50
Boys' Axes 12 00 14 00
Hunters' Axes 11 00 12 00
Bench—No. 2, doz..... 12 50 13 20
No. 3, doz..... 13 50 14 20
No. 4, doz..... 14 50 15 25

Single Double
Bit Bit
Sager\$15 00 \$20 00
Dominion Pride..... 14 50 19 50
St. Clair handled... 15 50
Sager Boys 12 50
Kitchener Boys 12 00
Sager Hunters 11 50
Kitchener Hunters... 11 00
F.O.B. Montreal, Toronto, Hamil-
ton, London.

BABBITT

Prices on babbitt fluctuate with
the metal markets and prices are
quoted on application. Prices range
from 14c to \$1.15 a lb.

BELTING (Leather)

Discounts apply to Revised List
of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb..\$1.40-\$1.75
Cut Lace Leather, lb.. 1.60-1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.....\$4 00
No. 2 x 50 lb..... 5 00
No. 3 x 60 lb..... 7 50
No. 4 x 100 lb..... 10 00
F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of
Feb. 1, 1913.

Carriage Bolts (\$1 list), ½ in. dia.
and smaller, 10%.
Carriage Bolts (\$1 list), 7-16 dia.
and larger, net list.
Machine Bolts, ½ in. dia. and
smaller, 10%.
Machine Bolts, 7-16 in. dia. and
larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts (\$3 list), net list.
Step Bolts, large head (\$3 list), net
list.

Whiffletree Bolts, net list.
Nuts, square, blank, add to list
\$1.50.
Nuts, square, tapped, add to list
\$1.75.

Nuts, hexagon, blank, add to list
\$1.75.
Nuts, hexagon, tapped, add to list
\$2.

Stove bolts, 55%.
Tire bolts, 35%.

Terms: 2% off 30 days from date
of shipment.

F.O.B. Montreal, Toronto, Hamil-
ton, London, Ont.

BORAX

Lump Crystal Borax, lb.....\$14-14½
F.O.B. Montreal, London, Toronto.

BRASS

Per lb.
Spring sheets, 24 gauge and
heavier, base\$0 43
Rods, base ½ to 1 in. round, 38-40
Tubing, seamless base.....45½-50
Tubing, iron pipe size, base
¾ in. and up to 3 in.....45½-50
Copper tubing, iron pipe size,
base ¾ in. up to 3 in.....47½-53
F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy\$14.50-\$17
30-gal. Standard 14 00
F.O.B. Montreal and Toronto.

BOARDS (Wash) Zinc

Pony\$2 25
Improved Globe 4 90
Neptune 4 90
Standard Globe 4 90
Original Globe 5 40
Jubilee 5 50
Newmarket King 5 50
Diamond King (glass) 6 00
Western King (enamel) 7 00
Beaver (brass) 7 00
F.O.B. Newmarket

BUTTS Wrought Steel:—

No. 840 5%
No. 800 2½%

No. 838 5%
No. 808 5%
No. 804 15%
Nos. 802, 842, 844..... 5%
Nos. 810 and 814.....net list
No. 830 2½%
F.O.B. Toronto, Montreal, London,
Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000),
33 1-3%.
Chicago Relax Floor (6000), 25-10-
10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to
list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-
7½%.
Chicago Screen Door (3000), 16 2-3
and 5%.
Non-Hold Back Screen Door, on ap-
plication. F.O.B. Chicago.

CANS

For discount on milk and cream
cans, etc., see list under head of
wares, etc.

B.B. B.B.B.
Fire Welded Fire
CHAIN Proof Coil Welded
Mont'l Tor'to Mont'l Tor'to
3-16 in...\$22.75 \$19.85 \$.....\$.....
¼ in... 16.75 15.25 21.75 20.25
5-16 in... 14.15 13.65 19.00 17.00
¾ in... 13.00 12.75 15.90 16.50
7-16 in... 12.75 12.45 15.65 16.00
½ in... 12.50 12.15 15.50 15.75
9-16 in... 12.50 12.15 15.50 15.75
¾ in... 12.35 12.00 15.25 15.50
¾ in... 12.25 11.85 15.10 15.25
⅞ in... 12.05 11.65 15.00 15.25
1 in... 11.90 11.50 14.85 15.25

Electric Welded

B.B. B.B.B.
3-16 in...\$17.65 \$18.25 \$.....\$.....
¼ in... 14.80 15.65 13.75
5-16 in... 12.50 13.15 12.00
¾ in... 11.35 11.90 11.75
7-16 in... 11.10 11.90 11.75
½ in... 10.90 11.90 11.75
¾ in... 10.70 11.90 11.75
¾ in... 10.50 11.90 11.75
Montreal and Toronto.

American Proof Coil Chain

B.B. B.B.B.
3-16 in. \$16.75
5-16 in. 12.00 \$12.75
¾ in. 11.00 11.90
7-16 in. 10.75 11.70
½ in. 10.50 11.60
¾ in. 10.35

Electric Welded B.B.B.—Chain, ¼
in., \$13.75; 5-16 in., \$12 F.o.b. To-
ronto.

Cow ties, 5, 10%; trace chains,
net list; dog chains, 12½%; halter
chains, 12½%; tie-out chains,
37½%; stall fixtures, No. 1 or
heavy, \$2 dozen; stamped, No. 3
or Dominion, \$1.40 dozen; breast
chains, No. 220, \$16 dozen pairs.
F.O.B. Montreal, Toronto, Hamil-
ton, London.

CEMENT

Cement, per bbl., \$2.70 in car-
lots; \$3.25 bbl. in small lots.
Paris plaster, five-barrel lots,
\$3.50; single barrel, \$3.50. F.O.B.
Toronto.

CHURNS

List price hand churns:—No. 0,
\$9; No. 1, \$9; No. 2, \$10; No. 3,
\$11; No. 4, \$13; No. 5, \$16.
List prices power churns:—No. 0,
\$11; No. 1, \$11; No. 2, \$12; No. 3,
\$13; No. 4, \$17; No. 5, \$20.
Discount of 20% f.o.b. Toronto,
Hamilton, Fergus, London, St.
Marys.

Discount of 17½% f.o.b. Mon-
treal, Ottawa, Kingston.

CHOPPERS, FOODUniversal (doz.)

No. 0\$19 20
No. 1 23 20

No. 2 28 40
No. 3 38 40
F.O.B. Montreal, Toronto.

Russwin—

No. 0\$19 20
No. 1 23 20
No. 2 28 40
No. 3 38 40

CLOTHES LINE (Galvanized)

No. Per 1000 ft.
17—7-strand, 100 ft. lengths...\$6 80
17—7-strand, 50 ft. lengths... 7 00
18—6-strand, 100 ft. lengths... 5 40
18—6-strand, 50 ft. lengths... 5 45
19—6-strand, 100 ft. lengths... 4 75
19—6-strand, 50 ft. lengths... 5 00
F.O.B. Montreal, Toronto, London.

COPPER

Montreal Toronto
Casting ingot, see weekly report.
Bars, ½ to 2 in....\$43 50 \$43 00

Plain sheets, base 16
oz. and heavier... 47 00 44 00

Copper sheet, tinned,
14x60 in., 14 oz.... 49 00

Copper sheet, plan-
ished, base 16 oz.
and heavier 58 00 45 00

Braziers' in. sheets,
6x4 base 46 00 44 00

Above prices are full sheets and
bars. Cut sheets and bars are 5c
per lb. higher.

COMBS

Curry combs: No. 111, \$1.55; No.
121, \$1.70; No. 122, \$2.25; No. 127,
\$2.25; No. 100, \$2.80 per dozen.
F.O.B. Montreal, Toronto, Hamil-
ton, London

CORD (SASH)

No. 6, lb. 72
No. 7, lb. 71
Nos. 8, 9, 10, 12 70
F.O.B. Montreal, Toronto, Hamil-
ton, London

CANADA PLATES

Prices nominal. Montreal Toronto
Ordinary, 52 sheets,\$11 75 \$ 8 60
Galvanized
Apollo Crown Gorbals
18x24x52
60
.....

CHARCOAL, TIN PLATES

M.L.S. and Famous— Per box
IC, 20x28 base\$28 00
IX, 20x28 base (nominal)... 32 00
IXX, 20x28 base (nominal)... 36 00
IXXX, 20x28 base (nominal) 40 00
F.O.B. Toronto
Raven and Murex Grades—
IC, 20x28 base, 112 sheets..\$40 00
IX, 20x28 base, 112 sheets.. 39 00
IXX, 20x28 base, 56 sheets.. 20 00
IXXX, 20x28 base, 56 sheets 21 00
(Nominal) f.o.b. Montreal.

TERNE PLATES

I, C, 20 x 28, 112 sheets... ..
F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112-sheet 30 00
F.O.B. Montreal.

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

Nomina'
IC, 14x20 base\$20 00
IX, 14x20 base 18 75
IXX, 14x20 base 19 50
F.O.B. Montreal.

CLOCKS

Big Ben\$2 92
Good Morning, each 1 15
Lookout 1 45-1 50
Sleepmeter 1 65
F.O.B. Montreal, Toronto, London
Hamilton.

CROWBARS, \$9.65 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, \$24.84 to \$27.24
doz.; No. 2 and 3, \$28.20 to \$30.60
doz. F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery
'WELLINGTON'

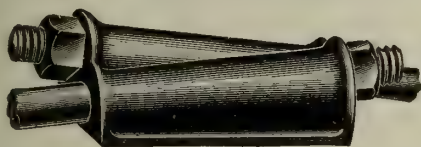
KNIFE POLISH

JOHN OAKLEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.



Malleable Iron Lugs

**SILOS TANKS
WOOD PIPE LINES**

Variety of patterns, using round
and flat bands.

**Otterville Manufacturing Co.
LIMITED
OTTERVILLE, ONT.**

Aluminum Ware

This line is made from 99% pure aluminum sheets, and displays these features: Hygienic cover, no burn-raised bottom, improved spout, practical hinges, easy cleaned corners, special notched ears, big strong beads, attractive and durable welds, standard handles, double lips, removable handles. These goods are absolutely guaranteed, and any not giving satisfaction will be replaced by us free of charge. We carry a large stock at very reasonable prices.



ANOTHER
MEHASCO
MESSAGE

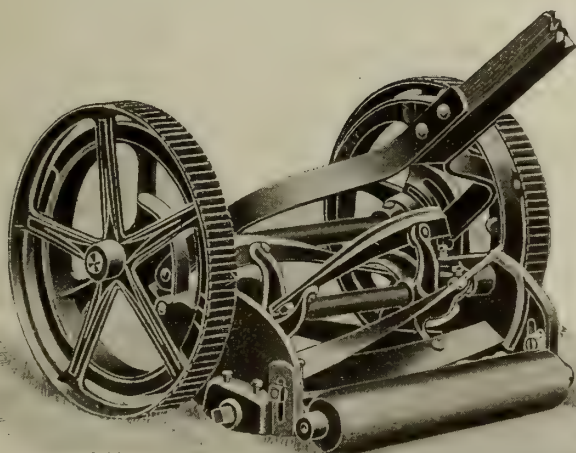
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Merchants Hardware Specialties

CALGARY

Limited

Now Is Time To Order Spring Goods *An Advance In Prices Anticipated*



Prices issued to jobbers on next season's goods are subject to change without notice.

In quotations on

**Lawn Mowers
Spring Hinges
Screen Door Sets
Tree Pruners
Lap Spouts, etc.**

We anticipate an increase in the near future, and therefore urge you to order now on all lines you can afford to carry in stock. We are also ready with a popular line of **stove pipe dampers** for Fall and Winter business.

If your jobber cannot furnish you with prices, we will be glad to sell direct on receipt of a request.

TAYLOR-FORBES COMPANY, LIMITED

HEAD OFFICE AND WORKS: GUELPH, ONTARIO

If interested, tear out this page and place with letters to be answered.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.	%
Great Western, Amer.	50
Kearney & Foot, Arcade.	50
J. Barton Smith, Eagle.	50
P.H. and Imperial.	50
Disston Brand	40
Globe	50
Nicholson	30-32½
Black Diamond	32½
Delta Files	37½
F.O.B. Toronto, Montreal, London, and Hamilton.	

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 80%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb. Montreal.

GRILLS, ELECTRIC

Single heat, round	\$7 50
Three heat, round	8 25
F.O.B. Toronto.	

GRINDSTONES

Per 100 lbs.	
Over 40 lbs. and 2 in. thick	\$2 50
Under 40 lbs.	2 75-2 85
Bi-Treadle, each	6 25
F.O.B. Toronto.	

HALTERS (SNAP AND RING)

Doz.	
Russet rope shank, 1"	\$11.25-12.75
Russet rope shank, 1½ in.	13 85
Black rope shank, 1 in.	13 70
Black rope shank, 1½ in.	12.50-13.85
Hand sewn, no shank, 1 in.	17.40
Hand sewn, no shank, 1½ in.	20.20

Halters (Sisal).

7-16 in. gross, \$24; 9-16 in., \$36.	
F.O.B. Toronto, London—7-16 in., \$2.10 doz.; ½ in., \$2.65 doz.	

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	\$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00
F.O.B. Montreal, Toronto, Hamilton, London.	

HANDLES (WOOD)

All hickory handles, net list. Fork, hoe, rake and shovel handles 200%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 10%.

F.O.B. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

List	
Atlas, No. 0	13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 30
Storm King and safety hangers, doz.	10.60
Steel track, 1½ in.	9.00-12.00
F.O.B. Montreal, Toronto.	

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25
F.O.B. Toronto.	

HINGES, TEE AND STRAP

Heavy, Net Prices.

Strap	Tee
4-inch, dozen pairs	\$2 70 \$2 30
5-inch	3 80 2 85
6-inch	3 55 3 20
8-inch	4 85 3 65
10-inch	8 55 6 50
12-inch	10 35
14-inch	
Light, Net Prices.	
3-in., doz. pairs	\$0 90 \$0 90
4-in., doz. pairs	1 10 1 00
5-in., doz. pairs	1 25 1 15
6-in., doz. pairs	2 25 1 35
8-in., doz. pairs	2 25 1 60
10-in., doz. pairs	

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ½ in., per lb.	8
Extra hooks for above, ¾ in., per lb.	7¾

F.O.B. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	\$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub

10 00

HOOKS, GRASS.

English	Canadian	Fox
No. 2, per doz.	\$3 40	\$5 00-\$5 50
No. 3, per doz.	3 50	5 50-6 40
No. 4, per doz.	3 50	6 00-7 40
Little Giant	5 25	
Berden	5 25	

F.O.B. Montreal, Toronto.

HORSESHOES

Price per keg	No. 2	No. 1
Sizes and made	larger	smaller
Patterns	Less	20c
Light iron	0-7	\$6 75 \$7 00
Long heel light iron	3-7	6 75
Medium iron	1-8	6 75 7 00
Heavy iron	6-8	6 75
Snow	1-6	7 00 7 25
New-light "XL" steel	1-6	7 20 7 45
Fetherweight "XL" steel	0-4	8 60
Special counter-sunk	0-4	9 10
Toe-weight (front only)	1-4	9 60
*All sizes.		

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.O.B. Montreal and Belleville.

Terms Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, \$2.25 to \$2.90 box.

HOSE, LAWN

Corrugated, ½ in., 100 ft.	\$17 50
Corrugated, ¾ in., 100 ft.	20 50
Corrugated, 1 in., 100 ft.	23 50
Corrugated, 1 in., 100 ft.	35 00
Less 5% for full reels, 500 ft.	
F.O.B. Toronto and London.	

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.O.B. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable. 72x30 up to 24 gauge, case lots 72x30, 26 gauge, case lots. Less than case, 50c per 100 lbs. extra. F.O.B. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japaned, doz.	1.30-1.50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up.	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons—Style A	\$3 75
Style B	4 12
Hotpoint Domestic Electric Iron, each	5 25
Gasoline Sad Irons, each	4 25
F.O.B. Montreal, Toronto, London, Hamilton.	

LADDERS, ETC.

Step Ladders	Per ft.
Crescent	19c ft.
Household	19c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Perfect, 6 to 10 ft. only	\$0 3.
Hercules, 4 to 10 ft.	33
Hercules, 12 to 14 ft.	33
Faultless, 4 to 10 ft. only	29
Ontario, 4 to 10 ft. only	26
Shelf Lock, 4 to 8 ft. only	21
Extension Ladders	Per ft.

Single and Fruit Picking.

10 ft. to 16 ft.	20c ft.
18 ft. to 22 ft.	23c ft.
Chair ladders, each	2 00
F.O.B. Toronto, Hamilton, London.	
Up to 32 ft.	23
34 to 40 ft.	26
London—Up to 34 ft., 23c; 36-40 ft., 26c ft.	

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times Montreal.

LANTERNS

Per doz.	
Short Globe, Plain	\$12 50
Do., Japd.	13 25
Long Globe, Plain	12 50
Do., Japd.	13 25
Dash, Plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	7 00
Little Bobs	2 10-4 20
F.O.B. Toronto, Hamilton, London, Montreal.	

LANTERN GLOBES

Dozen	
Cold blast, short	95c-\$1.10
Cold blast	95c-\$1.10
3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.	
Cold blast, short ruby	4.00-4.20
Cold blast, common ruby	4.00-4.20
Less 5c a doz. in 6 doz. lots.	
F.O.B. Toronto, London, Hamilton and Montreal.	

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 75
Barn Door, No. 9, doz.	5 10
F.O.B. Montreal, Toronto, London.	

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

List Each	
Canadian	9 00
Dowsell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafarm, electric	102 00
Seafarm, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	13 50
I X L	18 50

Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	15 00
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETES

Per doz	
Tinsmiths, 2½ x 5½ in.	\$1.00-\$1.75
Carpenters', No. 3	5.80
F.O.B. Montreal, Toronto, Hamilton	

MATTOCKS

Cutter, doz.	\$12 50
Pick doz.	12 00 12 50
F.O.B. Montreal, Toronto, London, Hamilton.	

MIXERS, BREAD

Universal—	
No. 4, doz.	\$34 65
No. 8, doz.	39 60

MOPS

Mops, O-Cedar, doz. net	\$12 01
Spruxtex, No. 2, doz.	\$8 00 8 40
S.W. Mops, complete, doz.	4 75 4 85
Mop Sticks, doz., No. 8	1 85
Cast Head Mop, doz.	1 90-2 00
Crescent, doz.	3 10
Crank wringing, doz.	6 25
F.O.B. Montreal, Toronto, Hamilton, London.	

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%
F.O.B. Toronto, Hamilton, London.	

NAILS

List adopted July 10, 1912. Advances over base on common wire nails in kegs.

1 inch	\$1	2½ inch	15c
1¼ inch	1	3 inch	10c
1½ inch	.65c	3½ inch	10c
1¾ inch	.40c	4 inch	5c
1¾ inch	.40c	4½ inch	5c
2 inch	.30c	5 inch base.	
2¼ inch	.30c	5½ inch base.	
2½ inch	.15c	6 inch base.	
6½ to 12 inch-2	Ga. and heavier.		
25c over base.			

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton.

\$5.30 base.

Freight equalized on above points. F.O.B. Montreal, Gananoque, Colingwood and Owen Sound, \$5.35 base.

Freight equalized on above points. Windsor, Walkerville, Sandwich, f.o.b. factory points, carload freight allowed, \$5.42½.

Sault Ste. Marie, Port Arthur Fort William, \$5.05-\$5.35 base, f.o.b. factory; no freight allowance. Moulding, Flooring, Slatting, Box Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto Montreal, Hamilton, London.

Cut Nails—Montreal, \$5.70 base; Toronto, \$5.65 base; London, \$5.60; Hamilton, \$5.65. No equalization of freights.

Roofing Nails—American, large head, keg, \$9.00, London, \$10.00. F.O.B. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

C Brand	
Size	
Capewell—	Per 100 lbs.
No. 5	\$22 00
No. 6	21 00
No. 7	20 00
No. 8	19 00
No. 9 and up	18 00
Discount 10%	



Does "Warranted Pure"
mean Something to You?

Our Linseed Oil carries this
Unqualified Guarantee

The Canada Linseed Oil Mills, Limited
MONTREAL AND TORONTO

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by
Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

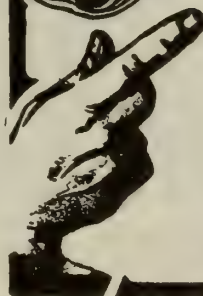


**GERMANTOWN
LAMPBLACK**

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and
Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class
Grinding Trade.

THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York,
Philadelphia, London, Eng.



JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY

By seeing that this exact
mark is on each blade

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

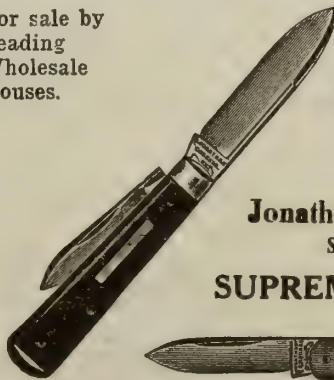
For sale by
Leading
Wholesale
Houses.

Corporate Mark

Granted 1780.

Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY



"M.R.M." BRAND

No.	Net Price	List	Per box
		Lengths	of 25 lbs.
3	1 1/2"	18"	\$19 00
4	1 1/2"	18"	9 00
5	1 1/2"	18"	4 00
6	2 1/2"	36"	3 75
7	2 1/2"	36"	3 50
8	2 1/2"	36"	3 50
9	2 1/2"	36"	3 25
10	2 1/2"	36"	3 25
11	3 1/2"	36"	3 25
12	3 1/2"	36"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.	
12 inch...\$1 80	48 inch...\$ 6 20
18 inch...2 65	60 inch...7 70
24 inch...3 40	72 inch...9 20
30 inch...4 00	84 inch...10 50
36 inch...4 75	96 inch...12 00
42 inch...5 50	

1 1/2 inch mesh and 19 ga. wire.	
12 inch...\$3 50	42 inch...\$10 50
18 inch...5 00	48 inch...12 00
24 inch...6 30	60 inch...15 00
30 inch...7 75	72 inch...18 00
36 inch...9 90	

1 inch mesh and 20 ga. wire.	
12 inch...\$4 60	42 inch...\$12 00
18 inch...5 50	48 inch...14 00
24 inch...7 00	60 inch...17 00
30 inch...8 50	72 inch...20 00
36 inch...10 50	84 inch...25 00
42 inch...12 75	

1/2 inch mesh and 22 ga. wire.	
24 inch...\$16 50	36 inch...\$24 00
30 inch...20 10	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

Invincible—1640	Per rod
1848	\$ 0 75
2060	0 85
	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	\$21 00
U.S. Navy (unspun)	21 00
Clipper (spun)	19 50
U.S. Navy, Eng., (unspun)	19 50
U.S. Navy, Eng., (spun)	19 50
Plumbers (spun)	\$8 00 \$10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Royalite	0 19	0 18
Palatine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15 1/2
Imperial Cylinder	0 06 1/2	0 06 1/2
Capital cylinder	0 50 1/2	0 49 1/2
Machine oil, regular	25 1/2	26 1/2
Standard gas engine	38 1/2	42 1/2
Paraffine	0 21	0 24
XXX machine	0 24 1/2	0 38 1/2
Fuel oil, bbls.	0 14 1/2	0 13 1/2
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	\$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 10
Glassed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 75
Surprise Fibre	0 66
Tarred felt, per cwt.	3 50
Cyclone (dry)	1 10
Cyclone (tarred)	1 25
Joliet (dry fibre)	0 59
Monarch Sheathing (per 100 lbs.)	4 00

Asbestos sheeting (per 100 lbs.)	0 12	0 14
Carpet Felt, 16 oz., per 10 lbs.	\$4 50	\$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

6 to 7 lbs., doz.....	11 50	12 60
7 to 8 lbs., doz.....	12 25	13 50
Back		

Rock—

7 to 8 lbs., doz.	12 25
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F.o.b. Montreal and Toronto.

PINS, CLOTHES

5 gross, 4-in. (loose)	0 95	1 15
4 gross (cartons), 4 1/2 in.	1 00	1 15

F.o.b. Montreal and Toronto.

WROUGHT IRON PIPE

	Price List No. 36	Black Galvanized
		Per 100 feet

	Standard	Buttweld
1/8 in.	\$ 6 00	\$ 8 00
3/8 in.	5 22	7 35
1/2 in.	5 22	7 35
3/4 in.	6 63	8 20
1 in.	8 40	10 52
1 1/4 in.	12 41	15 56
1 1/2 in.	16 79	21 05
2 in.	20 08	25 16
2 1/2 in.	27 01	33 86
3 in.	43 29	54 11
3 1/2 in.	56 61	70 76
4 in.	71 76	88 78
	85 02	105 19

Standard Lapweld

2 in.	29 97	36 45
2 1/2 in.	45 05	55 28
3 in.	58 91	72 29
3 1/2 in.	73 60	91 54
4 in.	87 20	108 45
4 1/2 in.	99 06	123 82
5 in.	115 40	144 30
6 in.	149 80	187 20
7 in.	195 20	243 95
8 in.	205 00	256 25
8 L in.	236 20	295 20
9 in.	232 90	353 25
10 L in.	262 40	328 00
10 in.	337 80	422 30

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2 1/2 inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.	
4 1/2" and larger, 40%.	
4" and under, running thread	

25%.

Standard couplings, 4" and under, 35%.

4 1/2" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
--	-------	------

2 in., in 10-ft. lengths, list	\$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Net List

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Montreal Toronto

	%	%
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Medium and extra heavy, 6" and under	35	2 1/2 30
8" soil pipe	30	25

Medium and extra heavy fittings, 6" and under

40, 2 1/2 40

PIPE (STOVE)

See prices under Ware, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	\$ 3 00
12-oz. bottles, doz.	6 00

1-qt. can, doz.	15 00
1/2-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00
Discount, 33 1-3 per cent.	
Liquid Veneer—	
4 oz., doz.	\$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

Pumps, Well	
Cistern Pumps	
Set Lengths	
Brass Lined Cylinders	
Brass Body Cylinders	
F.o.b. Montreal, Toronto, Hamilton, London.	

RIVETS AND BURRS

Iron rivets, blacked and tinned. 25%; Iron Burrs, 25%. Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%. Extras on Copper Rivets, 1/2-lb. pkgs., 1c per lb.; 3/4-lb. pkgs., 2c per lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	\$2 00
Samson, 2-ply, roll	2 60
Samson, 3-ply, roll	3 20
R. S. Special, 2-ply	1 20
R. S. Special, 3-ply	1 48
Amazon, 1-ply	1 95
Amazon, 2-ply	2 25
Amazon, 3-ply	2 55
Everlastic, 1-ply	1 65
Everlastic, 2-ply	1 95
Everlastic, 3-ply	2 25
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Black Diamond tarred felt.	3 50
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 36
Liquid roofing cement, per gal. in barrels	0 29
5 and 10 gal. lots, per gal.	0 40
Coal Tar, bbl.	\$6.50-\$7.75
Roofing Pitch, \$1.05 to \$1.10 cwt.	

F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27 1/2
Above quotations are basis prices 5% and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than 5% and down to 7/16 dia.—1/2c above basis; 3/4 dia., 1c above basis; 1/2 and 5/16 dia. 1 1/2c above basis; 3/16 dia., 2c above basis.	
Single lath yarn basis	27 1/2
Double lath yarn	28
Yacht marine, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	45
Hemp, tarred bolt rope basis	43
Marline and Houseline	45
Italian rope basis..On application	
Cotton, 3/4 in.	0 73 0 77
5-32 in.	0 72 0 75 1/2
3-16 in.	0 69 0 72 1/2
1/4 in. and up	0 68 0 71 1/2

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 10% to 15% on list	
B. & A. emery cloth, 5% on list.	
B. & A. sandpaper in rolls, 33 1-3 per cent. on list.	

F.o.b. Toronto, Montreal.

SCALES

	Scale	Stamping
	1. list	extra
Champion—		
4 lb.	\$ 5 50	\$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of: Standard scales.

.... discount; Weigh Beams, discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Dos.
Cast Steel	\$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

	Dos.
00 Patent	\$12 50
1	12 00
2	11 50
3	10 50

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	72 1/2
Wood, R. H., bright	72 1/2
Wood, O. H., bright	67 1/2
Wood, F. H., brass	37 1/2
Wood, R. H., brass	32 1/2
Wood, O. H., brass	32 1/2
Wood, F. H., bronze	37 1/2
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	\$7 00
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SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs
10 1/2 oz.	\$9 50
U.S. 28	9 20
U.S. 26	8 90
22 and 24	8 75
18 and 20	8 60
16	8 45
14	8 35

F.o.b. Hamilton and Toronto.

Colborne Crown—16-20 gauge \$12.55; 22-24 gauge, \$12.75, 26-gauge, \$13; 28 gauge, \$13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand Montreal Toronto

14 gauge	\$12 05	\$ 8 10
16 gauge	12 05	8 20
18-20 gauge	10 30	8 35
22-24 gauge	10 45	8 50
26 gauge		8 65
28 gauge		8 95
10 1/2 ozs.	11 05	9 35

Add 20c for less than ton lots.

F.o.b. Montreal.

SHINGLES

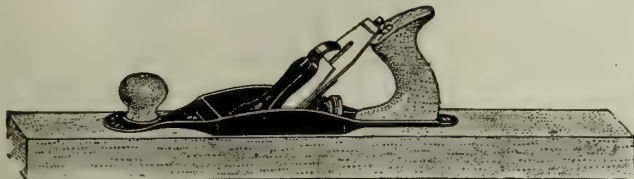
Per s.

Standard galvanized	\$11 00
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Shipping weight, 90 lbs.

Standard painted	8 50
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Phone Moose Jaw for STANLEY PLANES



We have a full stock of all kinds of **Stanley Planes** and are ready at all times to supply your wants immediately. From small block planes up to Universal. Also other Stanley lines, such as bevels, levels, squares, etc. Save freight on all your purchases by ordering direct from us.

MORRISON-BLACKWOOD HARDWARE LIMITED
MOOSE JAW, SASK.

IF YOU ARE HIT

By the recent Government Regulations prohibiting importation of various lines of Sporting Goods, why not make up the loss by paying greater attention to the important and profitable business of selling bicycles and bicycle accessories.

Of course you will want a line which will be easy to sell and will give absolute satisfaction to your customers. In other words,

C.C.M BICYCLES

in any of the following well-known name-plates:

RED BIRD
MASSEY

CLEVELAND
PERFECT

GENDRON, COLUMBIA or
IVANHOE

Canada Cycle & Motor Co. Ltd.
Montreal, Toronto, WESTON, Winnipeg, Vancouver

Pronounced "RU" as in RUBY
RU-BER-OID
ROOFING
COSTS MORE - WEARS LONGER.

Trade-Mark
Registered

SOLE CANADIAN MAKERS:

THE STANDARD PAINT CO. OF CANADA, LIMITED

MONTREAL

TORONTO

WINNIPEG

VANCOUVER

Williams' "Vulcan"

DROP-FORGED SAFETY LATHE DOGS—100% SAFE

Ask for Catalog—It's Free.



Bent Tail
1 or 2 Screws
16 sizes: 3-8 to 6 in.



30 RICHARDS STREET BROOKLYN, N.Y. CITY



Straight Tail
1 or 2 Screws
16 sizes: 3-8 to 6 in.

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask., Agents for Manitoba, Saskatchewan, Alberta and British Columbia

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels and Spades...	50%	50%	50%
Draining Tools, No. 2, black	50%	50%	50%
Hollow Back Scoops	50%	50%	50%
Sand Shovels	50%	50%	50%
Hollow Back Shovels	50%	50%	50%
Hollow Back Coal Shovels	50%	50%	50%
Riveted Back Scoops	50%	50%	50%
Miners' Spring Point Shovels	50%	50%	50%

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades...	\$29.00	\$28.00	\$25.00
Draining Tools, No. 2, black	29.00	27.50	
Hollow Back Scoops, No. 2, black	34.50		32.00
Coal Shovels, Hollow Back, No. 2, black	32.00		30.00
Sand Shovels, No. 2, black	27.50		24.00
Hollow Back Shovels, No. 2, black	27.50		24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50		

NET EXTRAS

For each size larger than No. 2, add 25c dozen net.

Full polished \$1.00 per dozen net

Half polished 50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

Bissell's

Doz.

American Queen, Nickeled Fittings, Cyco Ball Bearing	\$43 00
Boudoir, Nic., Cyco B.B.	40 00
Club, Jap. Cyco Bearing	96 00
Champion, Nickeled Fittings	35 00
Champion, Japanned Fittings	31 00
Elite, Nic., Cyco B.B.	46 00
Grand, Nic., Cyco B.B.	56 00
Grand, Jap., Cyco B.B.	52 00
Grand Rapids, Nic., Cyco B.B.	40 00
Grand Rapids, Jap., Cyco B.B.	36 00
Parlor Queen, Nic., Cyco B.B.	46 00
Princess, Nic., Cyco B.B.	41 00
Standard, Nickeled Fittings	37 00
Standard, Japanned Fittings	33 00
Universal, Nic., Cyco Bearing	38 00
Universal, Jap., Cyco Bearing	34 00

SWEEPERS, VACUUM

Bissell's

Doz.

Grand Rapids, Nic.	\$84 00
Household, Jap.	72 00
Superba, Nic.	99 00

F.o.b. factory Niagara Falls, Ont., and other jobbing points in Eastern Canada.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b. Toronto, Hamilton, London.

TACKS

Wire Tacks .60 and 10%

Revised Hardware Tack List adopted Jan. 1, 1916 .60 and 15%

Double pointed tacks. .60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916. .60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Upright, with rack \$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford.

Maple Leaf, Bedford, 17½% discount.

Samson, 12½% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square head and half round.

Size in girth Per 100 ft.

8 in. \$ 6 90 15 in. \$12 50

10 in. 7 70 18 in. 16 00

12 in. 9 10 Net List.

F.o.b. Toronto, Oshawa, Ottawa.

T.R.A.P.S. (GAME)

Doz. with chain

Victor, No. 1 2 20

Jump, No. 1 2 95

Hawley & Norton, No. 1. 3 45

Newhouse, No. 1. 4 70

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

Per b

500 ft. \$0 23½

550 ft. 0 25½

600 ft. 0 26½

650 ft. 0 28

In 5-ton lots ¼c discount from

above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. .69-72

4-ply, wrapping, lb. .73-76

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen \$23 50

No. 1, per dozen 21 50

No. 2, per dozen 15 40

No. 3, per dozen 15 00

F.o.b. Newmarket

VALVES

Ground work 42

Compression work, standard. 47

High grade 41

Cushion work 49

Fuller work, standard 45

High grade 35

Basin cocks, No. 0 Standard. 40

High grade 40

Bath cocks 50

Flatway stop and waste cocks, standard 50

High grade 47

Roundway stop and waste cocks, standard 50

High grade 47

Brass steam cocks, standard. 10% advance on list

Radiator valves, standard. 10

High grade Net

Patent quick opening valves. 30

Globe, angle and check valves, standard Net

Do., Jenkins Disc, 5% advance on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.

Colonial, 33 1-3%.

Imperial Ware, 33 1-3%.

Pearl, 33 1-3%.

Premier, 10%.

Canada Ware, 10%.

Diamond, 10%. White Ware, 50%.

Japanned Ware, list plus 20%.

Japanned Ware, White, list, plus 30%.

Plain and Jap. Sprinklers, list plus 20%.

Stamped Ware, plain, 50%.

Stamped Ware, retinned, 45%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 50%.

Tinners' Trimmings, retinned, 45%.

Tinners' Trimmings, general, list plus 10%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list, plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 50%.

Sheet Iron Ware, list, plus 10%.

Pieced Ware, ordinary, list, plus 30%.

Fry Pans, 40 and 10%.

Spiders, steel, 10%; cast iron, 17½%.

Fire Shovels, Japanned, list, plus 10%.

Steel Sinks, painted, list, plus 10%.

Steel Sinks, galvanized, list, plus 15%.

Light Galv. Pails and Tubs, list plus 20%.

Heavy Galv. Pails and Tubs, list, plus 10%.

Garbage Pails, list, plus 10%.

Jap. Coal Hods, list, plus 25%.

Galv. Coal Hods, list, plus 40%.

Paper Lined Boards, 40 and 5%.

Wood Lined Boards, 30 and 10%.

Stove Pipe, patent, per 100, 6 in., \$20.36; 7 in., \$21.83.

Common, made-up, per 100, 5 and 6 in., \$21.00; 7 in., \$23.00.

Polished, made-up, per 100, 5 and 6 in., \$23.00; 7 in., \$25.00.

Stove Pipe Thimbles, 50, 10%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices

per 100 lbs.: ¼ in., \$21.80; 5-16 in., \$18.50; ¾ in., \$16.30; 7-16 in., \$13.55; ½ in., \$13; 9-16 in., \$12.15; ¾ in., \$11.70; 11-16 in., \$11; 13-16 in., \$11.70; 15-16, \$11.70; 17-16 in., \$11.70; 50 lbs. of one size, \$2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

Tor'to Lond'n Mont'l

Sectional, 1 lb.

per 100 lbs. \$5 50 \$5 50 \$5 35

Section, ¼ in.

per 100 lbs. 5 50 5 50 5 50

Solid, 3 to 30

lbs., per cwt. 3 90 4 00 4 00

WHEELBARROWS

Navy, steel wheel, doz. \$7.50-51.50

Garden steel wheel, doz. \$1.00-75.00

Light garden, doz. \$7.00-54.00

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton

Montreal

Cut Hay Baling Wire Per 100 lbs.

No. 9 \$6 60

No. 10 6 65

No. 11 6 70

No. 12 6 85

No. 13 6 95

No. 13½ 6 95

No. 14 7 10

No. 15 7 35

Stovepipe Wire

No. 13 6 80

No. 14 6 90

No. 15 7 05

No. 16 7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c;

No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire.

10c; spring wire, \$2.50; bright, soft

drawn, 15c; charcoal (extra quality), \$1.25; packed in casks or cases.

15c; bagging and paperings, 10c;

50 and 100-lb. coils, in 25-lb. coils.

15c; in 5 and 10-lb. coils, 25c; in

1-lb. coils, 50c; in ½-lb. coils, 75c;

in ¼-lb. coils, \$1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17.....\$5 00 No. 26.....\$ 9 50

No. 18.....5 50 No. 27.....10 00

No. 19.....6 00 No. 28.....11 00

No. 20.....6 65 No. 29.....12 00

No. 21.....7 00 No. 30.....13 00

No. 22.....7 30 No. 31.....14 00

No. 23.....7 65 No. 32.....15 00

No. 24.....8 00 No. 33.....16 00

No. 25.....9 00 No. 34.....17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25 \$3 00

Nos. 26-31 5 00

Nos. 32-34 7 00

Connered 0 75

Oiling 0 10

In 25-lb. bundles 0 15

In 5 and 10-lb. bundles. 0 25

In 1-lb. hanks 0 25

In ½-lb. hanks 0 28

In ¼-lb. hanks 0 50

Packed in casks or cases. 0 15

Bagging or papering. 0 16

Oiled and Annealed Wire

No. 10 \$6 45

No. 11 6 47

No. 12 6 55

Wire Bale Ties

No. 12 \$ 75

No. 13 6 55

No. 13½ 6 90

No. 14 7 00

No. 15 7 20

No. 16 7 45

Fence Wire.

Barb \$6.25-\$6.50

No. 9 pl. galv. 5 35-6 00

No. 1



SPECIALIZE on SHOWERS

"EVERY SHOWER'S A BLESSING"

But *EMPIRE* Showers Beat All

WHAT WE SAY

This is a very opportune time to specialize on showers. There is no fixture in a home that would be appreciated these hot days as would a portable shower, and no fixture adds class to a bathroom more than does a shower fixture. No bath tub is complete without a shower.

Every Sanitary Engineer should boost the sales of these fixtures for more reasons than one.

First: Because a shower is necessary all the year round. Second: Because such a fixture completes the average bathroom, and third, because of the fact that no amount of bathing in a bath tub will fill the requirements of the shower.

WHAT A MEDICAL AUTHORITY ONCE SAID

At a meeting of Medical Health Officers, held some time ago, one of them was asked to express his views about plumbing and plumbing fixtures and their relationship to health. He declared that the bath tub was the worst abomination in a home unless fitted with a shower. He further stated that when a person took a bath in the regular way, and no shower was available, that that person would be no cleaner than the water in the bath tub. This same gentleman brought pressure to bear upon a number of men which resulted in a certain club building being equipped entirely with showers only.

Empire Manufacturing Co., Limited
LONDON TORONTO

'A Good Concern to do Business With'

Half Soles

"Krome" Soles are lighter in weight than oak leather, **but wear twice as long**, so tough and strong are they.

"Krome" Soles can be made entirely waterproof if desired. No leather on the market will equal it.

Farmers in Western Canada do their own cobbling and will buy from you if you carry "Krome" Soles.

PLEWES LIMITED
WINNIPEG

Makes money for you.

Black Diamond Tarred Felt, Joliette and Cyclone Brands.
Tarred and Ply Sheathing wrap-



*Black
Diamond
Tarred
Felt*

Saves money for your customer.

ping paper of all descriptions, all kinds of Sheathing made at our own mills.

ALEX. McARTHUR & COMPANY, LIMITED

82 MCGILL STREET, MONTREAL

The Oribio Mfg. Co., Ltd., Winnipeg, Man., is our Sole Selling Agent for the Northwest Provinces

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, \$8.60 for 100 lbs.; 5-lb. packages, \$8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1, \$1.50-\$2.00
Banana oil, gal. 3.50-7.00
F.o.b. Montreal, Toronto

BLUE STONE Montreal Toronto
Per lb. 13-14 14-16

BRUSHES

Acme, 15 lbs. each. \$2 25
Acme, 20 lbs. each. 2 75
Acme, 25 lbs. each. 3 25
F.o.b. Toronto.

COATING

Cement Coating \$3 00 \$3 75
F.o.b. Montreal, Toronto.

COLORS (DRY)

Raw Umber, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Burnt Umber, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Raw Sienna, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Burnt Sienna, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Imp. green, 100 lb. kegs. 0 25
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k. 0 12
Indian red, 100-lb. kegs. 0 15
Indian red, No. 1, 100 lb. k. 0 06
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02½
Drop black, pure dry 0 15
Golden ochre, 100 lb. kegs. 0 06½
White ochre, 100 lb. kegs. 0 04
Yellow ochre, barrels 0 03½
French ochre, barrels 0 06
Spruce ochre, 100-lb. kegs. 7-8c
Canadian red oxide, bbls. 2-2½
Super magnetic red. 2½-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—
Venetian red 0 21
Indian red 0 30
Chrome yellow, pure 0 53
Golden ochre, pure 30-32
French spruce ochre, pure. 25-28
Greens, pure 28-35
Siennas 0 32
Umbers 0 32
Ultramarine blue 0 52
Prussian blue 1 50
Chinese blue 1 50
Drop black 0 30
Ivory black 0 31
Signwriters' black, pure 0 40
Lampblack 0 40
Marine black, 5 lb. irons. 0 20
F.o.b. Montreal, Toronto.

GLUE

Brantford All Round Glue—
Case No. 7—50-lb. pkgs. \$28 00
Case No. 8—100 ¼-lb. pkgs. 31 00
Case No. 9—200 ¼-lb. pkgs. 38 00
Discount.

French medal (prices withdrawn)
English common sheet. 32-34
English prima 35-38
White nixfoot 0 50
Cake bone, 112-lb. bags. 0 35
Hide, 112-lb. bags. 0 45
Gelatine, 112-lb. bags. 45-60
Ground glues, 112-lb. bags,
No. 1 28-30
Ground glue, No. 2, 112-lb.
bags 22-24
Do., No. 2, less than bags. 24

GLASS

Per 100 ft. Single Thick Double
Under 25 \$16 80 \$22 90
26 to 34 17 60 24 85
35 to 40 18 35 26 40
41 to 50 23 50 30 00
51 to 60 24 60 30 80
61 to 70 26 50 32 70
71 to 80 29 70 35 40
81 to 85 45 45
86 to 90 48 85
91 to 94 49 80
95 to 100 58 55

101 to 105 65 35
106 to 110 73 10
Discount box glass, 25%.
Cut lights, 5-10%. Cash 2%.
F.o.b. Montreal, Toronto, London,
Hamilton.

GLASS, PLATE

Sq. foot
Plates up to 1 foot, each \$0 80
Plates from 1 to 2 feet, each 0 90
" 2 to 3 " 0 95
" 3 to 4 " 1 15
" 4 to 5 " 1 35
" 5 to 7 " 1 50
" 7 to 10 " 1 70
" 10 to 12 " 1 75
" 12 to 15 " 1 85
" 15 to 25 " 1 95
" 25 to 50 " 2 15
" 50 to 75 " 2 20
" 75 to 90 " 2 25
" 90 to 100 " 2 30
" 100 to 120 " 2 60
" 120 to 140 " 2 90

Plates 101 to 110 wide containing not over 100 ft. each. 3 00
Plates 111 to 120 wide containing not over 100 ft. each. 3 40
Plates 101 to 110 wide containing over 100 ft. each. 3 40
Plates 111 to 120 wide containing over 100 ft. each. 3 75
Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, \$1.56-\$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots.
Less than ton lots are 35c per 100 lbs higher than quoted below. F.o.b. Ottawa, 15c advance per 100 lbs. F.o.b. London and Windsor, 30c per 100 lbs. F.o.b. Toronto and Hamilton, 25c per 100 lbs. F.o.b. Fort William and Port Arthur, 40c per 100 lbs.
Maritime differential 30c per 100 lbs. over Montreal.

Montreal Toronto
Anchor, Pure \$17 00 \$17 25
Crown Diamond 17 00 17 25
Crown, pure 17 00 17 25
Green Seal 17 00 17 25
Ramsay's Pure 17 00 17 25
Moore's Pure 17 00 17 25
Tiger, Pure 17 00 17 25
O.P.W. Dec. Pure. 17 00 17 25
Red Seal 17 00 17 25
Decorators' Pure 17 00 17 25
O.P.W. English 17 20 17 45
Elephant Genuine 17 50 17 75
H.R. Genuine Lead less than tons, \$19.15 Toronto; \$18.90 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound
casks, per cwt. \$14 00 \$14 50
Genuine, 100-pound
casks, per cwt. 14 75 15 50
Less quantity 16 00 17 00
F.o.b. Montreal, Toronto.

LEAD, ARSENATE

Pound Pound
Barrels, 600 lbs. 0 24½
Half bbls., 300 lbs. 0 24½
100s 0 45 0 25
50s 0 45½ 0 25½
25s 0 46 0 26
10s 0 47½
5s 0 49½ 0 29½
2s 0 31
1s 0 62 0 32½
F.o.b. Toronto, Montreal and
Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs.,
\$8.40; white, 5-lb. packages, \$7.80.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon
Elephant, white 3 95
Elephant, colors 3 55
B.H. English, white 4 05
B.H. English, colors 3 80
B.H. Floor 3 15

B.H. Porch Floor 3 80
Minerva, white 3 85
Minerva, colors 3 75
Crown Diamond, white 3 80
Crown Diamond, colors 3 55
Crown Diamond, floor 3 05
B.H. Fresconette, white 3 35
B.H. Fresconette, colors. 3 25
Moore's House Colors, white. 3 75
Moore's House Colors, colors. 3 65
Moore's Egyptian Paint, all
colors 3 00
Moore's Floor Paint 3 00
Moore's Sani-Flat 3 00
Jamieson's Crown Anchor. 3 30
Mooramel 6 50
C.P.C. Pure, white 4 05
C.P.C. Pure, colors 3 80
O.P.W. Canada Brand, white 3 95
O.P.W. Canada Brand, colors 3 50
O.P.W. Canada Brand, floor. 3 05
O.P.W. Flat Wall, white. 3 30
O.P.W. Flat Wall, colors. 3 10
Ramsay's Pure, white 3 90
Ramsay's Pure, colors 3 60
Martin-Senour, 100%, white. 4 05
Martin-Senour, 100%, colors. 3 80
Martin-Senour, Porch Paint. 3 80
Martin-Senour, Neutone, white 3 35
Martin-Senour, Neutone, colors 3 25
Senour's Floor Paint 3 15
Sherwin-Williams, white 4 05
Sherwin-Williams, colors 3 80
Flat Tone, white 3 35
Flat Tone, colors 3 25
Lowe Bros. H.S., white. 4 05
Lowe Bros. H.S., colors. 3 80
Mellotone, white 3 50
Mellotone, colors 3 35
Sanitone, white 3 35
Maple Leaf, white. 3 80
Maple Leaf, white 4 05
Maple Leaf, colors 3 80
Maple Leaf, floor 3 25
Pearcy's Prepared, colors 3 15
Pearcy's Prepared, white 3 50
F.o.b. Montreal, Toronto.

PARIS GREEN

C.P. Berger's
and Munro's
Per lb.

In barrels, about 600
lbs. 0 60½ 0 61
In arsenic wegs, 250
In 50 lb. and 100
lb. drums 0 61½ 0 62
In 25 lb. drums. 0 62½ 0 63
In 1 lb. packets, 100
lbs. in case. 0 64½ 0 65
In ½ lb. packets, 100
lbs. in case 0 66½ 0 67
In 1 lb. tins, 100 lbs.
in case 0 66½ 0 67
Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY

Montreal Toronto
Standard Less than tons
Bulk, in casks \$4 35 4 70
Bulk, 100-lb. drums 5 20 5 45-5 55
Bulk 25-lb. drums. 5 20 5 55
Bulk, 12½-lb. irons 5 20 5 80
Bladder, in bbls. 5 20 5 80
Ton lots standard are 20c per hundred pounds less.

Pure Putty, \$2 cwt. advance.
London and Hamilton prices same as Toronto.

ROSIN

Barrels, 100 lbs. \$5 90 \$6 00
Kegs, 100 lbs. 7 00
Less, per lb. 0 06½ 0 08

SHELLAC

Pure White, gal. \$4 75-\$4 90
Pure Orange, gal. 4 50
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH

REMOVER

Taxite, 1 gal. cans. 3 00
B.H. Vanisher \$2 75
Cumoff 3 00
Takof 3 25
O.P.W. Presto 3 00
Linservett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

Gal.
Liquid Slating, B.B. \$2 30

VARNISHES

Per gal. cans
No. 1 Furniture, extra, barrels, \$1.10-\$1.21 gal.; gal. tins \$1.32-\$1.45

B.H. Stovepipe Varnish, ½ pint, per dozen 1 54
Depend-on, list 8 25
B.H. Maritime Spar, list. 7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 2 90
Graniline Floor Finish 2 90
Hydrox Spar 3 6f
Sun Varnish 2 60
Sun Spar 4 63
Sun Waterproof Floor. 3 40

Jasperite Interior and Exterior 2 65
Jasperite Pale Hard Oil 1 90
Jasperite Indestructo Floor Finish 2 65
Jamieson's Copaline 3 02
M-S Marble-ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 86
Elastic Interior 2 64
Mar-not 5 52
Quick Action House 2 47
Rexspar House 4 62
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing 3 85
Kyanize Interior 3 85
Luxeberry light 3 30
Luxeberry granite 3 52
Luxeberry spar 4 95
Ramsay's Universal 2 64
F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 800 lb. bbls. 0 13½
Opalite, 100 lb. kegs. 0 14
1 gal. packages, per pkg. 0 75
½ gal. package, per pkg. 0 40
Coralite, 5-lb. pkgs., white 0 07
Coralite, 5-lb. pkgs., colors 0 07½
B.H. Fresconite, 5 lbs. white, \$6.50; colors 7 00
F.o.b. Montreal, Toronto.

WASTE

Cream, Polishing \$0 21

WHITE

XXX 0 20
XX 0 18
X 0 17
XC 0 16
Japanese 0 15
XXX Extra 0 21
X Grand 0 19½
XLCR 0 18½
X Empire 0 17½
X Press 0 16

COLORED

No. 5 15
No. 1 14
No. 7 13
No. 1A 11½
No. 1B 10½
Fancy 16½
Lion 15
Standard 13½
Popular 12
Keen 10½
Above lines subject to trade discount for quantity.

WAX

C. & B. Floor Wax \$0 35
B.H. Wax 0 85
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax 0 40
Anchor 0 33
O.P.W. Lion Brand 0 35
Old English 0 53 0 62
Johnsons 0 57 0 62
Jamieson's liquid wax, gal. 2 75
Gold Medal 0 42
Edwards, lb. 0 40
Ramsay's 0 40
S. & W. 0 40
F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls. \$2 50
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls. 3 00
WOOD ALCOHOL per gal.
In five gallons, \$1.80-\$1.90
In barrels 1 79
4 extra for barrels
F.o.b. Montreal, Toronto, London.



When a Paint Does Its Full Duty

It performs a public service. It starts a buying pulse that anchors your trade solidly with satisfaction. And profit takes care of itself in your interest.

Maple Leaf Paints

Render public service by fully complying with every requirement in protection, preservation and ability to wear.

Write us for our M. L. Agency Proposition.



**RED
S**
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg. \$11.00.
Shot, soft, per cwt., \$17.20; chilled, \$18.70; buckshot, \$18.00; ball, \$18.40.

Dominion Metallics—B.B. Caps. \$2.80; C.B. Caps, \$3.50; 22 Short Black or Lesmok, \$4; 22 Long Smokeless, \$4.30; 22 Long Rifle Black, \$5.60; 22 Long Rifle Smokeless, \$7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps \$3.06; C.B. Caps, \$3.85; 22 Short Black, \$4.35; 22 Long Black, \$5.25; 22 Long Rifle Black, \$7.70; 22 Short Smokeless, \$4.65; 22 Long Smokeless, \$6.55; 22 Long Rifle Smokeless, \$7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., \$31; Sovereign Smokeless, 12 ga., \$38; Regal Smokeless, 12 ga., \$38; Nitro Club Smokeless, 12 ga., \$41; Canuck Smokeless, 12 ga., \$41 per M. net. Empty Paper Shot Shells, \$14 per M.; Empty Brass Shot Shells, \$6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up. 24c per lb.; clip horn, 25c lb.
Norris, 80 lbs. and over, 16c.

AXES

Single Bit \$14 50 \$20 00
Double Bit 16 50 21 50
Broad axes 32 00 35 00

AUGER BITS

Standard List Prices per Dozen
3/16.....\$6 00 18/16.....\$12 00
4.....5 00 19.....14 00
5.....5 00 20.....14 00
6.....5 00 21.....16 00
7.....5 00 22.....16 00
8.....5 00 23.....18 00
9.....6 00 24.....18 00
10.....6 00 25.....21 00
11.....7 00 26.....21 00
12.....7 00 27.....24 00
13.....8 25 28.....24 00
14.....8 25 29.....27 00
15.....9 50 30.....27 00
16.....9 50 31.....30 00
17.....12 00 32.....30 00
Discounts from standard list prices
Irwin10%
Gilmour45%

BARS, CROW. \$10.25 per 100 lbs.

BAR IRON

Bar iron.—\$5.50 base; Swedish iron, \$5.25; sleigh shoe steel, \$5.80; spring steel, \$6.50; machinery steel, \$8.00; tool steel, octagon, 100 lbs., \$13.

BELTING

Rubber, 6 in. and under, 25-2 1/2%; over 6 in., 20%.
Agricultural or No. 1 leather belting, 37 1/2% off list.
Standard, 30% off list. 25% extra.
The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, \$1.65 per lb.; cut, \$1.85 per lb.; rawhide, sides, \$1.60; cut, \$1.80.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, 3/4 and smaller, 5%; 7-16 and larger, 5% on list; machine, 3/4 and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to 3/4 and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, \$1.10 to \$1.60 per roll, according to quality; plain, 80c to \$1.45.

BUTTS

Plated—No. 441 Antique Copper and Dull Brass Finish

	Per pr.
2 1/2 x 2 1/2 in.	35
3 x 3 in.	37
3 1/2 x 3 1/2 in.	38
4 x 4 in.	47
4 1/2 x 4 1/2 in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., \$18.40; 1/4, \$16.00; 5-16 in., \$13.60; 3/8, \$12.40; 7-16, \$12.20; 1/2, \$12.00; 9-16, \$12.00; 5/8, \$11.75; 3/4, \$11.50; 1 in., \$11.25; Logging, 5-16 in., \$15.40; 3/8, \$14.20; 1/2, \$13.80; tie-out, 47 1/2%.

CHURNS

Barrel, No. 0, \$7.20; No. 1, \$7.20; No. 2, \$8; No. 3, \$8.80; No. 4, \$10.40 each.

CLEAVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	\$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks
8, 9, 10 72c lb.

DRILLS

Bit stock, 35%; Blacksmith, 1/2 in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., \$6.85; 10 in., \$7.60; 12 in., \$8.95.
Conductor pipe, 2 in., per 100 ft., \$8; 3 in., \$9.65; 4 in., \$12.75.

ENAMELWARE

See Wares.

FILES

Globe Discount 45%
Nicholson Gen. Discount 30%

FITTINGS

	Malleable	Black	Galv.
Class B.....	\$ 27	\$ 38	
Class C.....	17 1/2	27	
Bushings	20%		
Unions	30%		
Nipples 4" and under	45%		

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, \$3.40 each; 5-lb. jugs, \$1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	\$14 00	\$18 50
26 to 40	15 00	21 00
41 to 50	18 50	23 75
51 to 60	19 50	24 25
61 to 70	20 50	25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	\$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., \$2.75.
Mounted on steel frames, \$5.00 to \$6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.
Corrugated Strap Hinges—4, \$1.70; 5, \$2.10; 6, \$2.85; 8, \$4.60; 10, \$7; 12, \$10.75.

Corrugated Tee Hinges—4, \$1.90; 5, \$2.55; 6, \$3.25; 8, \$5.65; 10, \$8.75; 12, \$12.40.

HORSESHOES

Iron, No. 1 to 1, \$7.85; No. 2 and larger, \$7.60; snowshoes, No. 0 to No. 1, \$8.10; No. 2 and larger, \$7.85; steel, No. 0 to 1, \$8.30; No. 2 and larger, \$8.05; featherweight, \$9.45.

IRON, GALVANIZED

	Apollo and Premier de Lis
10% oz. or 28 Eng.	\$11 70 \$11 70
28 Am. or 26 Eng.	11 40 11 40
26 Am. or 26 special	11 10 11 10
24	10 95 10 95
22	10 95 10 95
13 and 20	10 80 10 80
16 Am.	10 65 10 65

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.
Mrs. Pott's No. 55, set.....\$2 10
Mrs. Pott's No. 50, set.....2 25
Mrs. Pott's common sad iron handles, \$1.60 dozen. Mrs. Pott's improved, \$2.10 a dozen.

LACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	\$12 50
Lightning	12 50

LAMP CHIMNEYS

A. per case 8 doz., \$7.80 per doz., \$1.05; B. per case 6 doz., \$6.50; per doz., \$1.15.

LANTERNS

No 2, plain	\$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, \$14.40.

LEAD WASTE, \$15.40.

LATCHES—THUMB, STEEL

	Doz.
2	\$2 10
3	2 80
4	4 90

Barn Door

5	2 80
8	3 00
9	5 20

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowsell	\$ 5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, \$11; cutter, \$11.

MOPS

	Doz.
O'Cedar Polish, No. 1	\$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	\$7 75	\$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, \$5.80 base; Winnipeg, \$6.25 base. Cut f.o.b. Winnipeg, \$6.55.

NETTING—POULTRY

	Net Prices Per Roll
1 in. mesh x 24 in.	\$5 95
30 in.	7 20
36 in.	8 50
2 in. mesh x 24 in.	2 90
30 in.	3 40
36 in.	4 05
48 in.	5 25
60 in.	6 55
72 in.	7 80

NETTING. Poultry. 15%.

Banner Netting, 24 in., \$4.15; 36 in., \$5.30; 48 in., \$6.25; 60 in., \$7.40; 72 in., \$8.40.

NUTS

Square, small lots, blank, 4 1/2c tapped, 4 1/2c advance on list; Hexagon, small lots, blank, 4 1/2c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 37 1/2c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 37c; Family safety coal oil, 24 1/2c; "Engoline" engine oil, 20 1/2c; Summer black oil, 22 1/2c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 20c; Standard gas engine oil, 48c; Prairie Harvester oil, 49 1/2c.

PAINTS

Stephens' Out White, \$3.95; Stephens' House, \$3.85; Stephens' Floor, \$3.30; Silkstone, \$3.15; Stephens' Barn Paint, \$1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, \$2.50; less than barrels, \$3.50; American vermilion, 20c; English vermilion, \$3 per lb.; Canadian metallic oxides, barrel lots, 3 1/2c; English purple oxide, in casks, 3 1/2c; less quantities, 4c per lb. Red lead kegs, \$19; less quantities, 20c.

PICK, Clay, 6-7, \$12.25 per doz.

POLISH—

	Doz.
O-Cedar—	
4 oz.	\$2 00
12 oz.	4 00
1 quart	10 00
1/2 gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
1/2 gal.	14 40

(Continued on second page.)



Has a Great Economy Appeal That Swings Sales and Profits Your Way

To save is compulsory now, not only for pecuniary reasons but for patriotic reasons.

Compare the economical advantages of Silkstone Flat Wall Colours over wall papers. Show the advantages in neatness of appearance, cleanliness and durability.

Sales will move faster, profits will be good and you can always rest assured that your customers will come back.

Write for our paying paint proposition.

G. F. Stephens & Co., Limited

PAINT AND VARNISH MAKERS

Winnipeg and Calgary

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
1/4 inch	\$ 6 25	\$ 8 53
3/8 inch	6 30	8 66
1/2 inch	8 25	9 80
3/4 inch	10 20	12 60
1 inch	15 00	18 75
1 1/4 inch	20 50	25 30
1 1/2 inch	24 50	30 00
2 inch	32 75	40 50
2 1/2 inch	52 50	64 70
3 inch	68 70	85 00
3 1/2 inch	86 85	
4 inch	103 00	
4 1/2 inch	118 50	
5 inch	138 00	
6 inch	179 00	

PLASTER. Paris, per bbl., \$4.50.

PLATES, CANADA

18 x 21 per box, half polish, \$11; full polished \$12.50; 18 x 24, half polished, \$11; full polished, \$12.50; 20 x 28, half polished, \$11; full polished, \$12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1 1/2 x 14 in., \$3.55 per dozen.

PUTTY

100-lb. irons	\$5 70
25-lb. irons, per cwt.	6 30
1 1/2-lb. tins	0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28 1/4c base; pure Manila, 39 3/4c base; British Manila, 33 3/4c base; lath yarn, 28 1/4c base; African hemp, 33 3/4c base; cotton rope, 1/4 and over, 65c lb.

Tarred Marline Bunks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, 1/2	\$0 38	\$ 7 20
1	0 39	7 50
1 1/2	0 43	8 10
2	0 46	8 70
2 1/2	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, 1/2	0 45	8 50
1	0 47	9 00
1 1/2	0 50	9 60
2	0 55	10 50
2 1/2	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell).

Net list.

SAWS, BUCK

Happy Medium, \$10.00; Watch Spring, \$10.40; Lance Tooth or Lightning Blades, \$10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—

	Doz.
Bramble	\$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, Nic.	\$ 87 00
Household, Jap.	75 00
Superba, Nic.	102 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	\$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., \$13.50 per doz.; D.H. Rd. Pt., \$13.50 per doz.; L.H. Sqr. Pt., \$13.50; L.H. Rd. Pt., \$13.50; Bulldog and Jones, D.H., Rd. Pt., \$15.50; D.H. Sqr. Pt., \$15.50; L.H., Rd. Pt., \$15.50; L.H., Rd. Pt., \$15.50; Black Cat and Crescent Scoops—No 4, \$17.00 doz.; No. 6, \$17.50; No. 8, \$18.00; No. 10, \$18.50; Moose & Jones Scoops, No. 4, \$18.25; No. 6, \$18.75; No. 8, \$19.25; No. 10, \$19.75.

SOLDER. Per pound, 66 to 67.

SPIKES

Pressed, 1/4 in., \$8.30; 5-16, \$7.95; 3/8, \$7.75; 1/2, \$7.55.

STAPLES

Bright wire, per cwt., \$5.85 at Fort William, \$6.25 Winnipeg; galvanized staples, \$6.65 Fort William, \$7.05, Winnipeg.

STEEL

Sleighshoe, \$5.80 base per cwt.; plow, common, \$6.50; crucible plow, \$7.50; angle, \$5.35; harrow, \$5.50 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, \$7.50; machine, \$8.00 base; tire, \$5.60. Mid, 3-16, 1/4, 5-16, \$8.00 base; other sizes \$5.75 base. Band Steel, \$5.75 base.

STEEL HOOPS

1/2 in., \$9.75; 3/4 in., \$9.50; 1 in., \$8.75; 1 1/4 in., \$8.50; 1 1/2 in., \$8.50; 1 3/4 in., \$8.50; 2 in., \$8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	\$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.X.	40 00
Terne plates	24 00

TRAPS, GAME—

	Doz.	Vieter	H. & N.	Jump
No. 0	\$1 95			
No. 1	2 30	\$3 60	\$3 10	
No. 1 1/2	3 45	5 40	4 55	
No. 2	4 80	7 50	6 70	
No. 3	6 40	10 00		

TUBS—

	Wood	Fibre
No. 0	\$21 35	\$23 80
No. 1	18 80	20 45
No. 2	16 40	16 95
No. 3	14 00	14 45

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 4-ply	0 72
Cotton, 3-ply	0 68

Dozen

VARNISHES

Stephens Luminette, gal., \$2 20
Stephens Exalite, gal., \$ 00

WARES, ETC.

Scotch Grey, 40, 12 1/2% discount.
Colonial, Imperial, Pearl, 20, 7 1/2% discount.
Premier, Canada, Diamond, 2 1/2% discount.
Whiteware, 40, 10% discount.
Japanned Ware, list, plus 30%.
Japanned Ware, white, list, plus 40%.
Japanned Sprinklers, list, plus 30%.
Stamped Ware, plain, 40, 10% discount.
Stamped Ware, ret'd, 40% discount.
Pieced Tinware, ordinary, list, plus 40%.
Pieced Tinware, copper bottoms, list, plus 60%.
Sheet Iron Ware, list, plus 20%.
Light Galv'd Pails and Tubs, list, plus 27 1/2%.
Heavy Galv'd Pails and Tubs, 17 1/2% discount.
Jap. Coal Hods, list, plus 35%.
Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, \$17.75; less than ton lots, \$18.10.

WIRE, BARB

Lyman, 4-point, \$4.95 f.o.b. Fort William, \$5.25 Winnipeg; Glidden Cattle, 2-pt., \$4.80 Fort William, \$5.10 Winnipeg; Baker 2-pt., \$4.75 Ft. William, \$5.05 Winnipeg; plain twist, cwt., Ft. William, \$4.95; Winnipeg, \$5.25 spool; plain galvanized, Ft. William, No. 9, \$5.65; No. 12, \$5.85; Winnipeg, No. 9, \$6.05; No. 12, \$6.25; coil spring, Ft. William, No. 9, \$5.70; No. 12, \$5.95; Winnipeg, No. 9, \$6.10; No. 12, \$6.35.

Patented screen in 100-ft. rolls, \$3.50 per hundred sq. ft.; in 50-ft. rolls, \$3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, shagle loop, \$7.65 Winnipeg; \$7.25 Ft. William.

Brass snare wire, per lb., 20c.

WIRE ANNEALED

No. 9, \$6.75; 10, \$6.80; 12, \$6.95; 14, \$7.15; 15, \$7.25; 16, \$7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	\$ 6 50
8 in.	7 80
10 in.	9 10
12 in.	11 70
15 in.	15 60

Perfect Handle—

6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	\$1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45

Trim—

10 in.	\$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Dozen

Always Ready—	Black	N.P.
No. 1	\$4 20	\$4 50
No. 2	5 75	6 00

WRINGERS

\$70.50 per doz.; Emperor, \$132.
Eze, \$58.85 per doz.; Reliance, Royal Canadian, \$54.50 per doz.;



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THE BEST SELLING

Electrically-operated Washing and Wringer Machine

The Eden is the one best machine; the tub is made entirely of rust-proof iron, reinforced with angle iron, all mechanism geared direct, no belts or chains; automatic stop causes cylinder to stop with opening always at the top; flat top is entirely clear of mechanism. All moving parts are covered. Wringer is guaranteed and has safety release to prevent accidents. Special motor is equipped with safety cutout that prevents overloading.

All metal rust proof construction, giving strength, durability and long life.

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Great West Electric Company, Limited

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Gregg Plow Eveners Pull Big Business

Gregg Plow Eveners, like Gregg Wagon Sets, Neck-yokes and Hitches, are built for service. They are guaranteed against defective materials and workmanship.

Send for copy of catalogue describing our full line.

Any jobber in the Canadian West can supply you with Gregg Goods.



Gregg Mfg. Co., Limited

WINNIPEG

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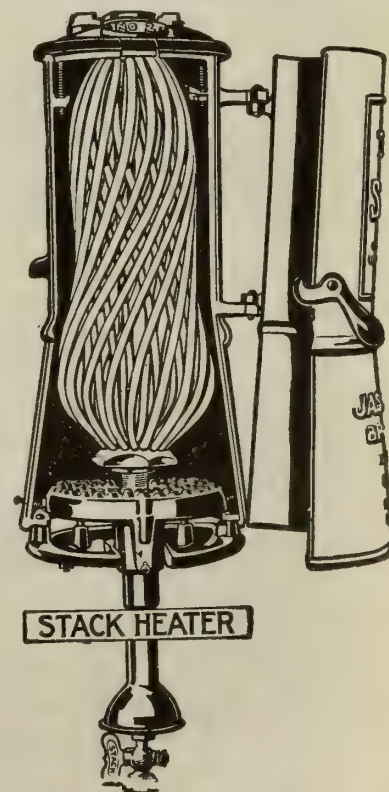
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The STACK shows 15% greater efficiency than the average heater.

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Factory Products Co., Toronto.
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Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
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National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
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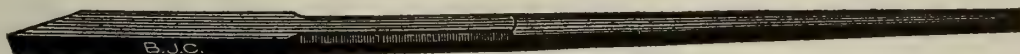
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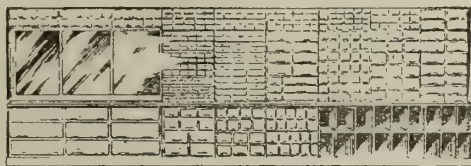
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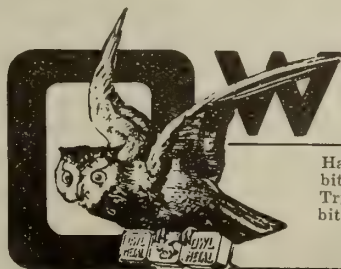
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Canada Foundries & Forgings, Ltd., Brockville.

Clipper Lawn Mower Co., Dixon, Ill.

Milbradt Mfg. Co., Sterling, Ill.

Taylor-Forbes Co., Guelph, Ont.

S. P. Townsend & Co., Orange, N.J.

Lead, Black

John Oakley & Sons, London, Eng.

Leather Belting and Soles

Beardmore & Co., Toronto.

Lead, Sheets and Pipe

Canada Metal Co., Toronto.

Empire Mfg. Co., London, Ont.

Hoyt Metal Co., Toronto.

A. C. Leslie & Co., Montreal.

Lead Traps and Bends

Canada Metal Co., Toronto.

Empire Mfg. Co., London and Toronto.

Hoyt Metal Co., Toronto.

Lace Leather

Wm. Taylor, Parry Sound, Ont.

Lead Washers

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Lens

McKee Glass Co., Buffalo, N.Y.

Stoppage Co., Hamilton, Can.

Levels

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Goodell-Pratt Co., Greenfield, Mass.

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Level Glasses

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Lighting Systems, Store

Benjamin Electric Co., Toronto.

Lighting Fixtures, Store

Benjamin Electric Co., Toronto.

Lines, Wire, Clothes

Walter Woods & Co., Hamilton.

Western Wire & Nail Co., London.

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Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil

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Dominion Linseed Oil Co., Baden and Toronto.

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Prairie City Oil Co., Winnipeg, Man.

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Sherwin-Williams Co., Ltd., Montreal.

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Lumber Tools

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Thos. Fink & Co., Pembroke, Ont.

Mantles, Gas

Hamilton Gas Mangle Co., Hamilton, Can.

Marine Brass Work

Empire Mfg. Co., London, Ont.

Matches

E. B. Eddy Co., Hull, Que.

Mats, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls

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Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica

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Collette Mfg. Co., Collingwood.

H. Nagle Co., Montreal.

Meters

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North American Hardware Co., Ltd., Montreal, Q.

Motor Trucks

Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

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Canadian General Electric Co., Ltd., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Northern Electric Co., Montreal.

Nails, Wire

Canadian Tube & Iron Co., Ltd., Montreal.

Cavenhill, Learmont & Co., Montreal.

Colonial Wire Mfg. Co., Ltd., Montreal.

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Laidlaw Bale-Tie Co., Ltd., Hamilton.

Lewis Bros., Ltd., Montreal.

Steel Co. of Canada, Ltd., Hamilton, Ont.

Parmenter & Bulloch, Gananoque, Ont.

Western Wire & Nail Co., London.

Nail Pullers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe

Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes

Gregg Mfg. Co., Ltd., Winnipeg, Man.

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Cannon Oiler Co., Keithsburg, Ill.

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Oil, Coal

Imperial Oil Co., Toronto.

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Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers

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ator and gas Engine

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S. F. Bowser & Co., Inc., Toronto, Can.

Thos. Davidson Mfg. Co., Ltd., Montreal.

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Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates

McGregor, Banwell Fence Co., Ltd., Walkerville.</

Letting You Into A Secret

THEY were talking about things in general — Jones and Brown. But it was easily seen by Jones that Brown talked with a positiveness and definiteness lacking in himself. Brown evidently had real knowledge about things and this gave him an assurance lacking in Jones. Jones found himself talking in generalities, and he had the sense to know that what he had to say wasn't very convincing. In the end he spoke up. "Brown, tell me, where do you get your information? You talk like one who knows. You use facts to fortify your opinions, and you seem to have a wealth of information about things Canadian. What's the secret of your greater confidence and knowledge?"

And Brown said: "I'll tell you, Jones, how I have strengthened myself in confidence and knowledge, as you put it. I read my newspaper in a new way now, and I make it a point to know a good deal about Canada, the land of my birth, residence and affection.

"For years—until I was forty—I read newspapers, as many others do—pretty thoroughly. I read about accidents, and meetings and fires, and everything else. One day I woke up,—was awakening up, to tell the truth—to discover that I was just frittering away time when I read everything.—Then I determined to concentrate my interest on matters Canadian—the things about Canada that really matter.

"I wanted direction. I needed a focal point, as it were. What should be skipped, and what should be read closely? I was floundering. I am not much of a politician, and I abominate party politics. I wanted to see things fairly.

"Then one day I made the acquaintance of THE FINANCIAL POST. It seemed to me to give me the direction I needed. I found it was sifting things for me, and giving current affairs their right proportioning. At any rate, it was a new kind of newspaper to me, and I read it with zest.

"I am a business man, and business in its larger aspects is the special field of THE FINANCIAL POST. I found the paper written in a readable way, and that it has a breadth of interest pleasing to me. So I subscribed for THE POST, and every Saturday and over the week-end this paper is pretty thoroughly ready by me.

"I find that the reading of this paper helps me get out of my daily newspaper the meat in it. As a matter of fact, I read my daily newspaper and other papers with a new and informed interest which makes my reading a profitable thing.

"I read somewhere that an hour a day spent on any subject would make a man master of that subject in 10 years. Well, I do not know that I am seeking to be a master of Canadian

affairs, but I do know that for the past two years or so I have been having a new joy in life. I am really trying to know my Canada.

"I clip a good deal, and my scrap-book on Canada is a treasure house for me, I collate the material I put in that book, and whenever I want to read up any particular subject, I have before me, gathered up, a surprising amount of material obtained from many sources.

"I take luncheon at the Club daily. There are eight of us who gather daily at the same table. One is a wholesaler, another is a banker, another a publisher, another a manufacturer, another a manufacturers' agent—and so on. We have a representative gathering.

"We talk about many things, and about Canada most of all. I take great satisfaction from the knowledge that I am able to hold up my end of the conversation. To tell you the truth, it is this reputation that spurs me on to keep myself brushed up all the time. I own up, also, to practising a little subtlety. I guide the conversation in the direction of a subject that I am well informed on, and then I bide my time, letting others wrestle with it until they have told all they know. Then is my chance, and I am able to say something useful to a company that is attentive.

"Jones, if you want to improve the quality of your information, read purposefully, objectively. Cut out the reading of everything under the sun. You are a business man, the same as I am. Why not read definitely along the line of business? You will find it a most pleasurable kind of reading, and you'll find that you will acquire the sifting mind which will enable you to pass over a lot of stuff of no value to you, and seize on material of real value.

"I recommend THE FINANCIAL POST as a paper that will give your reading direction. It has helped me much, and I believe will help you. At any rate, it is easy to try it out."

IF JONES wants to try out THE FINANCIAL POST he can have it go to him by mail for four months for a dollar bill. One thing that ought to impress and please Jones is that THE POST is not a one-man paper. It is produced by many men, each a surpassingly well-informed man on the subject he writes. One man writes on matters pertaining to agriculture, another on the iron and steel industry, another on the food problems and milling and cereal subjects, another on insurance, another on textiles, and so on. The special contributed articles which are a regular feature of THE POST are by authorities or by men of position. Besides which, THE POST surveys many fields of interest, and this survey is world-wide. It is a meatful paper, in very truth, and assures those who read it regularly an amount, kind and quality of reading not commonly found in a single newspaper. If you would make your daily reading take on a new interest and value, we suggest that you should sign and forward the coupon opposite.

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Piston Rod Pecking

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

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Canada Metal Co., Ltd., Toronto.

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Thos. Davidson Mfg. Co., Ltd., Montreal.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg

Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead

Canada Metal Co., Toronto

Hoyt Metal Co., Toronto

Pipe, Stove

Collins Mfg. Co., Toronto

Soren Bros., Toronto

Pipe, Rain Water Conductor

Canada Metal Co., Toronto

Metallic Roofing Co., Toronto

Pliers, Cutting

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Goodell-Pratt Co., Greenfield, Mass.

Plowshares

D. Ackland & Son, Winnipeg

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Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools

Empire Mfg. Co., London, Ont.

Plumbers' Supplies, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Caverhill, Learmont & Co., Montreal

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Plates, Plain and Chequer

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Channel Chemical Co., Toronto.

Polishing Heads

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Jno. Oaker & Sons, London, Eng.

Poles, Electric Light

Northern Electric Co., Montreal

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R. McDougall Co., Ltd., Galt.

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The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes

Doust Specialty Co., Toronto.

Ward & Payne, Sheffield, Eng.

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Geneva Cutlery Co., Geneva, N.Y.

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Butterfield & Co., Rock Island, Que.

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Soren Bros., Toronto

Refrigerator Hardware

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Rivets

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Solderall

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The "1900" Complete Line Pays You Best

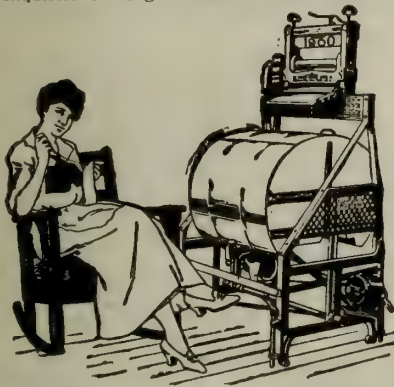
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Recently we have perfected two new models representing the highest development the Washing Machine has ever attained.

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Is there a live "1900" Dealer in your district? Would you like to know more about the "1900" line?

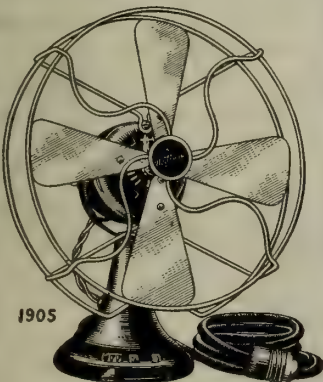
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1905

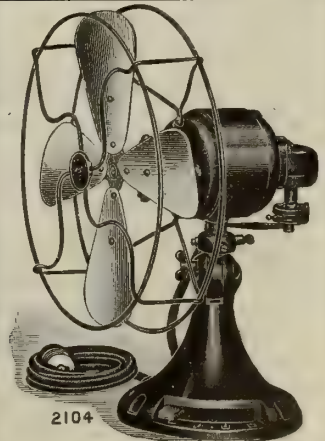
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Dominion Sewing Machine & Phonograph Co.,
Winnipeg

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

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Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starratt Co., Athol, Mass.

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Lenders, Fray & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Terne Plates
A. O. Leslie & Co., Ltd., Montreal

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Baron Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.

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Kinsinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.
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Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
Modrow Tire & Rubber Co., East Palestine, O.
North American Hardware Co., Ltd., Montreal.

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B. J. Coghlin Co., Ltd., Montreal, Que.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

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Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
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A. C. Gilbert Co., New Haven, Conn.

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D. Ackland & Son, Winnipeg.

Tools, Machinists'
L. S. Starratt Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton

Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Daston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canada Foundries & Forgings, Brockville
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Daston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Turning Tools
Buck Bros., Millbury, Mass.
Ward & Payne, Sheffield, Eng.

Tuba
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton
Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd.,
Niagara Falls, N.Y.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.

**Valves, Radiator and Air, Iron Body, Com-
position, Globe, Angle, Check**
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Bros. Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Peary & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Ventilators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Pipe Chain
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont.

WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Reauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
C. Klopfer, Ltd., Toronto

The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Otterville Mfg. Co., Otterville, Ont.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Canadian Woodenware Co., St. Thomas, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Downsall, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary,
Alta.
Northern Electric Co., Montreal

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Canadian Woodenware Co., St. Thomas, Ont.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Water Supply Systems
Empire Mfg. Co., London, Ont.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Swan Mfg. Co., Winnipeg

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Cathar-
ines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Weeders, Garden (hand)
J. E. Gilson Mfg. Co., Port Washington, W. C.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Miller-Morse Co., Winnipeg, Man.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows, Kalamelined
Metallic Roofing Co., Toronto and Winnipeg

Windshields
Leeks & Potts, Hamilton, Ont.

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Rope
Baines & Peckover, Toronto.

Wrapping Paper
McArthur & Co., Alex., Montreal, Que.

Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
L. S. Starratt Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
J. H. Williams Co., Brooklyn, N.Y.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starratt Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

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Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Downsall, Lees & Co., Hamilton.
J. H. Connor & Son, Ltd., Ottawa
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary,
Alta.

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Electrical

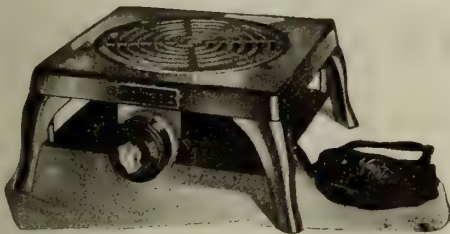
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One and Two Burner Hot Plates

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TORONTO



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Nickel Plate or Black Finish

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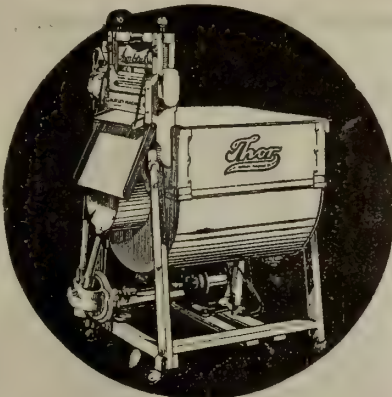
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ELECTRIC
WASHERS
IRONERS
CLEANERS

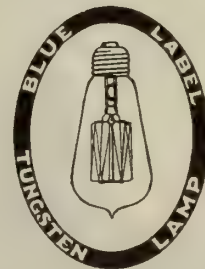
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line of home labor-saving devices. Sell
because they excel.

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to get the business
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Blue Label Lamps not only save current
while affording a greater output of light,
but also make sales easier for the lamp
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and creating satisfied customers.

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chanical and electrical defects in construc-
tion. These lamps must MAKE GOOD, or
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Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

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A Big Trade Is Waiting for You.

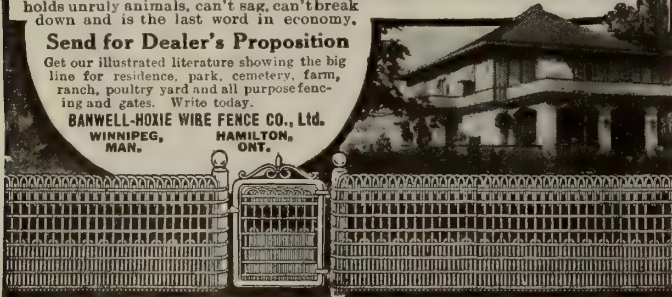
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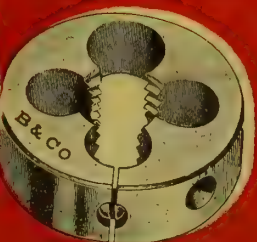
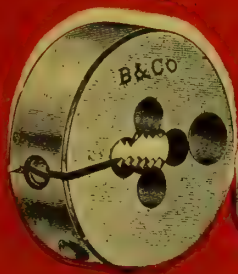
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Butterfield Tools are remarkably fast and accurate workers. Many years' experience has built up a reputation unexcelled by any other name for Taps, Dies, Reamers, Twist Drills and Milling Cutters of highest quality and endurance.

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the dealer who has been selling our line.

“HE IS A SUCCESS”

The veteran painter, tried and proved, the man who does paint well.

“HE KNOWS”

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Because

It goes farthest.

Covers more space at less cost.

Encourages the inexperienced to paint and brighten up.

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Makers of Wallhangings

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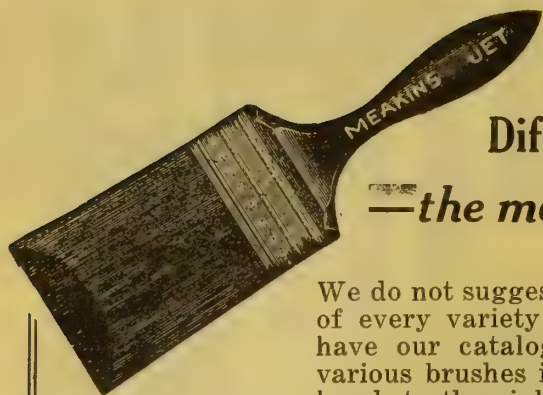
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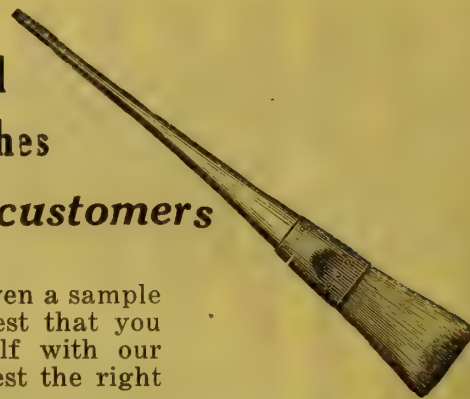
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We Make a Thousand Different Kinds of Brushes

—the more to please your customers



We do not suggest that you carry stocks or even a sample of every variety of brush, but we do suggest that you have our catalogue and familiarize yourself with our various brushes in order to be able to suggest the right brush to the right person for the right need.

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There are MEAKINS BRUSHES for painting: horse stable and carriage cleaning; for garages and automobile needs; for butchers, barmen, stovemakers; for walls, radiators, floors, bannisters, cornices; for kitchens, parlors, schools; for cream separators, gun barrels, bottles, and anything that we have not got, so long as it is a brush, we can make it and quote price in advance.

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HAMILTON, ONTARIO

Warehouses : Winnipeg London Toronto Montreal



We Solicit Export Business

Stratford Brass Furniture Trimmings and Builders' Hardware is bound to eventually capture the bulk of export business. We have first made good at home and are now reaching out into a broader field on the strength of our reputation for neatness of design, serviceability and the quality of being exceptionally light for shipping.

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**The Stratford Brass
Company, Limited**
STRATFORD, ONTARIO



It takes more than Capital, more than Determination, more than Aggressiveness, more than Advertising to make a product leader of its kind.

All these aids, powerful as they are, would be unavailing to achieve such a position unless the product possessed superior merit.

SUPERIOR MERIT ALONE has placed

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IN ITS POSITION OF

SUPREMACY

It is known as the Babbitt Metal without a fault and for general machinery bearings it gives excellent service.

Order a box from our nearest factory.

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**BABBITT METALS, SOLDER,
LEAD PIPE, SHEET LEAD**

and all White Metal Alloys and are the

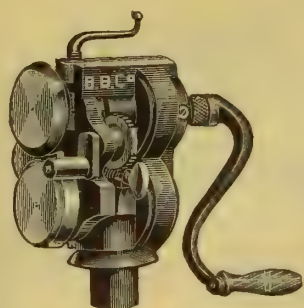
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Immense stock of Ingot Metals for prompt shipment.

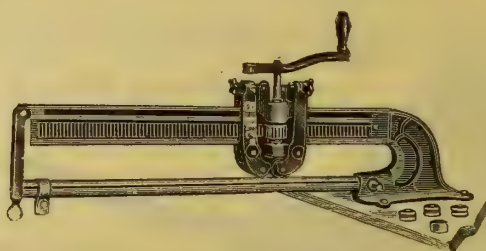
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Noyes Groover



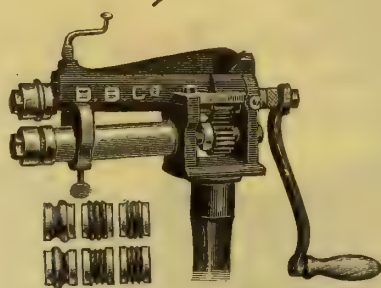
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Foot Squaring Shear

The Trade Mark as a Safeguard

When ordering tinsmiths' tools specify B.B. It insures you getting the latest and most efficient machines on the market.

The Brown-Boggs Company, Limited

HAMILTON, CANADA

Lane's Ratchet Wrench Sets Sold and Used Everywhere on This Continent!

Indispensable for close work. Entirely machine made. Sockets in both Standard and Ford sets are turned from Bessemer steel and case-hardened. Warranted not to break or spread.

FORD SET

The Ford set contains: 1 Handle 7 inches in length; 2 Screwdriver Bits, 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.

STANDARD SET

Standard set contains: 1 Handle 7 inches in length; 2 Screwdriver Bits, 7 Sockets to fit semi-finished Hex. Nuts, as follows: U.S. Standard from $\frac{1}{4}$ to $\frac{1}{2}$ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to $\frac{5}{8}$ in.

Lane "Super Unique" Ratchet Wrench.

A stronger, better or more durable wrench was never made than this Lane Wrench.

1—9-inch Drop Gorge Handle.

1—8-inch Extension Bar with Thimble attached.

15—Hexagon Sockets, all machine made.

Broached opening of sockets range from 7-16 inch to $1\frac{1}{4}$ inch, and fit all size nuts within this range from $\frac{1}{4}$ " to $\frac{7}{8}$ " in S.A.E. standard, 3-16" to $\frac{3}{4}$ " in U.S.A. Standard and Cap Screws from $\frac{1}{4}$ " to 1".

Lane "Unique" Ratchet Screw Driver

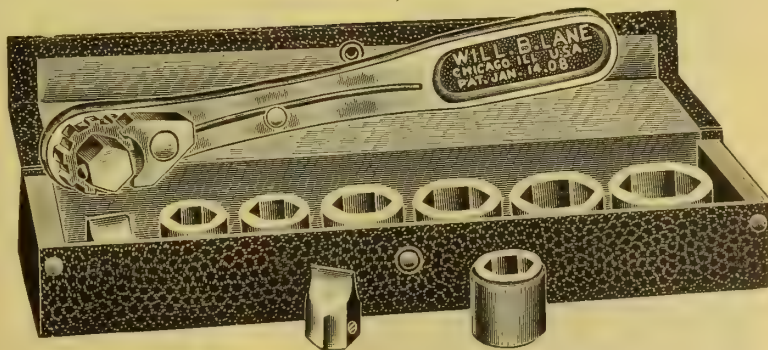
An extremely useful tool in all trades and about the home, while its principal object is to turn screws not accessible with a long handle, it will on account of great leverage secured turn screws hardly possible with an 18" straight handle.

Set consists of:

1—6-inch Drop Forge Handle.

2—Size Screw Driver Bits.

Bits are interchangeable and can be changed in one second.



WILL B. LANE

180 NORTH DEARBORN STREET

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CHICAGO, ILL.

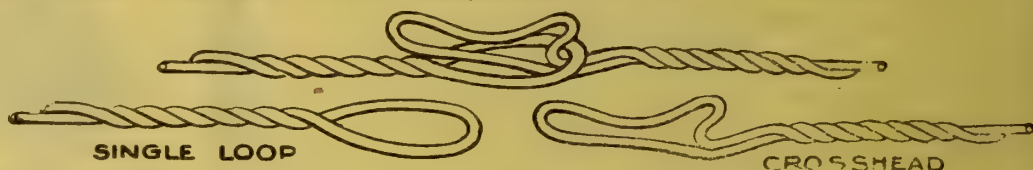
Nails and Wire

We have actually shipped to all the principal countries in the world. From experience we know how to pack and ship for export, and importers abroad are assured of satisfactory service. We solicit inquiries from merchants in the British Empire and foreign countries. Quotations are made f.o.b. Atlantic or Pacific Ports, or c.i.f.

We are manufacturers of:

WIRE NAILS — All sizes and patterns, as used in European, Asiatic and Australasian markets. Packed in bags, or in steel-bound, paper-lined kegs.

WIRE—Bright, Annealed, Varnished, Coppered Weaving, Mattress and other fine tinned wires.



Special Hay Baling Wire

WIRE BALE TIES—Made in the usual gauges and cut to any length desired. For baling hay, straw and other compressible materials.

Packed in 56-lb. bundles, oiled with linseed oil. Single loop tie has loop at one end; cross head tie has loop at one end and hook at other, as illustrated above.

FENCE STAPLES—Bright and Galvanized.



The Laidlaw Bale-Tie Company, Limited
HAMILTON, CANADA

A. T. Diggins, Stair Building, TORONTO, ONT.; Harry F. Moulden, WINNIPEG, MANITOBA; H. E. O. Bull, MONTREAL, QUEBEC.

LONDON, ENGLAND: M. BRYAN, 24 ALDGATE

All Atlantic Ports from Baltimore north are equally convenient to Hamilton.

How many horse owners in your community?

Just think. There are more than a few. And every one of them appreciates the fact that a sore shoulder is a serious discount to the value of a horse.

Right there is where you can get them interested in the TAPATCO BRAND COLLAR PAD—the pad that keeps the horse's shoulders in good working condition all day and every day.

The excellent grade of cotton drill from which the TAPATCO Pad is made and the specially prepared composite stuffing in every one is a guarantee of long wear under the most trying conditions.



Note Exclusive Tapatco Patent

—A new patented staple and felt reinforcing device for attaching the hooks to the pad. This prevents the hooks from pulling off easily, even where the fabric has been weakened by long use. This form of attachment is found only on pads manufactured by us.

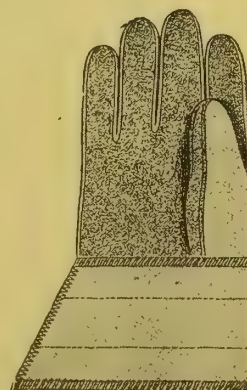
You'll need a big supply of Tapatco Cotton Gloves this year

Increased activities on the farm and in the field of production generally will boost the demand for TAPATCO Gloves.

These are high-grade, easy-selling gloves that will stand up and satisfy under the most severe service. There are none better for use in field, garden, workshop or factory.

Order through your jobber now and play up TAPATCO—the glove of service and quality. Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weight. Jersey gloves and mitts in Oxford, Tan and Slate.

We also make a leatherette-faced glove that is a winner everywhere.



The
American Pad and Textile Co.
CHATHAM, ONTARIO, CANADA

The Business Papers Got The Volunteers

EDWARD N. HURLEY, the clear-headed, resourceful Chairman of the United States Shipping Board—the man who induced Chas. Schwab to take the general management—puts a big rating on the national importance of the business paper. In the recent campaign for shipyard volunteers the business papers aided greatly in getting the required number of men.

Mr. Hurley, writing the Secretary of the Associated Business Papers, which includes a large number of the most progressive in North America, says:

“I WANT to tell you and those connected with the division of advertising that the services rendered the United States Shipping Board and the Emergency Fleet Corporation by the Business Papers in our recent campaign for shipyard volunteers, deserves our highest commendation.

“The editorials which these papers published and the advertisements bearing coupons and postcards to be filled in by those desiring to enrol in the shipyard volunteers, materially helped us in securing our full quota of volunteers.

“I recognize the great force of the Technical and Trade Press of the country, and particularly in these critical times, both with relation to business as well as to the war.

“Please accept this as a testimonial of my appreciation of your very valuable services and the assistance given us by the Associated Business Papers.”

It is only since the beginning of the war that many have come to recognize the value and power of the Business Paper. Manufacturers who have subscribed for and used the Business Press in their own campaigns have long known its power in developing not only the business of its readers but the resources of the country. The Business Paper to-day stands high in the estimation of those executive heads connected with war endeavors, because they realize it is a mighty force in stabilizing business and in giving technical knowledge which cannot be secured in any other way.

Following MacLean Trade and Technical Papers and Magazines stand at the top for Service to readers:

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Hardware and Metal
Canadian Machinery
Power House
Canadian Foundryman

Marine Engineering
Dry Goods
Men's Wear Review
Bookseller and Stationer

Sanitary Engineer
Financial Post
MacLean's Magazine
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NUMBER TWO



JOHN P. HOLLAND

ON August 12, 1914, two weeks after the outbreak of the European War, John P. Holland, inventor of the submarine, died at his home in Newark, N. J. Holland was born in Ireland in 1842—and at the age of 20 he commenced to concentrate on the submarine idea. He came to America in 1864; and in 1898 completed his first successful submarine at Elizabeth, N. J.

Holland's entire life was dramatic and in a sense, tragic. As a result of his great genius, he will become immortal as the inventor of the most terrible war-machine the world has ever known.

The dominant trait in this wonderful man's character was

CONCENTRATION

As Holland's invention has gained the approval of practically every nation, so has the Victor Hack Saw Blade won the admiration and confidence of mechanics and technicians all over America—and all over the world.

Like Holland, we have concentrated on one thing. For over twelve years we have been experimenting, testing, improving. In practical tests, the Victor Hack Saw has seldom been equalled—and never excelled. It is the result of a large organization of technicians and skilled mechanics concentrating on one idea—which is—to make the most honest and efficient hack saw blade in the world. We do not scatter our energies. We make hack saws for every metal-cutting purpose.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA.



DO YOU WANT "BETTER BRUSHES"

THEN WHY NOT BUY THE ONLY BRUSH MADE TO THAT STANDARD?



Brushes built on a quality basis and priced on a quantity output. Made under modern methods, equipment and management in the finest factory in the world devoted to the making of high-grade brushes.

T. S. SIMMS & CO., Ltd., Makers of **"BETTER BRUSHES"**
ST. JOHN (FAIRVILLE), N.B., CANADA

PEERLESS ORNAMENTAL FENCING

LOOK YOUR TOWN OVER

and you will then realize the big trade you can easily get by showing the "Peerless" line of heavy, open hearth steel wire fencing.

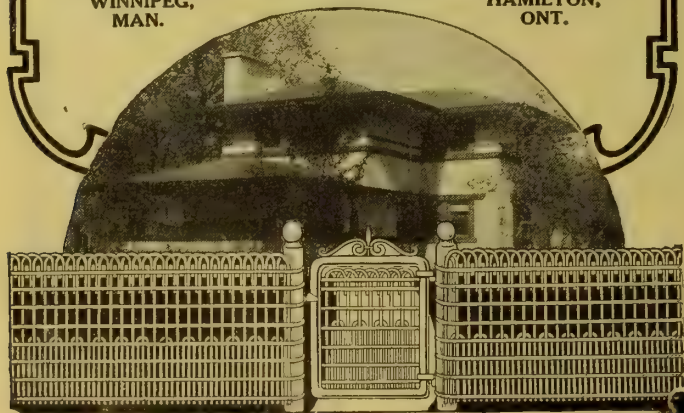
Your customers will be surprised to know how inexpensively they can surround their property with a strong, durable, yet highly ornamental fence.

You can easily afford to send a man out to take orders. Let us tell you about it.

Send for Dealer's Proposition

Get our Catalogue showing the beautiful designs for lawns, parks, cemeteries, etc. Also farm and poultry fencing and gates. There's a big fence trade waiting for you. WRITE TODAY.

The Banwell-Hoxie Wire Fence Co., Ltd.,
WINNIPEG, MAN. HAMILTON, ONT.



P X H

TRADE MARK

FILES

HARD AS A DIAMOND

AND

STRAIGHT AS A STRING

TWO BRANDS

ONE QUALITY—THE BEST

They Cut Faster and Wear Longer

PORT HOPE FILE MFG. CO.,
LIMITED

PORT HOPE - ONTARIO

"Ask your jobber"

IMPERIAL

TRADE MARK

If interested, tear out this page and place with letters to be answered.

Becoming a Bigger Man

WHAT is the difference between some men you know and others known to you? Why are some men earning \$3,000 a year and some \$30,000? You can't put it down to heredity or better early opportunities, or even better education. What, then, is the explanation of the stagnation of some men and the elevation and progress of others?

We are reminded of a story. A railroad man, born in Canada, was revisiting his home town on the St. Lawrence River. He wandered up to a group of old-timers who sat in the sun basking in blissful idleness. "Charlie," said one of the old men, "they tell me you are getting \$20,000 a year." "Something like that," said Charlie. "Well, all I've got to say, Charlie, is that you're not worth it."

A salary of \$20,000 a year to these do-nothing men was incredible. Not one of the group had ever made as much as \$2,000 a year, and each man in the company felt that he was a mighty good man.

Charlie had left the old home town when he was a lad. He had got into the mill of bigger things. He developed to be a good man, a better man, the best man for certain work. His specialized education, joined to his own energy and labor sent him up, up, up. To put it in another way: Charlie had always more to sell, and the world wanted his merchandise—brain, skill and ability. Having more to sell all the time, he got more pay all the time.

Charlie could have stayed in the old home town; could have stagnated like others; could have been content with common wages. In short, Charlie could have stayed with the common crowd at the foot of the ladder. But Charlie improved himself and pushed himself, and this type of man the Goddess of Fortune likes to take by the hand and lead onward and upward.

Almost any man can climb higher if he really wants to try. None but himself will hold him back. As a matter of fact,

the world applauds and helps those who try to climb the ladder that reaches towards the stars.

The bank manager in an obscure branch in a village can get out of that bank surely and swiftly, if he makes it clear to his superiors that he is ready for larger service and a larger sphere. The humble retailer can burst the walls of his small store, just as Timothy Eaton did, if he gets the right idea and follows it. It is not a matter of brain or education so much as of purpose joined to energy and labor. The salesman or manager or bookkeeper or secretary can lift himself to a higher plane of service and rewards if he prepares himself diligently for larger work and pay. The small manufacturer, the company director, the broker—all can become enlarged in the nature of their enterprise and in the amount of their income, — by resolutely setting themselves about the task of growing to be bigger-minded men.

Specialized information is the great idea. This is what the world pays handsomely for. And to acquire specialized information is really a simple matter, calling for the purposeful and faithful use of time. This chiefly.

One does not have to stop his ordinary work, or go to a university, or to any school. One can acquire the specialized information in the margin of time which is his own—in the after-hours of business. Which means: If a man will read the right kind of books or publications, and make himself a serious student at home, in his hours—the evening hours or the early morning hours—he can climb to heights of position and pay that will dazzle the inert comrades of his youth or day's work.

IF business—BUSINESS—is your chosen field of work, we counsel you to read each week **THE FINANCIAL POST**. It will stimulate you mentally. It will challenge you to further studious effort. It will give you glimpses into the world of endeavor occupied by the captains of industry and finance. With the guidance of the POST, and with its wealth of specialized information, you, a purposeful man, aiming to go higher in life and pay, will find yourself becoming enlarged in knowledge and ambition, and will be acquiring the bases and facts of knowledge which become the rungs of the ladder you climb by.

It is the first step which costs. But this cost is trivial—a single dollar. We offer you the POST for four months for a dollar. Surely it is worth a dollar to discover how right we are in our argument. If you have the will to go higher in position and pay, sign the coupon below.

THE MACLEAN PUBLISHING COMPANY, LIMITED,
Dept. CG—143-153 University Ave., Toronto.

Send ^{me}_{us} THE FINANCIAL POST for four months for one dollar.

Money to be ^{enclosed}_{remitted}

Signed



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

STEEL STAMPS

Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

CLIMAX BALER®

MANUFACTURERS OF Baling Presses
HAND-BELT OR ELECTRIC POWER
EMERALD & BURTON STS. HAMILTON ONT



ALLEN FLUX

NON-ACID FLUX FOR SOLDERING—ANYTHING—any metal to any metal. Makes joint three times as strong as muriatic acid flux. ONLY SOLDERING FLUX APPROVED BY NATIONAL BOARD OF FIRE UNDERWRITERS.

BISSETT & WEBB, Limited
126 Lombard St. Winnipeg, Can.

BATH ROOM FITTINGS



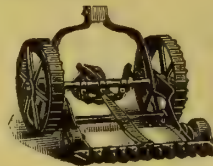
KINZINGER, BRUCE
& CO., LIMITED
NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.



BRITANNIC MILLS

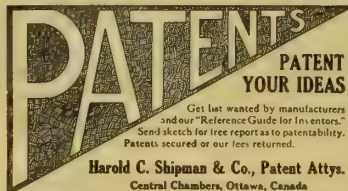
Manchester England

Blue
Twill
Cloth



Emery
Grains & Flour
Made from
Pure
Turkish
Rock

De Ro Brand
Canadian Distributors
Des Rochers, Limited Montreal, Que



Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

The PARMENTER BULLOCH CO., Ltd

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



NORCROSS Garden Cultivator-hoe



"Used the World Over"
Send for Catalog
C.S. Norcross & Sons, Bushnell, Ill.

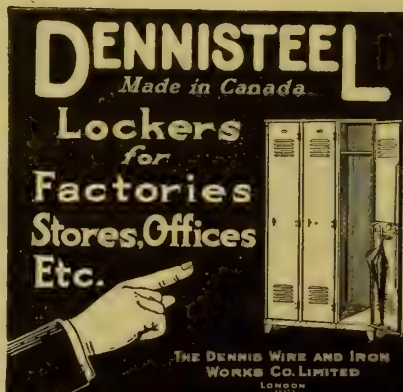


STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.



Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

KINDLY MENTION THIS
PAPER WHEN WRITING
TO ADVERTISERS

Wanted

HELP WANTED

WANTED—Young, energetic salesman (speaking both languages), with good hardware and general store connection in Province of Quebec, to handle line of wallpapers. Permanent position. Highest salary paid to right party. Apply, stating experience, and giving references to Box 55, Hardware and Metal, Toronto.

HARDWARE TRAVELLERS WANTED TO sell Reliable Churns, which have been advertised in Hardware and Metal for several months. The Reliable Churn Co., 141 King St. E., Toronto.

EXPERIENCED COMMISSION MEN FOR Manitoba, Saskatchewan, Alberta and British Columbia, to call on hardware and furniture trade in small towns as well as large. Territory must be covered often, therefore prefer one man to cover one or two provinces only. Give full particulars and references in first letter. Box 49, Hardware and Metal.

WANTED—EXPERIENCED HARDWARE clerk to take responsible position. Apply giving experience, references and salary expected. Box 88, Fort Frances, Ont., Rainy River District.

HARDWARE SALESMAN WANTED AT ONCE. One with several years' experience. State age and salary. Box 391, Hardware and Metal.

FOR SALE

FOR SALE—HARDWARE BUSINESS IN ALBERTA. About \$4,000 will handle. Write for particulars. Box 98, Hardware and Metal.

FOR SALE—ABOUT FIFTY GALLONS Brandram-Henderson's paint, assorted colors. Snap price for the lot. Apply P.O. Box 106, Carberry, Manitoba.

LAMP AND LANTERN BURNERS

100 DOZEN REED'S PERFECT BRASS LAMP Burners, with cone reflectors. Size B, \$1.50 doz.; 10 doz. size A, \$1.15 doz.; 10 doz. lantern Reed burners (brass), \$1.50 doz.; 100 doz. job Banner brass lamp burners, 75c doz. It's up to you if you want a bargain. Box 504, Hardware and Metal, 128 Bleury St., Montreal.

C. BRAND HORSE NAILS, GUARANTEED first quality, put up in 1-lb. carton, 25-lb. case, 15c. lb. (200 lbs. and over, 10c. lb.). Nos. 4, 5, 6, in stock. All the same prices. Box 505, Hardware and Metal, 128 Bleury St., Montreal.

FOR SALE—ONE McCASKEY 300-ACCOUNT Register. E. H. Insull, Craik, Sask.

SITUATIONS WANTED

CAPABLE AND EXPERIENCED HARDWARE man, 18 years in wholesale and retail trade in both Eastern and Western Canada. Can take any position of trust. Age 34. Married. Wants permanent position, but must have good salary offer. Box 26, Hardware and Metal.

AGENCIES WANTED

AGENCIES WANTED HALIFAX AND NOVA Scotia. Experienced sales manager invites correspondence from high grade manufacturers' hardware or similar lines. Commission or salary basis. Could carry local stock. Box G161, Hardware and Metal.

LINEs WANTED FOR WESTERN ONTARIO by experienced salesman. Territory covered six times a year, calling on hardware and furniture trade. Commission or salary basis. Box 48, Hardware and Metal.

MANUFACTURERS DESIRING REPRESENTATION in Province of Quebec are requested to send catalogue and communicate with Johnston Brokerage & Drayage Co., Sherbrooke, Que. Nine years' hardware experience, both languages, good connections.

MISCELLANEOUS

I COVER QUEBEC PROVINCE. TWENTY years' experience in hardware, paint and varnish, sixteen years on the road. Both languages. Bank references furnished. Box 509, Hardware and Metal, 128 Bleury St., Montreal.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY installing an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

FIFTY DOLLARS TIED UP IN OLD FIX-tures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher Limited, Room 314 Stair Building, Toronto.

THE SUREST WAY FOR THE MANUFACTURERS' agent to connect with good live firms is to sell the manufacturers who read Hardware and Metal all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

Keep your name to the front, so that you are in the market for the business that is going and for the new business that is coming. Do not let the world think that you have "gone under."

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

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Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

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The Strength of Sitka Spruce

Sitka Spruce is clear of knots, is strong, light and lasting. It is the wood used in aeroplane manufacture, which in itself is proof that there is no other wood so strong and at the same time so light.

Sitka Spruce is the wood of which BT Ladders are made. First of all it gives to BT Ladders an unusual strength, a strength not impaired by knots or checks. Then it is very light. A BT Ladder can be readily moved about—a ladder feature worth many sales.

When you think of ladders for next Spring, think of the BT man who'll soon be in to see you. When he does come get him to put you down for plenty of these Sitka Spruce Ladders that are so light and strong.

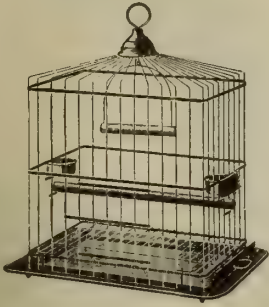
BEATTY BROS. LIMITED, FERGUSON, ONT.

ST. JOHN N. B.

MONTREAL,

WINNIPEG,

EDMONTON



"HENDRYX"

Parrot Cages

The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter—profits.

The cups are of tinned iron, non-rusting and indestructible.

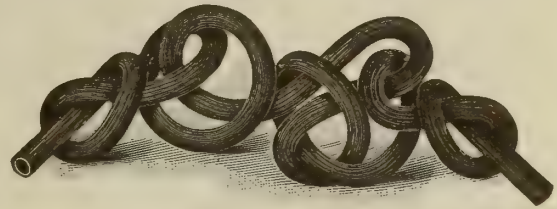
Order a stock for May and June—the parrot season.

THE ANDREW B. HENDRYX CO.
New Haven, Conn.



"Multiped"

The Garden Hose That Doesn't Kink

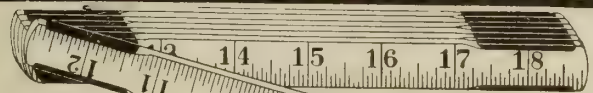
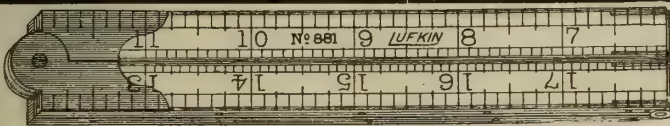


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria



LUFKIN

Boxwood and Spring Joint

RULES

MEASURING TAPES

ALL SOLD UNDER THAT BROAD, DEFINITE GUARANTEE,
ABSOLUTE SATISFACTION TO DEALER AND USER.

Complete Lines.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Prompt shipments from stock.

TINKER TOM'S TALKS.

Talk No. One Hundred and Fifty-six

When we run short of material we "knock off" and go out and help the farmer. Looks like we'll all get some farming experience these days, but later the farmer will reciprocate.

TINKER TOM.

Look out for Talk No. 157 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA


 REMINGTON
UMC

Wetproof

Steel Lined Shot Shells

SOMETHING your customers will be keen to buy will be the Remington UMC Nitro Club and Arrow Shell—as now waterproofed and being widely advertised throughout the shooting world.

The man who has to face rainy weather for his ducks will find Nitro Club and Arrow Shells thoroughly waterproofed by a new process — **no amount of soaking will hurt them** — they work through the gun as easy in a soaking rain as on a dry, cold day. Exceptionally strong in the crimp —where many other shells are weak.

The Remington UMC “Pump” Gun with its 6 fast shots and positive slide action, is the weapon that keen sportsmen want these days. Our continuous advertising keeps it a warm favorite.



We have a handsome display outfit that should be a money-maker for you. If you would like a set drop us a request to-day.

Remington U.M.C. of Canada, Limited
WINDSOR, ONT.

HARDWARE^{AND} METAL

Vol. XXX

PUBLISHED EVERY SATURDAY SINCE 1888

August 10

No. 32

THE MACLEAN PUBLISHING COMPANY, LIMITED

1918

PUBLICATION OFFICE: TORONTO, CANADA

Clare Bros. & Co., Limited

TO-DAY, more than ever before, our policy of marketing durable, high-grade lines is the soundest from every standpoint.

Materials and labor are scarce. It is, we believe, imperative to use them only in the manufacture of goods that will give the longest and best service.

Lighter Day ^{High} ^{Oven} Range

For Coal and Wood

AND

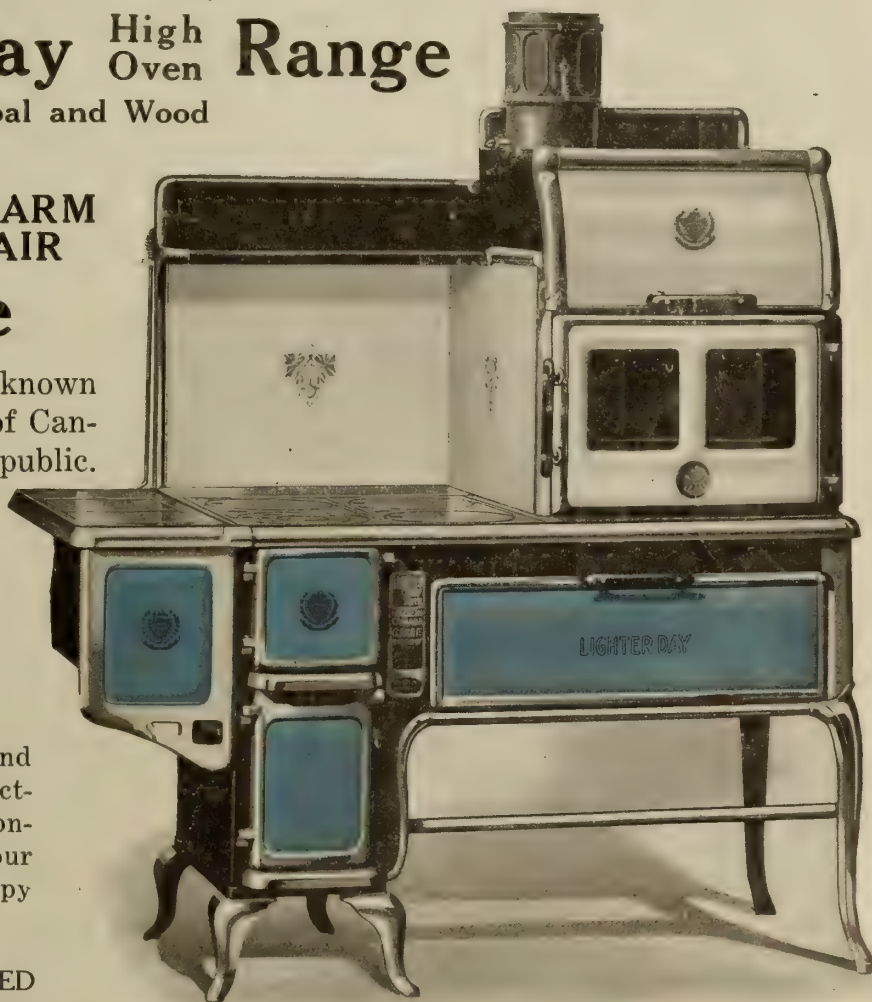
HECLA ^{WARM} ^{AIR} Furnace

These lines are well known alike to the merchants of Canada and the consuming public. Their many superiorities, unique features, conveniences and fuel economy have won them a wide market.

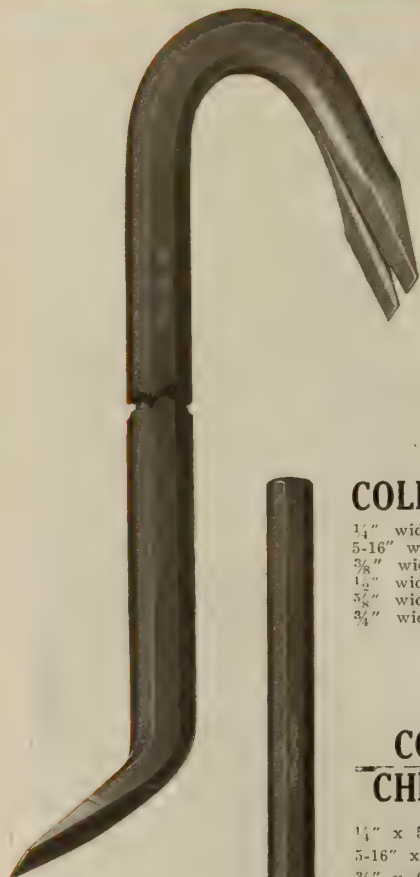
NEW CATALOGUE

Our 1918 line of ranges and furnaces is carefully selected for the existing trade conditions. It should be in your hands. Write for a copy TO-DAY.

CLARE BROS. & CO., LIMITED
Preston Winnipeg Vancouver



Where hardware is used, the "To-Lo-Co" line will be found



WRECKING BARS

Octagon Cast
Steel
3/4" x 28" weight
4 3/4 lbs.



STAR DRILLS

Made from highest grade tool steel, upset and forged to allow proper degree of clearance on the blades to prevent choking.

Every drill guaranteed. Lengths, 8, 12, 18 and 24-inch; diameter of cutting edge, 1/4", 5/16", 3/8", 7/16", 1/2", 5/8", 3/4", 7/8", 1", 1 1/8" and 1 1/4".

COLD CHISELS

1 1/4" wide x 5"
5-16" wide x 5"
3/8" wide x 5"
1 1/2" wide x 6", 8", 10"
5/8" wide x 6", 8", 10"
3/4" wide x 7", 8", 10"

COPE CHISELS

1 1/4" x 5"
5-16" x 5 1/2"
3/8" x 6"
1 1/2" x 6 1/2"
5/8" x 7"



CANADA NEEDS MECHANICS

to-day as never before. Mechanics need tools of every conceivable sort, and some one will supply them.

This is your place in the upbuilding of a New Canada—Canada of the future.

The few lines here shown are representative of the To-Lo-Co quality in Builders' Cabinet, Structural and Refrigerator Hardware. Call on us to sort up your supply for immediate and future needs.

The To-Lo-Co Catalogue is one of the handiest "handbooks" you can have in your office. Yours for the asking.

TORONTO LOCK MFG. CO.

Factories: Patterson Place
TORONTO, CANADA

TOOLS

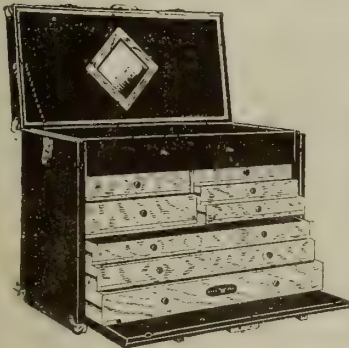
- Carpenters
- Machinists
- Blacksmiths
- Plumbers
- Every Trade

For seventy years the Rice Lewis tool department has earned a reputation for quality and service.

With increasing activity of the building trade there is sure to be a growing demand this Fall for good tools of all kinds.

We carry, among other makes, the Stanley line of carpenter tools, Shurley and Dietrich, Simonds and T. F. Shirley hand and cross-cut saws, etc.; Millers Falls, Goodell-Pratt and North Bros. tools; Lufkin tapes and rules.

Place your order now for axes, cross-cut saws, snowshovels, cow ties, etc.

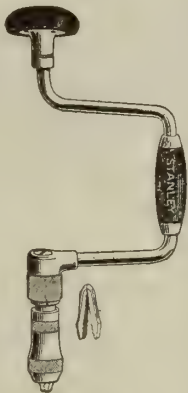


The
Eagle Portable
Tool Cabinet

Made in Canada—
built for service.

This cabinet is strongly made and handsomely finished to suit the individual buyer, drawers slide easy and noiselessly, locks securely.

Style 5, shown here, made in two sizes. Send for prices.



H
A
R
D
W
A
R
E



"The House of
the Padlock"

If the Rice Lewis & Son traveller is not there, write direct. We appreciate your enquiries.

Help Win the War ---in the Kitchen

Encourage the vast army of housewives in the conservation of the Nation's food supply. Help them by supplying war-time kitchen utensils to carry on the good work.



UNIVERSAL

HOME NEEDS

Save the Wheat

with UNIVERSAL Bread Maker. Makes nutritious, clean and wholesome bread out of wheat substitutes. Does the mixing and kneading in three minutes. Hands do not touch the dough.



Save the Food

with UNIVERSAL Food Chopper. A war-time utensil which is playing a leading role in the saving of food in the home; palatable dishes are made from left-overs which would under ordinary conditions go to waste.



Aluminum Percolator, makes coffee without boiling, extracts all the good and none of the bad from the coffee bean. With the UNIVERSAL percolating process the coffee is delicious in its making with all its strength and aroma preserved.

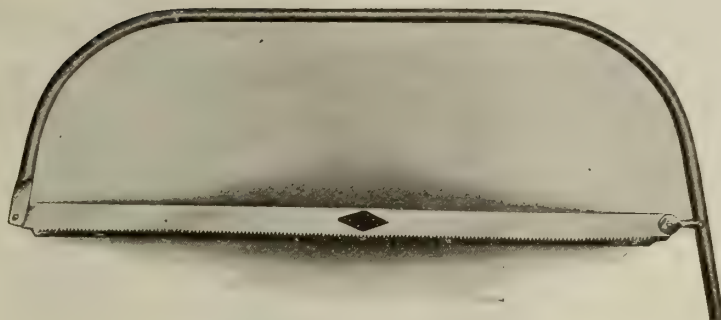
LANDERS FRARY & CLARK
NEW BRITAIN - - - CONNECTICUT

Canadian Representative: A. McFarlane & Company, Montreal

TUBING FRAMES FOR

BLACK

SWEDISH



DIAMOND

NOTE—There is no Centre Bar

WEBS

Write us for particulars

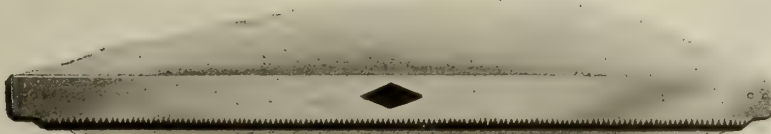
TUBING FRAMES

are made for 36 in., 48 in. and 54 in. webs.

Our Stocks are Complete but the Demand is Heavy

SWEDISH

SWEDISH



WEBS

WEBS

SWEDISH WEBS

Our Swedish webs are made to fit the above frames. We have them in sizes 36 in. x 1½ in., 48 in. x 2 in., 48 in. x 3 in. and 54 in. x 3 in.

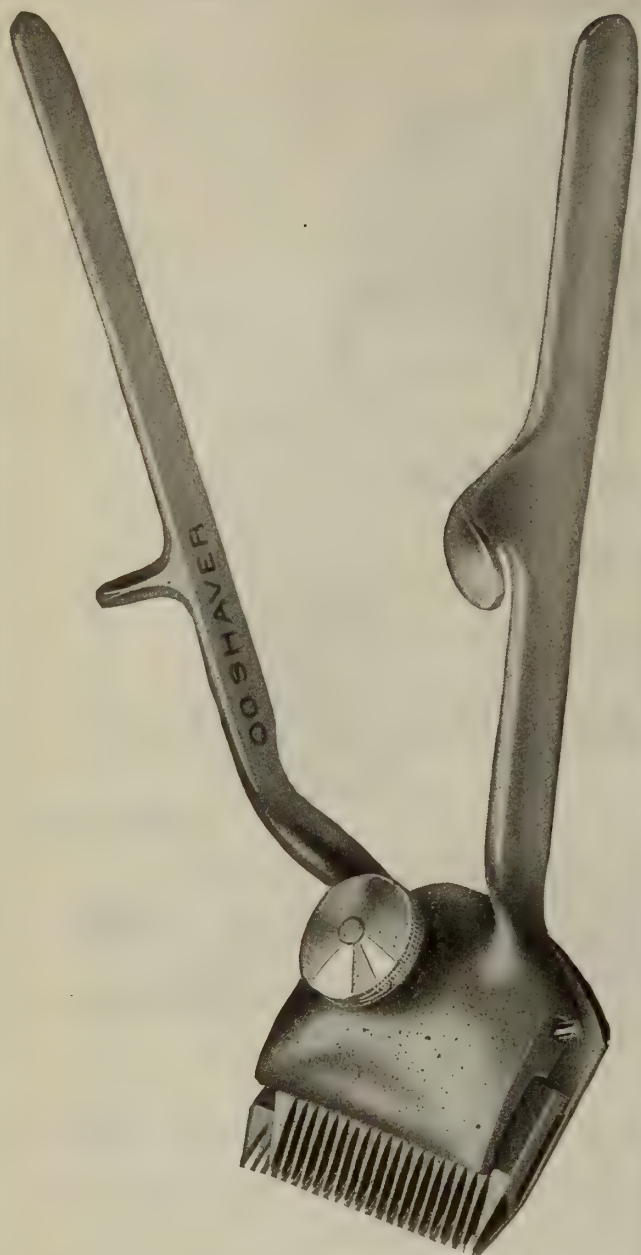
Frames are priced without blades. When ordering state plainly if you require frames and blades complete.

Strictly Guaranteed—Replaced Free of Charge if found Defective



*Get our prices and order immediately.
Quick Service Mail Order Department.*

**LEWIS BROS., Limited
MONTREAL**



Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co. Wiebusch & Hilger, Ltd.
Montreal, Canada New York City
Selling Agents

Why Sharples Dealers Get the Business!

Liberal Co-operation and Sales Aids Furnished

Dealers who handle the Sharples Separator have the advantage of a thorough and very aggressive sales service. This service is **continually** at work.

First, there is the very extensive national advertising campaign that is constantly educating the farmer and securing new prospects for dealers. Back of this is the dealer's direct service work which is without equal in the field. From time to time, dealers also have the benefit of special Sharples plans.

Along this line announcement is made of

Great Sharples Fair Contest for Dealers. \$4,000 Prize List

We are doing this to encourage dealers to conduct demonstrations at their local fairs—the Sharples Company furnishing the necessary literature and displays—as well as offering valuable prizes, amounting to \$4,000.

This contest is open to every Sharples dealer and will excite keen competition—while also proving very helpful in closing additional sales.

All this is in keeping with the liberal Sharples policy to dealers which, taken into consideration with the exclusive features of the Sharples Separator, indicates why Sharples dealers are establishing new sales records.

Dealers who are not now handling the Sharples line should get in touch with us at once so as to participate in this contest—and cash-in on the entire Sharples co-operation.

Full details of the Sharples Fair Contest given in the July issue of the Sharples News. Copy will be sent upon request.

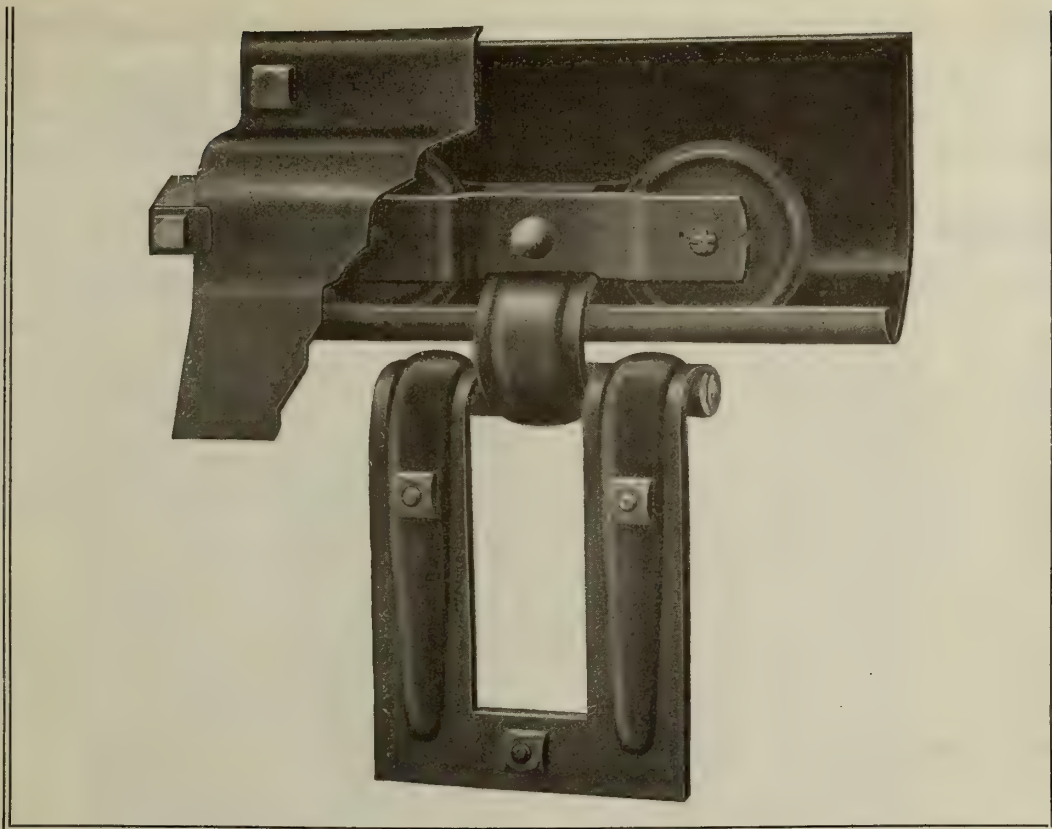
As a year-round incentive, there is the Sharples extra bonus plan, making the Sharples contract the most advantageous one from the dealer's own standpoint.

Write Nearest Branch

The Sharples Separator Co., West Chester, Pa.

BRANCHES: Chicago San Francisco Toronto

DC-64



More than just a *Door Hanger*

It never takes long to prove to the Door Hanger prospect, the economical advantage of selecting a National No. 77 Storm-Proof.

Long after other Hangers have rusted—worked loose or through some other defect found their way to the scrap heap, No. 77 Flexible Storm-Proof Door Hangers are still giving the perfect service that is built right into them.

In addition to all the excellent features of all types of National Storm-Proof Hangers, No. 77 has the flexible Hinge Joint.

When the door hangs straight down, there is no vibration in the Hanger, but the hinged joint allows it to swing out should anything bump against the door. This feature places this hanger in a class with the "Big 4," and makes it popular with the trade.

The connecting-strap and drop-strap are heavily embossed, increasing the already great strength of the Hanger. The method of attaching connecting-strap to truck permits the free action of the equalizing pin, and holds the truck firmly in an upright position. The steel used in drop-strap and connecting-strap is 3-16 inch thick. Oil-holes for bearings also provided.

Packed one pair in a box, with bolts for attaching the hangers to the door; also lag-screws and end stops for the rail. Each box contains also a set of illustrated directions for attaching the hangers and rail.

Write for illustrated National Catalogue. A postcard brings it to you.

NATIONAL MANUFACTURING CO., STERLING, ILL.

Canadian Eastern Representative: RICHARDSON & BUREAU, MONTREAL

YOU AND YOUR CUSTOMERS

are assured of service, satisfaction and value when you stock and prominently display

Canada Steel Goods Company

Strap and Tee Hinges packed one pair in a box with screws.

No pulling out drawers or emptying bins to find the proper size. No hunting for screws to fit a certain size hinge. No awkward parcel to wrap that permits screws to lose out.

No delay to make the buyer impatient.



Cut of No. Sc. 935

Manufactured by

CANADA STEEL GOODS COMPANY, LIMITED, Hamilton, Canada

No disordered, unclassified stock, but everything as it should be, neat and properly labelled — making sales quicker, easier, more certain and more profitable.

Boxed Hinges is the common-sense method of supplying your customers with what they want.

OFFICIAL
AWARD
RIBBON



PANAMA PACIFIC
INTERNATIONAL
EXPOSITION
SAN FRANCISCO
1915

Charles H. Brown
PRESIDENT

John G. Carter
DIRECTOR OF EXHIBITS

Orville S. Smith
DIRECTOR OF THE INTERNATIONAL
AWARD SYSTEM

**MEDAL
OF
HONOR**

DEPARTMENT OF
MANUFACTURES AND
VARIED INDUSTRIES

Charles H. Brown
CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG
NO. 55.

**TRIMONT
MFG. CO.**

55-71 Amory Street
Roxbury, Mass.
U.S.A.



TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



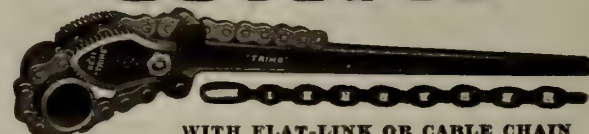
TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

If interested, tear out this page and place with letters to be answered.



SAMSON AXES

The initial cost of Samson Axes may be slightly more than the ordinary axes but the greater value in added service will prove from first to last that they cost less in the end.

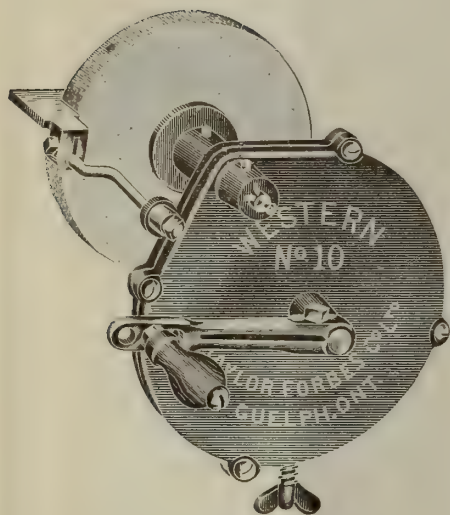
FULLY GUARANTEED

H. S. HOWLAND, SONS & CO.
LIMITED
WHOLESALE HARDWARE
TORONTO



If interested, tear out this page and place with letters to be answered.

Showing you The Western Tool Grinder



A Taylor-Forbes product and well up to the Taylor-Forbes standard of merit and customer satisfaction.

The Western Tool Grinder will prove a ready seller for you, Mr. Hardware Dealer.

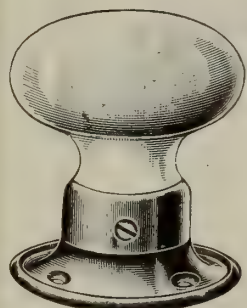
All Taylor-Forbes Hardware is of tip-top quality. **Ours is the largest Hardware manufacturing plant in Canada.**

Ask for full particulars of the Western Tool Grinder and any other quality Hardware lines you may require.

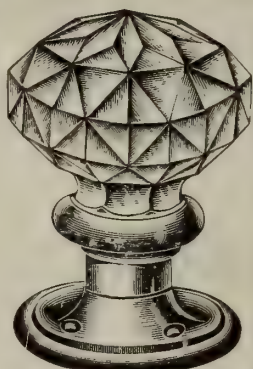
Taylor-Forbes Co., Limited, Guelph, Ontario

DOOR KNOBS CHINA & GLASS

With Special Canadian
Brass Mountings



Canadian
Drawer Knobs



JAMES CARTLAND & SON, LTD.
BIRMINGHAM, ENGLAND

Canadian
Representative

GEO. H. SMITH
39 Adelaide St. W., TORONTO

MADE IN CANADA

**Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools**

Write for
Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

TACKS



TACKS FOR EVERYBODY

AUTO TRIMMERS
CARRIAGE TRIMMERS
BASKET MANUFACTURERS

CARPET LAYERS
SHOE MANUFACTURERS
UPHOLSTERERS

Heads that will not break off
And Points that meet the demand

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON

MONTREAL

If interested, tear out this page and place with letters to be answered.

A *Little Giant* in the Garage

Saves Time—Labor—Expense



Bolts and nuts will become bruised, rusted or broken. But there's no need to send to the factory for new parts. With a set of Little Giant taps and dies a new bolt can be made easily and quickly, or a bruised thread cleaned up so the nut will turn on.

The illustration shows a repairman running over a bruised spring shackle bolt with a bit brace die holder used in an ordinary bit stock — a convenient tool for hard-to-get-at places.

Curtailment of automobile production means increased repair work on old cars, consequently increased demand for tools for the work.

Private owners as well as garages find Little Giant taps and dies easy cutting and long-lived tools.

Get in touch with our proposition for the sale of auto repair tools. Catalog free.

Wells Brothers Co. of Canada, Ltd.

GALT, ONTARIO

Canadian Factory, Greenfield Tap and Die Corporation



If interested, tear out this page and place with letters to be answered.

New Profit!

*Now Hardware Men and General Stores
Everywhere Can Handle Neōlin Soles.*

You've heard or read about Neōlin soles.

You know that every shoe store sells Neōlin-soled shoes. Over 400 shoe manufacturers are putting Neōlin soles on their product.

Like thousands of other folks, you have probably worn shoes soled with Neōlin. You know that Neōlin is flexible, waterproof, needs no "breaking in," wears longer, cuts down shoe-bills—answers every shoe need.

Now you can sell Neōlin Soles yourself.

And YOU can make big money selling Neōlin's advantages to hundreds of folks in your community.

For Neōlin now comes as a half sole—anyone can apply it easily on any worn shoe.

Neōlin half-soles are an answer to a nation-wide demand.

Men who want to practice a new economy by re-soling the family's shoes at home; working men who have always done their own shoe-mending; men who live where there is no repair shop conveniently located—

—all of these men want a dependable money-saving half sole. This new half sole, with all Neōlin's good qualities, will prove a welcome boon.

You'll make handsome profit selling Neōlin half soles to these men.

And, because they're "handy" men around the home, you'll find these folks who buy Neōlin half soles will listen to you when you talk about shoe repair outfits, tools, and many other profit-bearing items in your stock.

Neōlin half soles come in cartons of a dozen, assorted sizes. The carton is well printed for display. Send an order to-day to your wholesale hardware supplier.

**The Goodyear Tire & Rubber
Co. of Canada, Limited, Toronto**

neōlin Half Soles

Full of Good Points

In fact as well as in name.

The shape of the teeth of the "Famous Five" files was determined after many experiments.

Different shapes and depths are made, according to the work for which the file is intended.

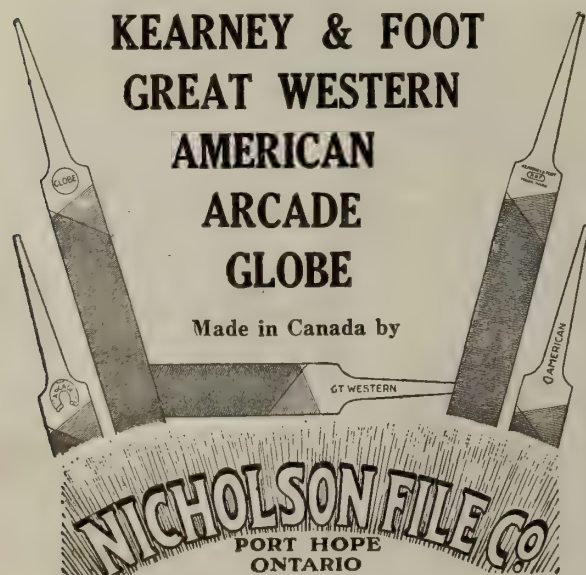
Consequently, you can get for your customers a "Famous Five" file that will cut fastest and leave the best surface on any kind of material.

And a "Famous Five" file will stay hard and sharp for the longest possible time.

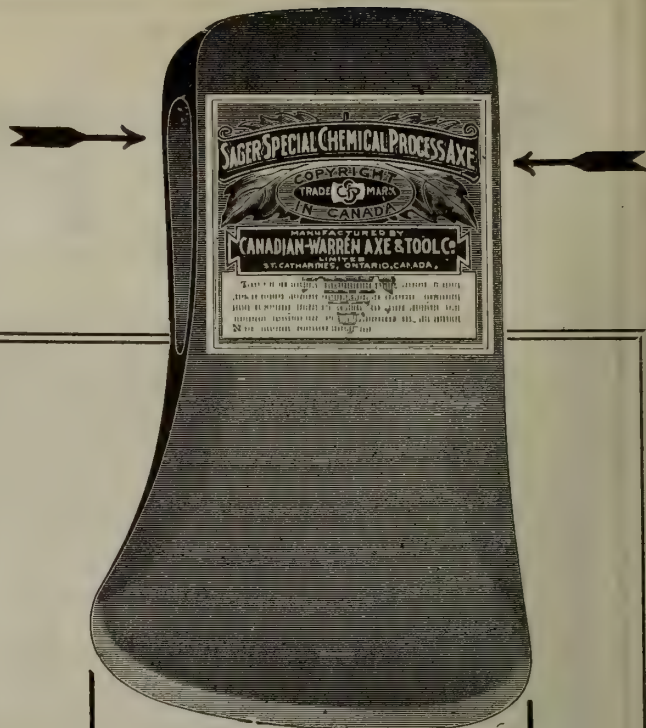
Their cutting qualities have been standardized. Your customers can rely upon them.

Specify them when ordering from your jobber.

They are:



If any advertisement interests you, tear it out now and place with letters to be answered.



WHY NOT BE GUIDED
BY THE JUDGMENT OF
HUNDREDS OF WELL
KNOWN LUMBERMEN,
WHO ACKNOWLEDGE
THE SUPERIORITY OF

"SAGER AXES"

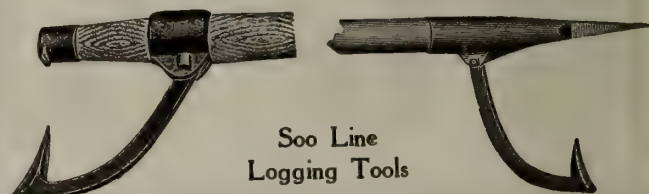
AND

**"SOO LINE"
LOGGING
TOOLS?**

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

"Quality **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

It's one thing to have the goods—

We have *them* alright—but we've got a big *selling service* behind them too, that works day and night turning prospects into happy customers for our dealers.

"Metallic" plates are modern, beautiful, deeply embossed, re-squared *after* stamping and come in big variety.

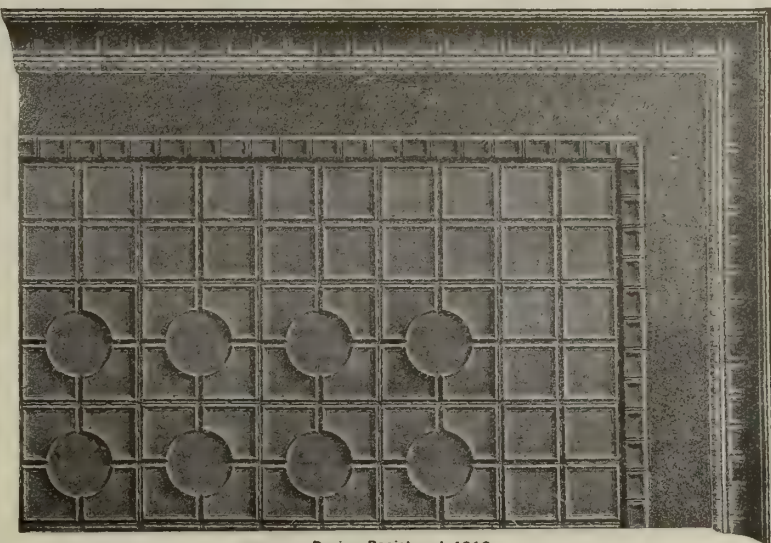
Get our catalogue and dealer-service information to-day.

Stock carried by

GEO. W. REED & CO., LTD.

37 St. Antoine Street

Montreal



Design Registered 1916

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont.

Vancouver Branch—109 Powell St.

NAILS

"From Ore to Finished Product"

WIRE NAILS

All Standard and Special Gauges.

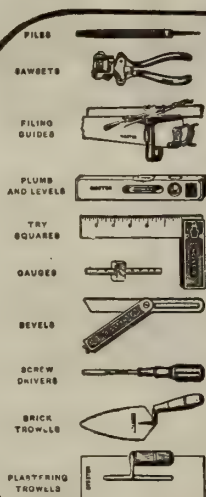
Dominion Iron & Steel Company, Ltd.

Sydney, N.S.

Montreal, Que.

Nail Wire, Rivet Wire, Oiled and
Annealed Wire, Galvanized Wires,
Plain, Barbed and Coiled Spring.

WIRE



The
SAW or TOOL
with **"DISSTON"** on it
is Guaranteed
SUPERIOR in QUALITY and FINISH
to any saw or tool
without **"DISSTON"** on it.

*"If you want a Saw or Tool it is best to get one
with a name on it which has a reputation. A man
who has made a reputation for his goods knows its
value, as well as its cost, and will maintain it."*



1840

Henry Disston

HENRY DISSTON & SONS, INC.

KEYSTONE SAW, TOOL STEEL AND FILE WORKS

TORONTO, - CANADA

PHILADELPHIA, U.S.A.

Starrett Micrometers

Speed with Accuracy

With munition factories working overtime, shipyards rushing ships, and other war activity calling for equipment of all kinds, the metal working trades have to hustle. To do this and still maintain the necessary accuracy, the machinist will find

Starrett Tools

an invaluable aid.

Whether using the micrometer, caliper, vernier caliper, combination square, or other tools, the user can know absolutely that he is getting the utmost in accuracy and service.

Catalog No. 213 describing 2100 fine tools sent on request.

The L. S. Starrett Co.

The World's Greatest Toolmakers



Mfrs. of Hack Saws
Unexcelled.

ATHOL, MASS.

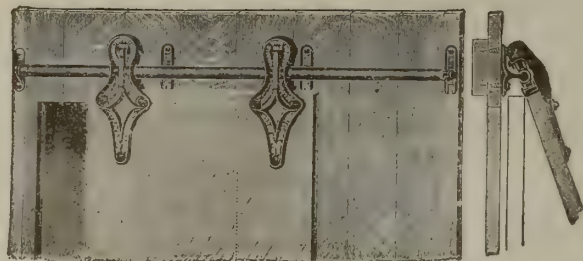
New York, London,
Chicago

42-819



THE L. S. STARRETT CO.
ATHOL, MASS. U.S.A.

Our aim is to hold your business through perfect goods



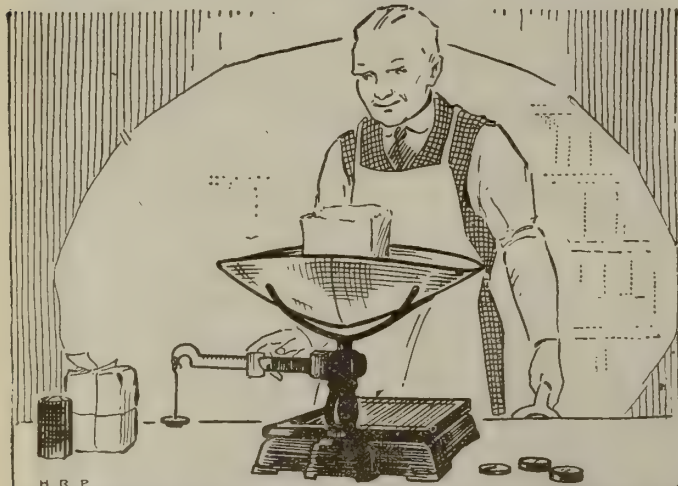
Round track for permanence

"Reliable" Hangers, running on "Reliable" tubular high carbon steel track last as long as the door. They form the ideal combination for permanence. The cylindrical track furnishes a perfect bearing for hanger, regardless of the position of the door. The adjustable supports, which fit into the track from the end, are attached wherever firmest hold can be obtained. The hangers have two sets of wheels, upper and lower. Upper wheels carry the weight of the door, and having case-hardened steel roller bearings, do so practically without friction. Lower rollers hold hanger to the track and prevent the upper rollers from "jumping." Once on, the "Reliable" cannot come off.

Here's the Hanger and Track that will bring you permanent friends.

Write for our proposition.

ALLITH MANUFACTURING CO., LTD., HAMILTON, CANADA



Fairbanks Scales

For over 85 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton,
Windsor, Winnipeg, Saskatoon, Calgary,
Vancouver, Victoria.

Stanley Tools



"JERSEY VISES"

Made in Canada

To increase your small Vise business, put in a line of "JERSEY" VISES.

They are a necessary addition to the Tool Kit of every Mechanic, Amateur and Householder.

Made with either Clamp or Swivel Bases, with iron or steel jaws, and in six sizes.

Send for special circular containing complete description of all styles, also an attractive display card.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



For Those Who Want the Best

—the shot shell that has made its name so rapidly by having the quick punch that blows the clay targets into dust and brings home the finest bags.

Canuck is the choice

Examine the loading of the Canuck by slicing the side with your knife. Notice the firm crimp with the proper bevel that insures positive operation in repeating shotguns. The body paper is tough but not brittle and will not crack at firing. Test the shot for roundness, hardness and uniformity of size.

Call special attention to the wads. Notice how well they are seated, the cupping, the quality of the felt. Properly seated wads have a tremendous effect on the shooting qualities of a shell. The cleanliness and even granulation of the powder should not be forgotten when showing the loading.

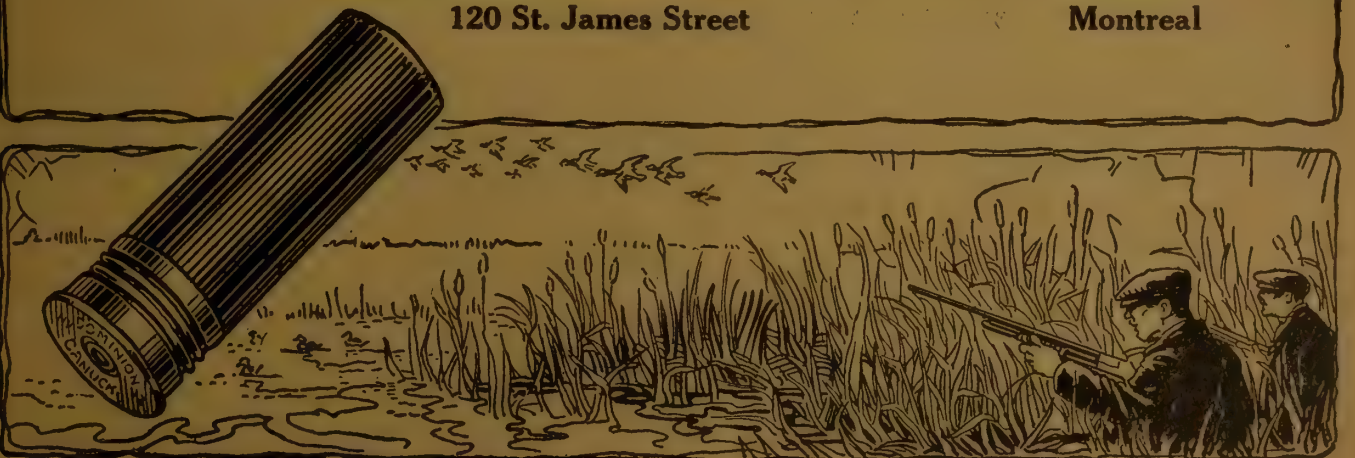
This demonstration of quality will interest your customer and make sales.

All Dominion Shot Shells will stand this test.

Dominion Cartridge Company, Limited

120 St. James Street

Montreal



A Good Argument



Many women who cannot secure domestic help are still able to obtain the services of a woman one day a week to do the washing. Therefore they do not buy a washing machine.

If they had a "Seafoam" Electric Washer and Wringer, however, the woman could do the washing and cleaning or the washing and ironing in one day. In the average family that would be impossible without the washer.

Look over your list of customers. If there are any to whom you would like us to send booklets, send us the names. We will refer prospective buyers to you.

Dowswell, Lees & Co., Ltd.

HAMILTON, CANADA

Eastern Representative:

JOHN R. ANDERSON, MONTREAL

Western Representative:

HARRY F. MOULDEN & SON, WINNIPEG

CANADA FOUNDRIES & FORGINGS LIMITED

The Silent Sanitary School Desk



FEATURES OF SUPERIORITY:

Sanitary—no dust—no germs. Beauty of design—simple, graceful proportions. Strength, Construction, Foot Rest and Protection Board. Book Shelf. Noiseless Automatic Seat Hinges.

Write for our special dealer's proposition.
Immediate shipment of all orders received.

PRODUCED AT

THE JAMES SMART PLANT

Brockville, Ont.

Winnipeg, Man.



"The Saw Makers"

NO Sawyer worries about the cost of a saw that gives satisfaction. He is far more interested in the time it takes to make a cut—in the muscle required. Experienced lumbermen know that Simonds Crescent Ground Cross-Cut Saws are best. They quickly pay for themselves by their increased cutting ability and time—and labor-saving qualities. Write for Booklet.

**SIMONDS CANADA SAW
COMPANY, LIMITED,
St. Remi St. and Acorn Ave.,
MONTREAL, Quebec.
Vancouver, B.C.
St. John, N.B.**

S-4

**"Guaranteed
to Cut
10% More Timber."**



DEPENDABLE SAWS

We are doing a great deal of work along the line of telling your customers just how Dependable Simonds Hand and Cross-Cut Saws are and in every case are urging them to place their orders through the local dealers.

Simonds Canada Saw Co., Ltd.

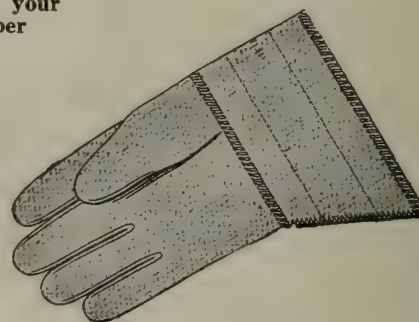
TAPATCO
REGISTERED TRADE MARK
BRAND

You Can Sell Tapatco Gloves to the Men of Your Town

The Tapatco Glove is a well made, comfortable, long-wearing working glove that will give every man unlimited satisfaction.

Get this profitable extra business. Show the Tapatco line in your windows where the men will notice it. There's a Tapatco style and weight for every purpose

Ask your
Jobber



The American Pad and Textile Co.
Chatham, Ontario

"Belleville" Hardware

**A "Made-in-Canada" Product
Equal to the Best in
the World**



We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand.
Get our proposition.

**Belleville Hardware & Lock
Mfg. Company**

BELLEVILLE

ONTARIO

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE "KEEN" RAZORS



Gold Medals Grand Prix

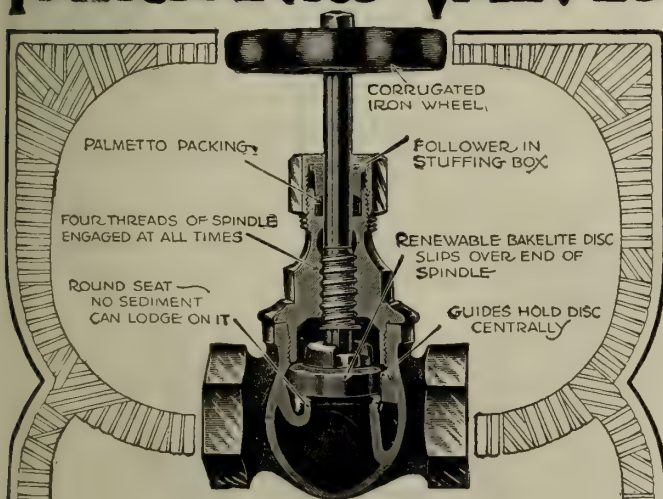
JAMES BUTLER, Head of the Butler Firm 100 years ago.

 Regd A.D 1681	"BUTLER" 1768	 1861
--	------------------	---

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C.

Address correspondence to TRINITY WORKS, SHEFFIELD

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limite

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa,
Toronto, Hamilton, Windsor, Winnipeg,
Saskatoon, Calgary, Vancouver, Victoria.



DT Ready to Ship DT PUMPS

You don't need to carry a big stock

With only seven pumps in the whole BT line—seven pumps that satisfy every demand—you can see how stock-keeping is simplified, and how big stocks are a thing of the past with BT dealers. And think of how simple it is to carry spare parts, leathers, cylinders, etc. More sales from smaller stocks, that's the BT ready-to-ship idea.

With imports of pig iron cut off, and a limited quantity available in Canada, Hardware Merchants would be well advised to make their arrangements for pumps without delay. The probabilities are that not only will prices advance considerably, but that there will be an actual shortage. Order now while they are to be had.

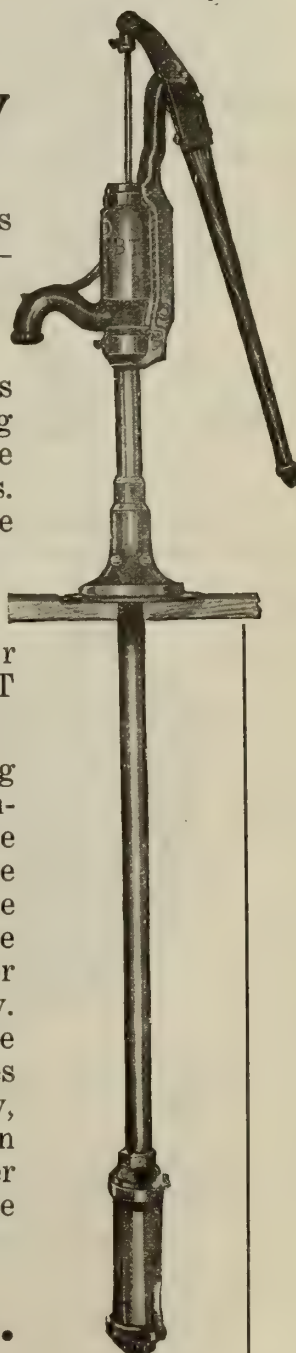
Beatty Bros.

Limited

Fergus, Ontario

St. John, N.B.
Winnipeg

Montreal
Edmonton





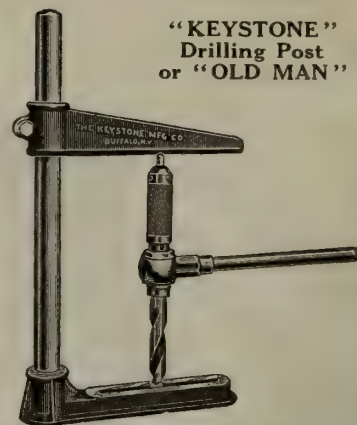
The Most Popular Ratchet Combination

The "Keystone" Reversible Ratchet combination No. 200 has been proven by many hardware dealers to be the best seller in their localities. It consists of ratchet for taper shank drills, sleeve for square shank drills, and short boiler socket for square shank drills, sockets are interchangeable. All working parts are enclosed, preventing dust and grit from clogging up mechanism.

Sales of Keystone Ratchets open the way to sales of Keystone drilling posts—the time-saving brace.

"Keystone" tools are known the world over for high quality. Sell them for profit and prestige. Let us know if your jobber can't supply you.

The Keystone Manufacturing Co., Postal Station B, **Buffalo, N.Y.**



"KEYSTONE"
Drilling Post
or "OLD MAN"

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.



Again in Demand

The wooden tub is back—the high cost of the metal tub is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue.

The Wm. Cane & Sons Company, Ltd.
Manufacturers **NEWMARKET, ONTARIO**

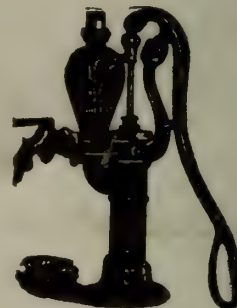
Pumps that Carry Good-Will

Dealers that sell McDougall's "Are-macdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal —
hand-fitted valves —
air-tight — strong —
lasting.

The big catalogue tells you exactly what the line is—get it for the asking.



WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

Your Customers Can Get Hot Water At Less Cost than with Any Other Heater

The principle on which the Stack operates is so simple that anyone can instantly grasp the reason of its efficiency and superiority.

Show the prospect the interior of the heater.

The copper tubes rising almost perpendicular break the water up into small columns entirely surrounded by heat from the gas flame. Rapid circulation carries the water out of the heater without giving time for the deposit of sediment, thus preventing the tubes from being coated and losing their efficiency.

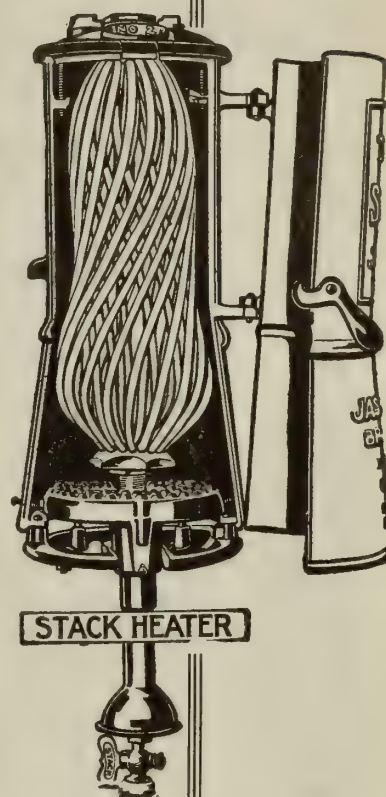
The Stack heats water in one minute at **less cost**.

When writing, ask about other profitable Morrison lines.

James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West

TORONTO



PLEWES LIMITED

"Blue Line" Screw-drivers
Are Built to Stand the Strain



Blades of special tempered steel rod—will not bend—cannot become loose in handle. **Ferrules**, strong and heavy. Points ground to proper uniform thickness. **Handles** of carefully selected woods. "Gray Line" is a similar screw driver with different style handle. An extraordinary screw driver that sells at an ordinary price.



"A good concern to do business with"

WINNIPEG

Newman's Lines

give an abundance of profit
and satisfaction.



The "BRITON" Door Check and Spring.

Spring Hinges
Floor Hinges
Door Checks and
Springs of all kinds
Panic Bolts
Fanlight Gearing,
Etc.

Be sure to get lists
and full particulars
now.

WM. NEWMAN & SONS, LIMITED

Birmingham, England

Enquiries to:

Frederick Sara & Company

Calgary, Alta.



Rod Spring.

If interested, tear out this page and place with letters to be answered.

"Delta" Files

**- we'll help
you
sell them**



If the "Delta" Dealer never said a word about these good files but just kept handing them across his counter day by day he would gradually build up an enviable reputation for the quality of files he sells. But we believe in hurrying up that good reputation by telling our agents' customers facts about "Delta"—facts which interest file users and induce them to buy "Delta."

If you want to take on the "Delta" File Agency in your district we will help you make it the most profitable line in your stock. We'll help you interest all the big users of files and show you how to close them up.

This is a genuine plan we want you to try, so write and get full particulars.

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;

Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS.

London Bar Iron

Has a reputation in the Canadian market, thoroughly established for the last eighteen years.

Compares in quality with the best imported brands, but is considerably lower in price.

Copy of tests made by Strength of Materials Laboratory (University of Toronto) March 27th, 1918, prove our claims as to quality.

	9-16 Sq	1 Rd.	1 Sq.	1 1/2 x 3/8
Elastic Limit, per sq. in..	39.000	33.300	33.000	35.300
Ultimate Strength	54.600	54.300	52.000	50.000
Elongation in 8 in.	25%	27%	29%	26%
Reduction	47%	49%	50%	50%

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

All wholesale hardware dealers
carry

London Bar Iron

Drop us a line for full particulars and prices

Manufactured in Canada by

London Rolling Mills Co.

LIMITED

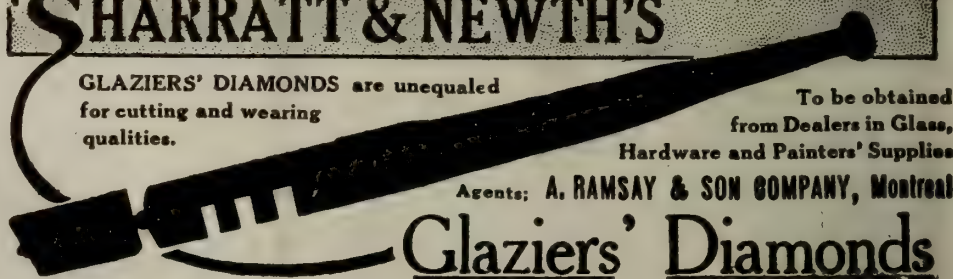
LONDON, ONTARIO

SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequalled
for cutting and wearing
qualities.

To be obtained
from Dealers in Glass,
Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal



Glaziers' Diamonds



Wall Cases, Shelving, Display Counters,
Nail Bin Counters, Screw Cases
All kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL
Sole Manufacturers Toronto, Canada

**"Write for HARDWARE and
METAL Electro Booklet"**

MENDETS
A PATENT PATCH

Every home
will eventually
use Mendets—

The present high cost of copper, tinware, graniteware and aluminum ware is forcing sales for Mendets everywhere.

Efficient, quick and inexpensive in mending kitchen ware and utensils.

Prominently display a few packets and watch them sell themselves.

Particulars supplied by your jobber or

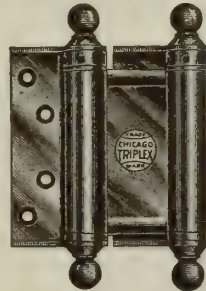
Collette Mfg. Company

Collingwood, Ont., Canada

TRADE
CHICAGO
MARK

SPRING HINGES A SUGGESTION!

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO



NEW YORK

WARD & PAYNE

**W & P
SHEFFIELD**



A Reputation to Maintain

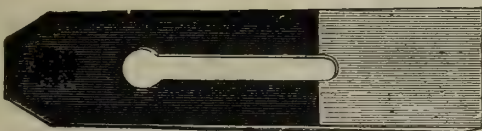
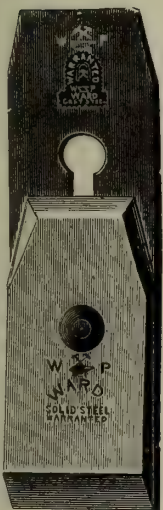
It is a pleasure for dealers to handle Ward & Payne's celebrated tools — for half a dozen reasons.

One is, that there's a reputation back of the W & P trade-mark for unvarying high quality that greatly assists in making sales. Behind every tool marked with the Anvil Brand stands the knowledge and experience gained in the manufacture of Light-Edge Tools for over one hundred years. No wonder Dealers like to handle them and mechanics prefer to use them.

Write now to our Canadian
Representatives for full particulars.

Canadian Agents:

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.



If interested, tear out this page and place with letters to be answered.

HARVEST GLOVES COTTON GLOVES

Also a full line of Leather
Gloves and Mitts, Horse
Blankets in stock for next
season.

Fall goods arriving every day.

Order early and be certain of
your fall and winter supply.

Thos. Birkett & Son Co.
LIMITED
OTTAWA, ONTARIO

Manufacturers
OF

WIRE

HEADQUARTERS FOR
Wire Bale Ties

LARGEST CAPACITY AND STOCK
IN CANADA

Prompt Shipment

**LAIDLAW BALE TIE
COMPANY, Limited**

HAMILTON, CANADA

Winnipeg

Toronto

Montreal

London, England

The L. Martin Co. *Headquarters
for*

GERMANTOWN LAMPBLACKS

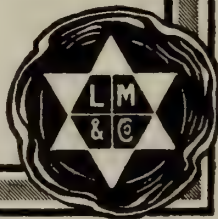
IN
ENGLAND and AMERICA

Originators of Eagle, Old
Standard, Globe and Pyramid
Germantown Brands.

Suppliers of Bulk Blacks to
the highest class Grinding
Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.



P X H
TRADE MARK

FILES

HARD AS A DIAMOND

AND

STRAIGHT AS A STRING

TWO BRANDS

ONE QUALITY—THE BEST

They Cut Faster and Wear Longer

**PORT HOPE FILE MFG. CO.,
LIMITED**

PORT HOPE - ONTARIO

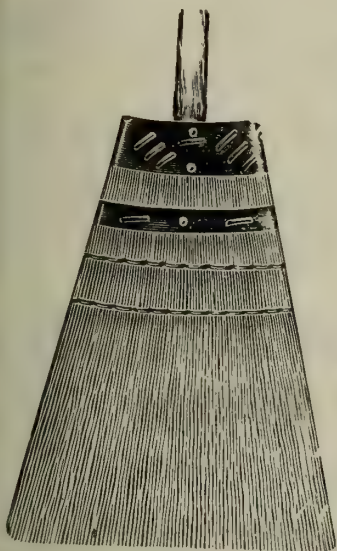
"Ask your jobber"

IMPERIAL

TRADE MARK



Keystone Stapled Metal Case Brooms



Keystone Stapled Metal Case Brooms are built for the heaviest work, of all corn or corn and bamboo, in various weights. The broom cannot be pulled or broken from the heavy Maple handle, nor can the corn become broken or cut at the shoulder.

Keystone Stapled Metal Cased

Write to-day for prices, etc.

Made by

**Stephens-Hepner Co.
LIMITED**

Port Elgin - Ont.

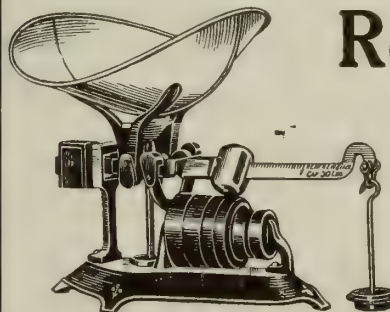
Also makers of the famous "Nugget" brooms.

Show Her the Way

FOR goodness' sake, cries the average housewife, show us how to save money out of the deluge of sky-high prices for meats, sugar, flour—everything. And seldom a thought has she of what a tidy sum can be saved every little while by checking up the honest mistakes of grocer, butcher, etc. Show her.

Just a bit of enterprise, pushing the Renfrew Scale to the front—displaying it—and showing her how it soon pays for itself will stir up a tidy lot of sales worth while. Right now is the "psychological moment."

Clinch your sales by showing the Government Inspector's Certificate of correct weights accompanying every Renfrew. Scales supplied in black or all nickel-plated finish. The



Renfrew HOUSEHOLD SCALE

Capacity $\frac{1}{2}$ oz. to 30 lbs. Government inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited Head Office and Works, Renfrew, Ont.

Eastern Branch: Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

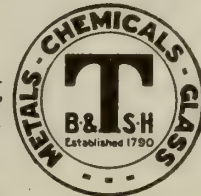
Sell Handles that are Most in Demand STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO



Quotations given on heavy Chemicals and Metals U.S.P. CASTOR OIL in barrels only

IMMEDIATE SHIPMENT FROM STOCK

B.&S.H. THOMPSON & COMPANY LIMITED MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Co.
Exporters for American Sheet & Tin Plate Co.

MANUFACTURERS

SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
LIMITED

482 WELLINGTON ST. W., TORONTO

5 Queen Street, Montreal

1206 McArthur Bldg., Winnipeg

C. KLOEPFER, LIMITED

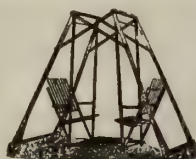
Edward Halloran, General Manager

44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL

HEAVY HARDWARE

AUTOMOBILE ACCESSORIES



Quebec Lawn Swing

SOLD IN EVERY GOOD STORE

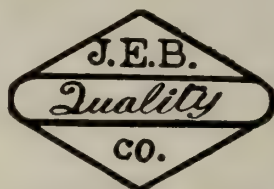
Special price for the end of the season.

Write for our Catalogue A

J. E. Beauchamp & Co.
MONTREAL

L. E. ADAMS

Representatives for Eastern Ontario



Mr. Manufacturer, We Get Results in the West



This organization includes a bunch of live salesmen who are calling regularly on both the wholesale and retail trade throughout Western Canada. We are getting good business for our clients because we know our field thoroughly and cover it often. If yours is a good line we certainly can get business for you. Get in touch with us.

Geo. W. Griffiths & Co., Ltd.
Winnipeg

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON and STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

LACE LEATHER

in

Sides, Backs and Cut;
Raw-Hide and Tanned

W. TAYLOR

TANNER

PARRY SOUND, ONT.

If interested, tear out this page and place with letters to be answered.

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by
Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

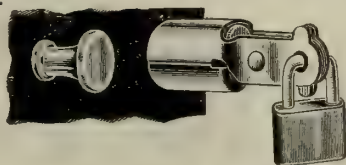
By seeing that this exact
mark is on each blade

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



Every Chevrolet
Customer will
buy one



A vest pocket Lock for Chevrolet
Cars—easy to operate—inexpensive

Order from

HOMER & WILSON

1-3-5 Lancaster Street
HAMILTON, ONT.



BRANTFORD

The
Superior All Round

GLUE

You'll find that Glue sold in packages meets with much favor
with the consumer—that's "Brantford" Glue. Very economical.
Put up in 1/4, 1/2 and 1 lb. packages.
Buy from your jobber.

CANADA GLUE CO., Limited - - Brantford, Ontario.

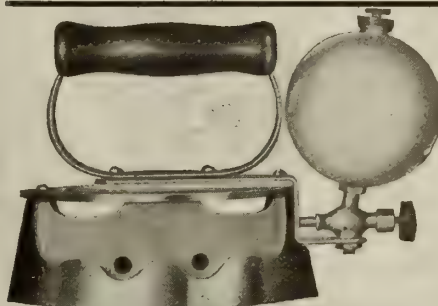


HOW MUCH of the valuable time is there taken of your
limited staff of salesmen by running for the purpose of
change-making? It is fair to presume that one-sixth of it is neces-
sary during busy periods when their services are most valuable,
which is equivalent to one salesman's time for this purpose in an
establishment where there are six salesmen employed. In other words,
five salesmen can perform the duties of six when the running is
eliminated.

Our Cash Carriers will do this for you, even in a more rapid and
efficient manner, and at a greatly reduced cost. There also would be
two persons in every transaction, viz., the salesman and cashier—
each checking the other—and your money will be in the custody of
one person, and in your office, where it properly belongs. Had you
thought of it in this way? Our leaflet explains it more fully.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach St., Toronto, Can.

Big Spring and Summer Seller



Every housekeeper—city or
country—a likely purchaser of
the

"Comfort" Iron

Makes its own gas, two-
pointed, self-heating, self-
cleaning. Operates easily at
low cost. Looks good and
makes good, guaranteed. Sells
fast.
Ask your jobber for par-
ticulars or write direct.

Dept. 16.

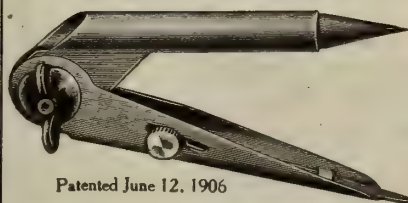
National Stamping and Electric Works
410-424 S. Clinton St. Chicago, Ill.



We have a large
stock of high grade Carriage
and Machine Bolts and Coach Screws
and Rivets, Nuts and Washers.

All orders filled and shipped
promptly

London Bolt & Hinge Works
London Canada



Patented June 12, 1906

F. BRAIS & CO.
Manufacturers of

The Improved Gem Scriber

Useful to all mechanics—carpenters especially. Takes the place of the com-
pass, and being very small (cut is two-thirds of actual size) it can be car-
ried in the vest or overall pocket without danger as the points are blunt.
Ask your "Hardware Dealer" for it. If he does not carry them in stock
insist that he get it for you. Look for the brand of F. Brais & Co.
Those using the "Gem Scriber" claim it to be one of the handiest tools on
the market.

MANUFACTURED BY

F. BRAIS & COMPANY

4139 EAST 90th STREET

CLEVELAND, OHIO

White
MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use — often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife — it sells itself and is a good profit-maker.

**White Mop
Wringer Co.
FULTONVILLE
N.Y.**



When in need of

**Wrapping Paper
Twines & Cordage**

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton & Winnipeg

**Wrought and Steel Plate
WASHERS**
OF ALL
DESCRIPTIONS

**ROUND
AND
SQUARE**

**PLAIN
OR
GALVAN-
IZED**



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

**Wrought Washer Mfg. Co.
MILWAUKEE, WIS.**

The Half Circle
**WENTWORTH
ELLWORTH**
Lawn Sprinkler



A sprinkler especially adapted for smaller lawns — throws a fine, even spray in half circle, may be moved without turning off water. Made in brass finish, 1/2-inch hose connection. Order from your jobber or direct.

Wentworth Mfg. Co., Limited
Hamilton, Canada

If interested, tear out this page and place with letters to be answered.

TWO SELF-SELLERS

Ioco Liquid Gloss and Household Lubricant are staples. Their well-known quality insures satisfied customers and profits that accrue from repeat orders. There is a daily use for one or both.

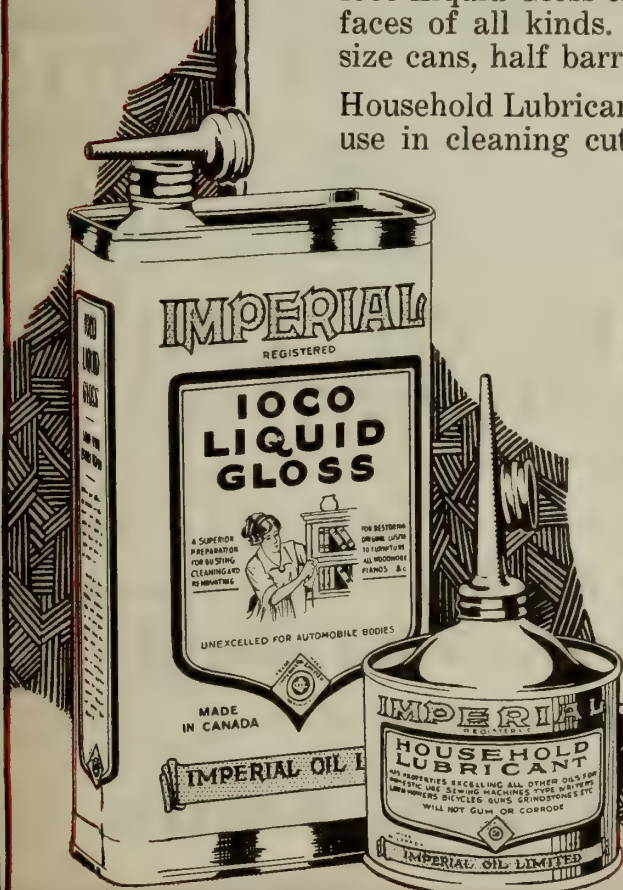
Stock these salable necessities now. They fill a general need. Their many and varied uses make and keep them always in demand—always easy to sell.

Ioco Liquid Gloss cleans and polishes finished surfaces of all kinds. Sold in half-pint to 4-gallon size cans, half barrels and barrels.

Household Lubricant prevents rust, is excellent for use in cleaning cut-glass, and keeps sewing machines, typewriters, electric fans, phonographs, etc., in smooth running order. Put up in convenient four-ounce tin oilers.

Put these Imperial products in your show window or on your display counter and see how readily they sell.

If you have not stocked with Ioco and Household Lubricant, write for our dealer proposition.



IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of Gargoyle Mobiloils in Canada

BRANCHES IN ALL CITIES

**EVEREADY
DAYLO****We Are The Leading Distributors****EVEREADY
DAYLO**

and Make Immediate Shipments from Our Complete Stock

MAIL US YOUR ORDERS OR WRITE FOR CATALOG

Our reputation has been won by our efficient service

SPIELMAN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

TARRED FELT**SPECIFY
DOMINION BRAND****J. H. McCOMB, LIMITED**Manufacturers of all kinds of
Building Paper, Pitch and Coal Tar**MONTREAL****FORSTNER BITS**

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.**COLONIAL WIRE MFG. CO., LIMITED****WORKS: LACHINE CANAL, MONTREAL****MANUFACTURERS OF****SMOOTH STEEL WIRES**—Bright, annealed, oiled and annealed.**Tinned Mattress Wire, Broom Wire, Fine Wires**—Plain and Galvanized.**FENCE STAPLES—WIRE NAILS—WOOD SCREWS****PUMP RODS**—Plain and Galvanized.**SELLING AGENTS:****CANADIAN TUBE & IRON CO., Limited, MONTREAL****The Peterboro Lock Mfg. Company, Limited**

Peterboro, Canada

Established 1885

MANUFACTURERS OF**BUILDERS' HARDWARE****Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.**

If interested, tear out this page and place with letters to be answered.



In the window display above, the center panel forms an open frame behind which is a pocket for the insertion of strikingly colored illustrations depicting the various and timely uses of DAYLO. You are thus afforded a permanent display of constantly renewing interest in which the pictures can be changed at any time in thirty seconds or less.

A Permanent Display

OUR Canadian advertising aims to keep permanently before the consumer the many needs and uses of Eveready DAYLO. The window display shown above (printed in 8 colors), is one means whereby you can link your store with this country-wide campaign.

Without *your* efforts — without *your* co-operation — no amount of DAYLO advertising can be made fully profitable for you and for ourselves.

This display requires but little win-

dow space — 31" high x 25" wide x 18" deep. It can be placed in the center or a corner of your window among other goods on display. The center illustration can be changed from time to time and on the steps you can arrange for the display of the particular types of DAYLO needed for the use shown in the center picture.

But — to avail yourself of this co-operative opportunity you must act quickly. Only a limited number of these displays remain. Write for yours today.

CANADIAN NATIONAL CARBON CO., LIMITED
TORONTO, CANADA

EVEREADY DAYLO

If interested, tear out this page and place with letters to be answered.

Your Customer Will See These At Toronto Exhibition— and They'll Want To Buy!

Here are two heaters of popular price that we have picked from the famous Davidson Line to show at Toronto Exhibition. They are exceptionally good stoves, each with a brand new feature that will make them stand out as best sellers in every part of Canada.



Burns Natural Gas

The Marathon Oak is a handy heater built so that it can be used to burn Natural Gas, Coal or Wood.

It has blue steel body, draw centre grate, deep fire pot, attractively nickelled.

The Marathon is a moderate priced heater and is an extremely popular type.



Here's A New Feature In The Improved Beaver

The Improved Beaver pictured below has all the well-known heating qualities of this class of heater, and is improved by the addition of a roller grate and ash pan which can be shaken without opening the ash pan door. **No dust or ashes can escape.**

Cast floor pans supplied instead of feet if required.



The Thos. Davidson Mfg. Co., Limited

Toronto

MONTREAL

Winnipeg

"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX.

TORONTO, AUGUST 10, 1918

No. 32

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THE MACLEAN PUBLISHING COMPANY, LIMITED

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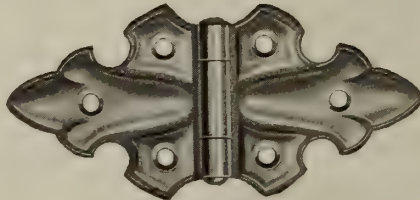
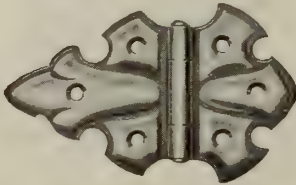
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STANLEY ORNAMENTAL HINGES

1480. "Lotus" Pattern, length of joint $1\frac{1}{2}$ inches, extreme width when open, $2\frac{1}{4}$ inches.



1482. "Lotus" Pattern, length of joint, $1\frac{1}{2}$ inches; extreme width when open, $3\frac{3}{4}$ inches.

1478. "Lotus" Pattern, raised surface. Oval head screws. Length of joint $1\frac{1}{2}$ inches; extreme width when open, $2\frac{1}{2}$ inches.

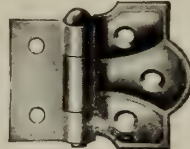


FOR a combination of beauty and strength, these hinges are all that can possibly be desired. The designs have been executed by skilled artists who are expert in the working of wrought steel and who have here produced exceptionally handsome ornamentation by raised surface and by outline.

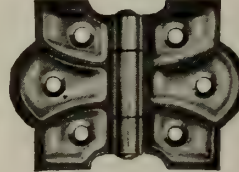
These hinges are well proportioned and symmetrical, and this Stanley line is **very** attractive and complete, offering styles that are carefully chosen and that are of sizes and designs suitable for all purposes.



1430. "Butterfly" Pattern. Length of joint $1\frac{1}{4}$ inches. Extreme width of full surface hinges when open, 3 in.



1474. Half Surface Butt, Beveled Edge, Oval Head Loose Pins. Length of joint $1\frac{1}{2}$ in., 2 in. Width open, $1\frac{1}{4}$ in., $2\frac{3}{4}$ in.



1475. Full Surface. Length of joint $1\frac{1}{2}$ in., 2 in. Width open, $2\frac{1}{2}$ in., 3 in.



1495. "Shell" Pattern. Length of joint $1\frac{1}{2}$ in.; extreme width when open, $2\frac{1}{2}$ in.

Here are shown patterns, some of full surface, some half surface, some plain, some with ball tip and with oval head screws. The plating and lacquering are of the characteristic Stanley high quality.

These Stanley Ornamental Hinges satisfy a well defined demand and it will pay you to stock them.

Write for prices and full information.

THE STANLEY WORKS

NEW BRITAIN

CONN., U.S.A.

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinrod Box Strapping, and Cold Rolled Strip Steel.

Canadian Representative:

A. MACFARLANE & COMPANY, Coristine Building, Montreal

Octopus Ordered to Stop Falsifying

Retailers at Last Have Satisfaction of Seeing Federal Trade Commission Hit Sears Roebuck Hard by its Findings—Big Firm Which Cut Prices, With Ruinous Results to Small Dealers, is Forbidden to Circulate Catalogues Containing Wrong Information

RETAILERS all over the country are receiving with no small satisfaction the findings of the American Federal Trade Commission against the Sears, Roebuck Co. of Chicago. Its sales for the seven months ending July 31 amounted to \$101,955,598. For the month of July the figures were \$13,251,036. This firm has done business in Canada, especially in the Canadian West.

The Federal Trade Commission charged Sears-Roebuck with the practice of selling certain merchandise at less than cost, conditioned upon the purchase of certain other merchandise, upon which they make a profit so exorbitant as to leave a good profit on the entire transaction.

Used Many "Leaders"

It has been the habit of catalog houses in America to use leaders for some time. Leaders used by anglers to conceal from fish the connection of the line to the hook must have taken their name from the "leaders" used by such concerns as Sears-Roebuck. The price of a popular commodity reduced to less than cost is not only sure to attract custom, but may be depended upon to ruin the business morale of many small competitors. Consumers suffering from an acute attack of bargain fever are pretty sure to stampede and in the rush to take with them a few items with profit.

Charged With Lying

Sugar has been one of the leaders of the Sears-Roebuck Co. They are charged with having lied about their sweets, claiming that their large purchasing power and their quick-moving stock made it possible for them to undersell their retail competitors.

The members of the Federal Trade Commission think this firm lies when it states in its catalogues that it sends representatives to Japan to supervise the picking of tea.

They again question the veracity of the Chicago catalogue house in the statement that it purchases all its coffee di-

In view of the rapid development of the mail order business in Canada the following is of particular interest to retail dealers in all lines.

rect from the best plantations in the world.

Ordered to Stop

The Federal Trade Commission not only questioned the truth of Sears, Roebuck & Co.'s statements but ordered the octopus to stop such practices. They may have spoiled a lot of catalogues already printed which contain these statements. They have also forbidden Sears, Roebuck and Co. circulating catalogues containing advertisements representing that its competitors do not deal fairly, honestly and justly with their customers.

Commenting on the findings of the Federal Trade Commission *Hardware Age* says: "It has been a long time coming, but the blow has fallen. The catalogue houses have been getting away with commercial murder for many years, and small dealers all over the country have suffered terribly from their methods. It is good to see them get it where the chicken got the axe, but for the result of their cut price sales a lot of retailers may well take heed.

Bad For Business

Prices cut to the quick are good examples of poor merchandising. Retail prices below cost are grave diggers, trouble makers and commercial highwaymen. In small towns the come-back of a cut price is quick and certain. The merchant has but a limited number of prospective customers who have a limited amount of

money to spend. Every dollar of that money spent for cut-price merchandise takes just that amount from the sums to be spent for goods which bear a legitimate profit. The retail merchant is in business to make money. If he fails to accomplish his purpose he is a failure, and no community is proud of its bankrupts.

Knives Competitor

The cut price is first unfair to your competitor. It knifes him in the back. There is no fair means of meeting it. Your competitor knows costs as well as you do, and when prices are mercilessly slashed he generally draws the conclusion that your reasons are other than those of business. He feels that you are out to get him, that you are a demoralizer, a local anarchist, an I.W.W. running amuck in the community. It is hard for a competitor to understand why you sell sauce pans costing 45 cents for 39 cents, and doubly so if your slash episode happens to catch him with a good supply of similar goods on his shelves.

Unfair to Jobber

Then it is unfair to your jobbers. Cut-price news, like scandal, travels on the wings of the wind. If you are selling at less than cost and it is generally known that you buy your supplies of a certain wholesaler, it is natural to suppose that you are buying at a decidedly lower price than other dealers and the travelling men representing other wholesalers may be depended upon to carry the news where it will do the most harm.

Then there is the injustice to the manufacturer. Supposing your cut-price sale gets into print. They usually do, for cut-price people seem strangely proud of their stunts and advertise them. The news spreads and other dealers note that you are selling well-known items at retail prices which are lower than their cost, and naturally many of them think you are a favored customer of the manufacturer and refuse to handle such goods

(Continued on page 50.)

British Mnfr. to Drop Individualism

New Trade Commissioner for Montreal States Co-operation Will be Keynote of Many Large Manufacturing Concerns—Immense Development to Follow Close of War, Particularly in Canada

"THERE is a period of enormous expansion ahead of us after the war," stated Geo. T. Milne, newly-appointed British Trade Commissioner in Montreal, to a representative of **HARDWARE AND METAL**. "In a country like Canada the natural resources are but touched upon, and these will be largely developed."

Although Mr. Milne is just becoming settled in the office for which he was chosen, he realizes that there are great possibilities for the development of an overseas trade here, and another significant statement indicates the change that is coming over a large part, if not the whole, of the British manufacturing element.

"The British manufacturer will get away from his individualism. He has learned many things through this war and one of them is that of realizing great possibilities through associating himself with others in a similar line of effort that his product may be made on a large scale and overlapping prevented. In this way his product can be made for less money and conservation of effort and material very probably will be effected as never before."

War Time Factory Construction

There has been a great expansion of manufacturing facilities in the British Isles, but notably in England. Here at least 100 new plants have been established since the outbreak of the war—really large plants and some of them of huge proportions.

"There is one single factory that cost something over eight million pounds sterling," said Mr. Milne. This was, of course, built for the manufacture of products incident to carrying out the war policy of the Government. It embraces within its confines no less than 28 square miles."

"Will this be of service and can it be successfully used after the close of the war?" Provision is made so that this plant may be utilized to the best advantage. This will also be possible with the many plants erected everywhere. I would say that Great Britain's ability to manufacture had been increased almost if not as much as fourfold. Or in other words, they had before been only 25 per cent. efficient from a manufacturing standpoint.

Reaching for Overseas Trade

"Just what will the British manufacturers' policy be as to the development of their overseas trade policy?" Mr. Milne was asked.

"Well, for a period after the war there will probably be a great deal of reconstruction required at home—or very near home, in France. The destruction

there being so great they will have to turn every effort toward replacing the great losses. The call for machinery of every description will be immense."

It was felt that the manufacturer in the Old Country should have a closer and more intimate acquaintance with the requirements of the trade in the Overseas Dominions. The work of the Trade Commissioner would naturally grow and in view of the importance of keeping in closer touch with opportunities abroad more offices would eventually be opened in the larger and most representative cities of Canada, New Zealand, Australia and so on. One of the greatest difficulties in pursuing this course at the present time was that of the war necessity requiring every ounce of effort directed its way, that the job might be finished as soon as possible.

"Do you think that this is something too important to even let the war interfere with to this great extent? Should not the matter of replacing foreign-made goods that previously found their way into the Canadian market be considered without delay, even remembering that the war is on?"

"Yes, it is important that this point be borne in mind. And there are evidences even now that the manufacturers are getting together. In one or two lines of manufactured goods, which were made in only a very limited way before, greater interest has resulted in making and marketing. Some fifteen types of magnetos are now being made where two or three styles were made before. The same would apply to at least one other line and probably more.

"And one of the very interesting things to remember is that this great development has taken place in the face of a withdrawal of at least 5,000,000 men from regular industry and other occupations to engage in fighting."

Government Will Retain Control

For some time after the war it will be necessary that the Government retain control of the basic materials and other things which are now under their control. This is essential because materials will have to be distributed impartially where they will serve the greatest need. If it were otherwise there would be a great probability of difficulties arising. Of course this would not necessarily mean that outside business could not be looked after. Some development might be made in certain directions while other things would have to wait until later. It would be desirable to follow out the most forward plans possible as early as conditions would permit.

Stocks Here and Even Factories

It was clearly indicated by Mr. Milne

that he foresaw the necessity of stocks being carried here if other competition were to be met and connections that have been already made continued. Said he: "If the British manufacturer wants to get in on business on this side of the water he must have the goods when they are asked for. He must indeed be able to offer a service that is equal to, if not superior to that of his competitors. To maintain this he would have to deliver the goods promptly—practically on receipt of the order."

It was further indicated that there will very probably be a necessity to erect factories here. This would be a consideration of the future. The necessity arising, this would very likely be undertaken. Just at this juncture Mr. Milne referred to a large firm which had undertaken to make huge tires for railway carriages here, a branch of a British shipbuilding firm. These had in many instances been imported from Europe, a great many of them coming before the war from Germany. This sort of thing would not recur after the war.

Skilled Labor Question

The matter of securing skilled workers for industrial development after the war was really one of the most serious confronting the manufacturer. There would be a dearth of this and such a demand for it that wages would very likely rule high. Of course if foodstuffs declined wages would not be so high as now. The great problem would be that of securing the labor required.

War Board Produces Proof of Its Claims

The Canadian Railway War Board in a paid advertisement in the daily press quotes invoices and figures to prove that its statement that gasoline prices had advanced 100 per cent. since the war started were correct. The president of the Canadian Manufacturers' Association was quoted in press dispatches as declaring that the statement of the Canadian Railway Board was "inaccurate," "misrepresentative" and "absurd" and that the increase in the price of gasoline was only fifty and not one hundred per cent. The Canadian Railway War Board produces invoices dated August 28, 1914, showing that 300 gallons of motor gasoline were sold to a Montreal firm at 16½ cents per gallon. On July 11 the same firm purchased 92 gallons from the Imperial Oil Co. and the invoiced price was 33 cents per gallon. The invoices were not specially chosen but were picked at random from many.



Enterprising Montreal merchant who went into new line, expects to turn stock five times in the first season.

How I Sold 35 Barrels of Auto Oil

The Experience of Montreal Dealer in Auto Accessories — Canvassing Prospects —
Enthusiasm in Developing Trade—Selling Accessories a Success—Stock
Turned Five Times—Keeps Friendly With Garage Mechanics

WE will sell at least thirty-five barrels of automobile lubricating oils this summer," said J. E. Leduc, 895 Mount Royal avenue, Montreal, to **HARDWARE AND METAL** recently.

"The company from which we buy our oils booked us up in the spring for what oil we should need during the season. The contract was made so that we should get a certain price if we took so many barrels. It was stated that if we took twice this amount we would be entitled to a still lower price. There was a third clause and this provided for a very low price on our season's oil needs, providing we could take so much. At first I gave this large amount little thought for it did not seem we could sell such a quantity.

Began to Canvass

"We have another store where most of the oil is sold and one of my men there began to take an interest in selling it. I had no objections so he began 'o canvass the district and soon began to sell in larger quantities. To those who would take a barrel of oil we gave a very low price and in this way we were able to increase the sales. We will sell at least thirty-five barrels of this oil before the season is over. The customer will get a low price and we will get a splendid profit."

The foregoing indicates that a little

enthusiasm will enable a merchant to work wonders sometimes, for in a city like Montreal, where competition is keen, the successful hardware dealer is the man who uses initiative and makes the most of his advantages.

Pushing Accessories

"We started to handle automobile accessories about the first of the present year and they are selling well. Just yesterday I sold \$165 worth and I am sure they will be a success with us," said Mr. Leduc.

Asked the reason for adding accessories to the stock of hardware and paints already carried, Mr. Leduc said:

"I observed that many of the garage men carried a very small and incomplete stock. We had some repairs to do on our own delivery car once in a while and on many occasions I found that there was not only little assortment carried by these men but they did not know a great deal about selling them. I thought the matter over and decided to put in a stock myself."

Helps in Quiet Season

The Leduc accessory stock averages about \$2,000. This makes a nice size for many stores and the amount necessary is decided by the trade within reach. For the first year this amount will, Mr. Leduc thinks, be ample to meet his requirements.

Since adding accessories it has been proven that they will yield a good margin of profit. In addition, as pointed out by Mr. Leduc, the shortage caused by the decline in demand for shelf and builders' hardware during the war, is made up through sales in the auto accessory department.

"Especially is this the case in the quieter months of the year and it is at these times that accessories are in the best demand," said Mr. Leduc.

Turn Stock Five Times

Mr. Leduc expects that he will be able to turn his stock about five times during the first year. This will be a most gratifying turnover on the initial stock put in. He expects that this will increase from year to year and from present indications thinks that the amount of specialties and accessories sold from this department will total one-third of the business done. Sales of accessories in June alone totalled about \$1,000.

Another important comment made in this connection was that of taking the cash discount by paying for supplies within the 30 days given by the wholesale. This saving constitutes an amount worth while.

One of the things Mr. Leduc looks after is his window displays. These are changed quite often and now that this

(Continued on page 50.)

Increasing War Demand For Steel Reducing Manufacturers' Supplies

A CONFERENCE in New York Monday, between government leaders in shipbuilding, the director of steel supply and the steel manufacturers' committee had to do with means of increasing the allotment of steel to shipyards in view of the enlarging programme for the Schwab drive. At a meeting in Washington later in the week, plans were made to insure shipyard work against interruption in the coming year, also for the prevention of lost motion through competing efforts of Washington departments, the commanding general in France and the Allies.

The whole tenor of the conference talk was that, however detailed figures might be changed, the main fact was the increasing war demand for steel, and with it an indefinite but inevitable reduction in the amount available for other uses.

Huge Demands

The large schedules of steel for direct and indirect war needs give weight to the claim still widely made that all governmental agencies concerned have put their requirements at top figures, in spite of repeated requests for pruning. In short, if deliveries meet schedule figures, it is believed the reservoir would be an ever-filling one, unless the talk-of railroad break-down should be really serious. The half-year's demand for shell steel has risen to 3,000,000 tons, requiring a shipment rate probably 15 per cent. above that now obtaining, and the plate total is close to theoretical capacity and about 12 per cent. more than the recent record outputs.

70 Per Cent. Greater

The Steel Corporation's net earnings of \$62,500,000 in the second quarter, plus nearly \$91,000,000 set aside for Federal taxes, make a total 70 per cent. greater than a similar total for the first quarter, with its drastic shutdowns in January and February. The exhibit, even with the lavish allowance for war taxes, is striking testimony to the earning power of a great integrated producer on the present scale of government-made prices. Evidently the quarter included some deliveries at the higher prices ruling before steel control set in last September.

Increased Wages

The 10 per cent. wage increase announced by the Steel Corporation was a surprise to the independent companies, from which like action may be expected as heretofore. Five other 10 per cent. advances in the past 30 months and one of 15 per cent. make the new wage 103 per cent. higher than that paid on Jan. 1, 1916. The Steel Corporation pace of wage increase adds to the problem of some small producers, who are pinched

by government prices on which the corporation can make large profits.

Helps the Jobbers

Washington has come to the help of the jobbers, many of whom were left with small stocks owing to poor deliveries in recent months. For August the Director of Steel Supply permits them to receive from the mills shipments equal to their average in the first six months of the year. Beginning with September, however, the War Industries Board's plan becomes effective, permitting the replacement each month of the amount shipped by the jobber from stock for government and essential purposes in the preceding month.

Cotton Duck Prices Set Until October 1

Prices which are to remain in effect until October 1 have been fixed for all lines of cotton duck by the American War Industries Board. Price fixing on other cotton goods, yarn, twine, etc. is contemplated, and conferences with members of the trade have been in progress.

"Following is the schedule of prices agreed upon for duck:

"36 in. 48 by 48 3-yard sheeting, 60c per pound.

"36 in. 56 by 60 4-yard sheeting, 70c per pound.

"38½ in. 65 by 60 5.35-yard print cloth, 83c per pound.

"38½ in. 80 by 80 4-yard print cloth, 84c per pound.

"Standard wide and sail duck, 37½ per cent. and 5 per cent. from list.

Standard army duck, 33 per cent. from list.

"These prices represent a reduction from quoted market prices of about 20 per cent. to 30 per cent., and apply to all primary civilian purchases as well as to the government and those governments associated with us in the war. A committee is at work on a list comprising a full line of staple cotton fabrics for the purpose of establishing prices upon a parity with those herein quoted. It is expected that this list will be published in a few days. These prices are to remain in effect until October 1, before which date the industry will meet the Price Fixing Committee for the purpose of agreeing upon prices for a further period of 90 days.

Huns Ousted From Chemical Industry

Another huge American industry owned in Germany was taken over this week by the Alien Property Custodian, A. Mitchell Palmer, when he took charge of the Heyden Chemical Works, which

has a large plant at Garfield, N.J. The Heyden concern is the second largest corporation of its kind in this country. It has an office at 135 William Street, New York. In 1917 it did a business of \$4,000,000, some, it is believed, with Canadian firms. Francis P. Garvan, director of the Bureau of Investigation, discovered that it was owned by the Chemische Fabrik von Heyden, of Radebeul, Germany, the largest chemical company in the world, and that an attempt to camouflage the real ownership of the company had been made by George Simon, the representative of the German company in this country, with the aid of T. Ellett Hodgskin, a New York attorney.

Mr. Garvan found that Simon, with the aid of Hodgskin, sought to "Americanize" the Heyden works by an alleged purchase for \$149,000 of the 745 shares of stock owned by the Chemische Fabrik von Heyden, the ownership of which in 1916 netted the German company \$1,026,626 in royalties and profits.

The money to finance this alleged sale of stock from the American company was supplied by Simon's father-in-law.

The Heyden Chemical Works has the exclusive use in this country of many valuable patents, processes, and formulas for the making of salol, sodium salicylate, saccharine, formaldehyde, benzoate of soda, and other by-products of carbolic acid. These patents, processes and formulas will be Americanized.

Canadian Catalogues Wanted in Belgium

In view of the critical situation which will result for Belgium through the disasters caused by the depredations of the Germans, their removing of tools, raw materials, manufactured products, etc., there has been created, with the cooperation of and under the control of the Belgian State, an organization having for its object the economical reconstruction of Belgium, entitled "Comptoir National Pour La Reprise De L'Activite Economique en Belgique" (Societe Cooperative), 15 Rue Louis-le-Grand, Paris, France.

This organization, in helping industry and trade by enabling the people to purchase the tools and all necessary raw materials, will not only reconstruct the economic situation of Belgium, but will put an end to the sufferings of the working classes by enabling them to start working in reconstructed shops. The society writes:

"Everything interests us as everything has to be set up again; metallurgy, materials for construction of buildings, leathers, textiles, farming implements, chemical products, wood machines, electrical material, optical instruments, motor cars, vans, wagons, oils and greases of all kinds, refractory materials, etc.

In order to enable us to place our orders, please send us by return your catalogues and tariffs in triplicate."

Current Events in Photograph--31

Machine Gun Nests

Since the days of trench warfare have become more or less a thing of the past, we have been hearing more and more frequently of machine gun nests, one of the developments of the new form of fighting.

Our photo shows several of these machine gun nests somewhere in the Rheims-Soissons sector at the time of the late German advance. Note how lightly these defences are held, and how vastly different the surrounding country from the blackened horror of trench warfare days.



Crop Of Swindlers Follows Prosperity

The National Hardware Bulletin, in its last issue says: "It is surprising how many different things there are which can be made the basis for swindling operations. If there comes an unusual demand for—say copper—at once a bunch of alleged 'brokers' start out selling stock in various mythical copper mines, supposed to contain fabulous wealth in an undeveloped state. Most anything else will do just as well. Oil, zinc, antimony, radium, have all been made the basis of crooked stock operations.

Again, the city press makes an attack upon retailers, accusing them of the responsibility for the high cost of living and at once a score of promoters start out organizing chain store systems.

The unusual demand for farm products has made agriculture extremely profitable. So right here is a condition that has produced a whole crop of speculative firms, their scheme being to induce merchants to exchange stocks for land.

The land offered usually has extremely small value, but is figured in at from \$100 to \$200 per acre; always it is located a great distance from where the dealer is living, as this is conducive to sight-unseen trading.

But this is not all, the jewellery and cut glass swindlers are again abroad. So are scores of other swindlers, all using "joker" contracts.

We are simply mentioning these matters for the purpose of refreshing the memories of the members. Be careful about signing contracts with strangers. If the terms do not cover everything

promised by the salesman, cut the whole proposition out for good.

If you are determined to sign, at least hold off until you have consulted your lawyer.

Importers' Protest On Duty Rate Overruled

The Board of United States General Appraisers overruled the protest of the Wilfred Shade Forwarding Company of St. Louis, Mo., and fixed duty at the rate of 20 per cent. ad valorem under paragraph 65 of the tariff act of 1913 on certain merchandise described as "Tuscan Red." The importers contended that duty should have been assessed either at the rate of 15 per cent. ad valorem under paragraphs 63, 59, 385, or at 10 per cent. ad valorem under paragraph 55 of said act. Judge McClelland in upholding the collector's assessment at the higher rate writes as follows:

"The witness testifying on behalf of the importers, stated that the merchandise was composed of oxide of iron, 99 per cent. pure, 16 to 20 per cent. of dye color, the balance of whiting or gypsum; that the term 'Tuscan red' is used to designate a particular shade or color and that it is in powdered form and must be ground in oil by paint manufacturers and it is then ready to be used as paint on outside of buildings. There appears to be nothing in the record in the case which justifies a different conclusion from that reached in Abstract 40,363, covering apparently identical merchandise, and we therefore affirm the collector's action."

Schwab and Hurley Ask Steel for Shipbuilding

At a meeting of the War Industries Board Charles M. Schwab, Director General of the Emergency Fleet Corporation, and Edward N. Hurley, chairman of the United States Shipping Board, made a request for an additional allowance of steel plates to carry out the Government's shipbuilding program.

In addition to an amount of about 50,000 tons of plates per week, regularly furnished for shipbuilding purposes, Mr. Schwab asked for the delivery of an extra 10,000 tons a week during the next three months to serve as a reserve during the winter period.

The War Industries Board will consider the request with a view to supplying as much of the amount asked as possible, in view of the constantly increasing demands for steel from the other departments of the Government.

Government Will Continue to Fix Steel Prices

The Price Fixing Committee of the American War Industries Board issued the following statement this week: ,

"Rumors having been circulated by certain publishing companies to the effect that the government would discontinue fixing prices on scrap steel, we wish to say that such rumors are utterly without foundation. To the contrary, the control of scrap steel prices and the stimulation of the scrap steel industry are matters of first importance in supplying our war needs."

Metal Substitutes Being Used by Huns Owing to Shortage of Supplies

THE "Norddeutsche Allgemeine Zeitung," the semi-official paper of the German government, is publishing a series of articles on the employment in German industries of substitutes for commodities which have become scarce or unprocurable as a result of the blockade. The paper claims that the problem of substitution has been solved successfully, although at present the publication of full particulars is impossible. With regard to the metal industries, the following statements are made: The electro-technical industry suffered most by the shortage of copper; and, like engineering and shipbuilding, had to content itself with zinc alloys containing 4 to 5 per cent. of copper, or 2 to 3 per cent. of aluminum. For door handles and brake handles of railway and tramway carriages, cast iron and zinc have replaced copper. Zinc is also used instead of copper and nickel for buttons, shoulder-pieces, and other decorations on military uniforms. The optical industry before the war worked almost entirely on brass and aluminum. In place of aluminum it now uses an alloy of magnesium and aluminum, called elektron metal, which is lighter and stronger than aluminum. Tin, one of the most important metals for which it had been necessary to find substitutes, was used principally for bearings, white metals, and soldering. If no substitute had been discovered for bearings with 70 to 80 per cent. of tin the munitions industry might have been in danger of stoppage, but the situation was saved by a zinc alloy and by alloys of cadmium and lead. For white metal, especially for preserving tins, other preparations, such as prepared lacquer have been adopted as substitutes, while for soldering, cadmium has been found suitable, but wherever possible soldering is now avoided and metals are joined by rivets, notches, or welding. The shortage of brass has been much felt in the manufacture of scientific and technical instruments; where brass was used in plates, wires, tubes and shaped pieces. The industry has had to be reorganized, and many substitutes have been discovered which are likely to be retained after the war. Iron is used to a greater extent than before, especially where brass was used merely for convenience, as for stands. The iron should be malleable, but that condition, in view of the scarcity of materials and skilled workers, is hardly ever fulfilled. Iron and steel bars and steel tubes are used, but zinc has become the principal substitute for brass. Zinc plates, spherical zinc, and zinc tubes are very much in use; and since zinc by itself is not suitable for working up, excellent zinc alloys have been turned out only slightly inferior to brass. It has become necessary to plate the surface of the parts with brass, nickel, or (since nickel is also getting short) cobalt. Mostly, however, the zinc parts are given a dark tinge and then covered with a service-

able lacquer. In pre-war days fine instruments looked bright and shiny in their brass; to-day they are dark, opaque, even black, and not seldom field grey. For transmission lines, copper has been replaced by iron and zinc, insulated by artificial silk, or by paper saturated in insulation lacquer. Insulation materials are also required for scientific instruments, especially those for electrical measurements. Hard rubber or vul-



CAPT K. P. MACPHERSON

Acting Major in command of "A" Company, 7th Battalion of Engineers was recently mentioned in despatches by Field Marshal Sir Douglas Haig. He is a son of W. F. MacPherson, Secretary of the Ontario Retail Hardware and Stove Dealers' Association.

canized fibre was formerly used, but substitutes have sprung up such as wenzite, cello, tanazite, turbonite, and others. Machine-belted of leather has been replaced by belting of paper, and good lubricating oil by bad and impure stuff.

Increasing Demand For Mica For War Purposes

Sheet mica has come to be an important war mineral through its use as an insulator in electric apparatus, especially in condensers, magnetos and spark plugs; in the windows of masks worn for defense against asphyxiating gases, and as a transparent, non-inflammable, non-shattering material, such as is needed in the windows of armored cars, in the conning towers of warships and of submarines, and in automobile goggles.

The quantity of sheet mica produced and sold in the United States in 1917 according to W. T. Schaller of the United

States Geological Survey, Department of the Interior, showed an increase of 41 per cent. over that sold in 1916, being 1,216,816 pounds, as compared with 865,863 in 1916.

The prices paid for mica in 1917 continued with minor fluctuations to increase throughout the year. The prices paid for domestic mica in the south in 1917 were from 10 to 20 per cent. higher than the prices for similar mica in 1916. The greatest increase was in the price of the smaller sizes, especially the 1½ by 2, 2 by 2, and 2 by 3 inches. The largest sizes showed no increase in price.

Huge Orders Placed For Standardized Trucks

The standardization of cargo trucks and passenger cars for the use of the American army has been completed. More than 75,000 standardized trucks and passenger cars have been ordered. Four trucks and three passenger cars have been selected as suitable for the various requirements of all branches of the service that have need for motor transportation.

On account of the request from the American Expeditionary forces for additional Ford machines, the Ford chassis (passenger) was adopted as a standard chassis for use of the army to be used as a passenger car, light truck, light ambulance, and for whatever else was desired.

Two other types of passenger cars have been selected for the use of the army. In connection with the adoption of the passenger cars it was found after exhaustive tests that the chassis as now being manufactured for the army by the Dodge and Cadillac companies were best adaptable to army needs. These are not the models now being marketed by those concerns, but a type with certain additions and deductions.

Economy In Wall Paper Manufacture Planned

At a conference of the war service committee of the wall paper manufacturers of the United States, with Thomas E. Donnelley, chief of the pulp and paper section of the War Industries Board, plans of curtailment with a view to the conservation of paper were agreed on tentatively. These economies became effective August 5.

The plans provide:

1. That in factories running under contracts with their employees such printing machines as have already been elected to operate shall be operated during the year August 1, 1918, to July 31, 1919.

2. That in factories not running under such contracts, printing machines shall be operated only in the same proportion to their total machines as the machines elected to be operated in all union factories is to the total number of all the machines in all union factories.

3. All overtime during the year August 1, 1918, to July 31, 1919, shall be discontinued.

Standardization of Auto Tires Will Affect Canadian Trade

The action of the Conservation Division of the American War Industries Board in putting into effect in various industries plans for saving essential materials and equipment and for reducing the amount of capital tied up in manufacturers' and dealers' stocks will have an effect on Canadian trade. Conservation of rubber is necessary, and the board has taken up with the industry the problem of determining the most practical means of meeting this situation. In the automobile tire industry it appears that the greatest economy can be effected by a substantial reduction in the variety of types and sizes of pneumatic tires.

Standard Pneumatic Tires

At the request of this division the war service committee of the rubber industry has submitted a program for the standardization of pneumatic tires. This has been endorsed by the directors of the National Automobile Chamber of Commerce, the Tire and Rim Association and the tire and rim division of the standards committee of the Society of Automotive Engineers. This program will be put into effect by the division. This program will aid substantially in the conservation of rubber and in lessening the amount of material and capital carried in manufacturers' and dealers' stocks.

THE PROPOSED SCHEDULE

CLASS A

30" x 3 3/4" clincher, plain, and nonskid.
32" x 3 3/4" straight side, plain and nonskid.
31" x 4" clincher, plain and nonskid.
33" x 4" straight side, plain and nonskid.
34" x 4 1/2" straight side, plain and nonskid.
35" x 5" straight side, plain and nonskid.
36" x 6" straight side, plain and nonskid.
38" x 7" straight side, plain and nonskid.
40" x 8" straight side, plain and nonskid.

The manufacture of the type and sizes of tires included in Class A is to be continued.

CLASS B

30" x 3" clincher, plain and nonskid.
32" x 4" straight side, plain and nonskid.
34" x 4" straight side, plain and nonskid.
32" x 4 1/2" straight side, plain and nonskid.
33" x 4 1/2" straight side, plain and nonskid.
35" x 4 1/2" straight side, plain and nonskid.
33" x 5" straight side, plain and nonskid.
35" x 5" quick detachable and nonskid.
37" x 5" straight side A nonskid.

The manufacture of the type and sizes of tires included in Class B is to be discontinued not later than November 1, 1920.

CLASS C

33" x 4 1/2" straight side, plain tread.
36" x 4 1/2" straight side, plain tread.
36" x 4 1/2" straight side, nonskid tread.
35" x 4 1/2" quick detachable, nonskid tread.
37" x 5" quick detachable, nonskid tread.

The manufacture of the type and sizes of tires

included in Class C is to be discontinued not later than November 1, 1919.

CLASS D

30" x 3 1/2" straight side, nonskid.
32" x 3 1/2" quick detachable, nonskid, clincher nonskid.
33" x 4" quick detachable, nonskid, clincher nonskid.

35" x 4" straight side, nonskid.
29" x 4 1/2" straight side, nonskid.
32" x 4 1/2" quick detachable, nonskid.
33" x 4 1/2" quick detachable, nonskid.
36" x 4 1/2" quick detachable, nonskid, straight side plain.
34" x 4 1/2" quick detachable, nonskid.
37" x 4 1/2" straight side, nonskid.
33" x 5" straight side, plain.

The manufacturer of the type and sizes of tires included in Class D is to be discontinued not later than November 1, 1918.

CLASS E

All other types and sizes.

The manufacture of the type and sizes of tires included in Class E is to be discontinued at once.

Sixty Million Grenades Being Made For Sammies to Hurl at Huns

Some idea of the munitions Uncle Sam is preparing for use against the Huns may be gained from the following statement just issued by the Ordnance Department:

Hand grenades of four types are now being produced at the rate of 2,000,000 a month, it is announced by the Ordnance Department.

Within the next four months, according to program, this rate will be more than doubled.

Rifle grenades are being produced at the rate of about 1,000,000 a month. This rate will be multiplied appreciably within the next six months.

Orders have been placed for more than 60,000,000 grenades of both hand and rifle type, and more than 18,000 persons are employed in various plants throughout the country engaged in making them.

Of the hand grenades under manufacture, there are two types of the so-called fragmentation grenades, which depend on the effect of explosives and the scattering of fragments; one type of phosphorus grenade, which, on bursting, throws a shower of burning fragments of phosphorus and a cloud of dense white smoke, and a gas grenade, which spreads a low-lying cloud of dense white suffocating gas.

The soldier throws the hand grenade much after the manner of an athlete putting the shot. When ready to throw the grenade, he grasps it firmly in the right hand, removes the safety pin, and keeps the lever tight against the body of the grenade. As it leaves the soldier's hand, the lever is released, and a firing mechanism is timed to explode the grenade in from four to six seconds after it is thrown.

The rifle-grenade holder is attached to the muzzle of the rifle much as a

bayonet is. The bullet from the rifle passes through a tube in the centre of the grenade, forcing a striker against a primer, which ignites the fuse. The grenade is thrown a distance of 200 yards by the force of the gases generated by firing the rifle. The grenade is timed to explode about eight seconds after it leaves the rifle muzzle.

Huge Saving of Coal By Regulation of Fuel

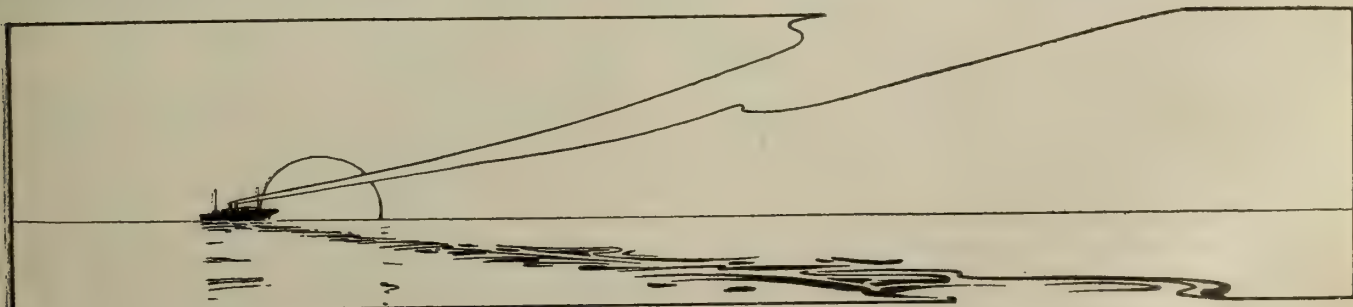
The United States Fuel Administration announces the complete organization of the Industrial Furnace Section, Bureau of Conservation, to handle fuel conservation in all furnaces with the exception of those operated for the production of power, heat, and light. This includes those plants using fuel for direct heat, such as the clay-products industries.

This section is in charge of an experienced engineer. Each district has a local head who has in his organization an advisory board and a corps of inspecting engineers.

Their conservative estimate of probable annual savings was 3,000,000 tons of coal.

A standard questionnaire is being furnished each plant owner in advance of the inspection, which he will fill out and hold for the inspector. The rating of each plant will be based upon the efficiency with which fuel is used. All wasteful burning processes will be taken into account; but an opportunity for correcting wasteful conditions will be given before inspection.

The clay products, lime, cement and glass industries will be inspected first.



EDITORIAL COMMENT

ONTARIO'S FIRE LOSSES

THE property loss due to fires during the first six months of this year in Ontario totalled \$7,069,878 an increase over the same period in 1917 of \$1,132,743. Insurance men state that their returns for America show that there is a fire every five minutes in a retail store. This is an enormous waste and one of the results is that fire insurance rates are higher in America than in any other country in the world. Another direct result is that a hardship is worked upon the buying public. It is a fact well known throughout the business world, that the high rates of insurance are added to the cost of doing business and are, therefore, a burden upon the commodities which the dealer handles and for which the customer has to pay. Insurance men state that most of the fires which are traceable are of surprisingly simple origin, and almost invariably carelessness is to blame. If a little care is exercised they say an enormous waste can be eliminated in the way of fire losses.

HOW NOT TO ADVERTISE

"HOW Not to Advertise" has been rather strikingly demonstrated several times recently by hardware dealers in small towns. At least four firms have been guilty of announcing during the first week in August, in big type in their headlines, that they are "Fully Equipped for Spring Trade." To make matters worse and show that they have no sense whatever of the value of timeliness in advertising these firms go on to fill their space with a lot of generalities that mean absolutely nothing to the public at large. In every instance not a price was given, nor an attractive suggestion made, that would urge a buyer to visit the store. And then some retailers wonder why business is not good with them and why people who should be their best customers go and buy "in the city."

HOLLOW GRINDING RAZORS

WRITING to a London, England, daily paper recently a correspondent says:

"I lately bought seven razors in a neat shagreen case for four guineas. I was told that it was the last of the pre-war stock, and that at the price it was more nearly a presentation than an ordinary commercial transaction. Be that as it may, they are certainly the best razors I have ever used. On one

side of the hilt is the name and address of the vendor; on the other are these words:—'Finest Sheffield steel forged and real hollow-ground in Germany.'

"I am told that before the war the best Sheffield razors were sent to Germany to be hollow-ground, and then returned to Sheffield. If our disabled soldiers can be taught to polish diamonds, can they not learn the art of hollow-grinding a razor?"

AN EXCELLENT SHOWING

CANADA'S excellent financial condition has just been set forth in a statement made to the press by Sir Thomas White, the Minister of Finance. After the war will certainly come a period of readjustment. The transition should be easy if Canadian people continue to show the evidences of thrift that they have in the past four years. The Dominion's magnificent resources and the development of them will also be a big factor in stabilizing conditions. A certain amount of inflation has necessarily followed the war demands made upon Canadian firms and the easiness of money. To some extent undoubtedly this has made for the high prices that prevail. With the arrival of peace, if money conditions remain unchanged, Canada will be in a position from a production standpoint that she has never occupied before. Sir Thomas White declares that Canada is earning at home not only all the money she has spent on the war but sufficient to make a large national increase in wealth as well. It would seem as if the end of the war would find Canada a more saving nation than when hostilities began and fully prepared to make the most of the place she has won in the world's eyes.

FUTURE IS BRIGHTENING

WHAT is to be the future status of the hardware man, both wholesaler and retailer? Will steel, iron and finished products become so scarce as to practically make it impossible to procure them for ordinary usages? These are queries which are causing many retailers to ponder.

While the role of prophet is at best uncertain there are indications that it may not be long before the clouds will break at least a little, permitting the sun to appear. In other words, the urgent necessities of war will probably have been taken care of and a sufficient surplus will have been accumulated to care for the needs of the country as a whole.

TAKE NO CHANCES!

RETAILERS may be well advised in view of conditions that may develop in some sections of Canada owing to crop shortages to take a firm stand in the matter of collections. It is possibly good business to do this at any time. In some parts of the West conditions may develop which will cause a tightening up on the part of the banks and wholesales and of course this will immediately affect the retailers. Already in some sections the banks have discontinued their usual line of credits and this is bound to have its effect on the wholesale and retail trade. The crop situation in some parts of the West is regarded as very serious and many farmers will have little money to spare when their harvesting is finished and provision made for next year's seeding. While there may be some improvement in the present situation it is just as well to be prepared in case conditions get even worse.

MAY HELP CANADA

PAIN'T manufacturers across the line are confident that from now on the labor shortage will not be so acute. By a new system all men for employment on government jobs or for factories having war contracts will be furnished through the Co-operative Public Employment Bureau instead of through the various private employment agencies which charge a fee. It is charged that these private agencies have been working for "turnovers" in the labor situation, rather than to get the man to the job. It is charged even by congressmen that these paid agencies merely herded men from one town to the other for a fee, where they were again herded from the next town to the next for another fee and so on. The new ruling will bring this floating element into definite jobs. Improved conditions will likely have an important effect on facilitating the movement of delayed orders from Canada.

MUST CONSERVE STEEL

FOR the winning of the war steel is now the world's most precious metal. It is consumed, or used to some extent every day by practically every civilized man in every civilized country. The present and constantly increasing steel requirements of this country and the allies for direct and indirect war needs, 100 per cent. of which must under any and all circumstances be promptly supplied, are so enormous as to well-nigh absorb the constantly expanding producing capacity. The result is obvious. There will be comparatively little iron and steel left to distribute to those industries engaged in non-war work and to consumers for application to non-war uses. Every possible use of iron and steel or their products which can be deferred must be deferred until after the war. This duty is personal and can not be avoided or delegated to your friends and

neighbors. No consumption is so small as to be immaterial, and no saving insignificant. Every pound collected and sold to scrap-iron dealers finds its way back into the general supply of iron and steel. "The last quarter hour will win the war," and in that quarter hour the last shell will be fired. That shell may be made from steel that has been saved through the collection of scrap or through denial of the luxury of purchasing steel in the form of articles which have come to be regarded as peace-time necessities.

It is imperative that every manufacturer, jobber and retailer of iron and steel products should fully realize and make his salesmen and customers realize that his attitude toward his trade is exactly the reverse of that in normal times.

EDITORIAL NOTES

SOME men remain bachelors because they have no faith in women, and some men keep their money in the garden because they don't trust banks. But a man who wears both suspenders and a belt doesn't seem to have faith in anything.

* * *

IT strengthens one's belief in the inherent goodness of human nature to learn from Professor Malcolm Kier's analysis of the causes which lead to business failures that only six per cent. can be traced to any form of dishonesty. Human nature is pretty decent after all.

* * *

EFFICIENCY consists in doing the right thing at the right time in the right way. It means the exclusion of waste motion, the elimination of unnecessary effort, and the concentration of all one's attention upon the task in hand. It precludes fussiness and worry. Physical and mental fitness are maintained by it at their best.

* * *

SELECTED hickory axe handles which before the war sold at \$2.50 are now quoted at \$7.50 per dozen; No. 3 hickory axe handles now selling at \$2.40 a dozen used to retail at ten cents each. Spade, shovel and scoop handles are now quoted at \$7.50 per dozen net. It is not so long ago that spades and shovels could be purchased complete for from \$6 to \$6.50 a dozen.

* * *

THE news from the Western front has been particularly gratifying recently and this has had its effect on people and business generally. In many quarters it is expected that word will be received of a big naval battle before very long. The silence that has enveloped the movements of the huge battleships has made the navy gloriously mysterious in the minds of the public. Those who know say that when the world learns the details of the work the sailors have been doing for four years, night and day, this wonder will be increased.

EVENTS IN THE TRADE

Business Changes

Montreal.—The assets of Joseph Deschattel's Hardware are to be sold on August 14.

Sarnia.—The garage business of Herbert Saunders has been sold to J. T. Parr.

Montreal.—The Victory Precision Tool Co. is dissolved and the Victory Tool Co. is registered.

Wadena, Sask.—Harris & Co., Ltd., garage, has been incorporated.

Halifax.—The partnership in the Halifax Sheet Metal Co. has been dissolved.

Personals

Raymond A. Catlin, representing the Corbin Cabinet Lock Co., New Britain, Conn., was calling on the trade in Toronto, in the interests of his principals during the week.

Trade Notes

The Netherlands Government has requisitioned the entire Dutch linseed crop for the year 1918.

By the sinking of the steamship Napoli in the Mediterranean, on her way from the United States to Italy, \$100,000 worth of Berry Brothers' aeroplane varnishes were lost. This material was for the Italian Government. The Napoli was a China steamer requisitioned by the Italian Government.

Fire of unknown origin caused a loss of \$10,000 in the store of the Cowan Hardware Co. at London, Ont. The blaze started in the rear of the building and most of the damage was done in the second and third stories. Considerable loss was occasioned by water leaking through to the lower floors. The premises will be rebuilt immediately.

Monday and Tuesday, Sept. 16 and 17 have been set aside as "Hardware Dealers' Days" at the National Exposition of trucks, tractors and accessories, on the Municipal Pier, Chicago, Sept. 14-21. The exposition committee, which has the reservation for that week of all the pier, save that portion used by the U. S. navy as a training school, has set aside the auditorium at the east end for the hard-

Landers, Frary & Clark, New Britain, Conn., have purchased the plant of the Meriden Cutlery Co., Meriden, Conn., which was incorporated in 1856, is capitalized at \$400,000 and was the first concern in the country to make table cutlery. The new owners will use the plant to manufacture war material and will enlarge the plant and working force.

Prairie Chemical Co., manufacturers of "My Own" gopher poison, are moving from 304 Keewayden Building to new and larger premises at 125 Pacific Avenue, Winnipeg. In their new plant they will have four times the space, and are planning to manufacture next year on a much larger scale than hitherto.

Over three thousand casks of French ochre arrived at New York last week consigned to the trade generally, including J. W. Coulston & Co., New York; R. D. Kinder, Chicago; F. A. Reichard & Co., Siemon & Elting, J. Lee Smith & Co., New York; and C. K. Williams & Co., Easton, Pa. This shipment weighing over eleven hundred tons, comes at a time when stocks of French ochre were getting very scarce and is proportionately welcome to the dry color man and the paint trade at large.

Montreal News

Wm. Starke, president of the Starke-Seybold and Co., Ltd., wholesale hardware, Montreal, is ill at his home.

Mr. Bartlett, Jr., representing the Bartlett Mfg. Co. of Detroit, Mich., was in Montreal this week calling on the hardware trade.

C. H. Bass, with the Bissell Carpet Sweeper Co., was a Montreal visitor this week in the interests of his firm.

Mr. Shyne, representative of the Peterborough Lock Co., was calling on the Montreal trade this week.

R. H. Monk, manager of the Lead Works Division of Brandram-Henderson, Ltd., is on the Pacific Coast, visiting his company's branches.

Edward Goodwill, manager of the Thos. Davidson Co., Montreal, is away on holidays.

W. H. Newton of the Manufacturing Sales Department of The Canada Paint Co., is away on holidays.

Salesmen's Convention

The annual convention of the travelling salesmen representing Carpenter-Morton Company, Boston, Chicago and San Francisco, manufacturers of Campbell's Varnish Stain, Colorite Cow-Ease, and other patent specialties was held this week at the Boston City Club, Boston, forty-three salesmen being present. These men cover every state in the United States and Canada, and at their convention were given complete selling and advertising information for the 1918-1919 campaign on these fast-selling specialties.

The convention was presided over by M.

Elton Vose, vice-president and sales manager, and addresses were given by George C. Morton, treasurer and general manager of the company; H. K. Stroud and E. B. Brown, of Stroud and Brown, Inc., New York City, advertising counsellors for the company, and by H. G. Glatz, New England manager of the Butterick Publishing Co.

A pleasure trip in automobiles along the north shore followed by a shore dinner was enjoyed by the men. The convention was the most successful yet held by the Carpenter-Morton Co.

Sharples Co. Holding Dealers' Fair Contest

The Sharples Separator Co. of West Chester, Pa., announces a Dealers' Fair Contest. Following are the conditions:

1. Each dealer must make a display of Sharples Suction-feed Separators or Sharples Milkers, or both, at his local fair without assistance from an employee of the Sharples Separator Company. (The Sharples Separator Company will furnish all necessary advertising literature, posters, etc., free of charge, however.)

2. At some time during the fair a picture of the exhibit is to be taken, a short report of the exhibit and fair is to be written, and these forwarded to the Sharples Separator Company, West Chester, Pa. Competent and impartial judges will be secured to judge the exhibits from these photographs and reports.

Prizes will be awarded as follows:

First Prize—For the best exhibit, as many separators and of the same sizes as were exhibited by the dealer up to 5 machines. (If the dealer shows five Suction-feeds and wins first prize, he receives five Suctionfeed Separators of the same sizes; if he only shows three machines, the first prize is three machines.)

If Milkers are exhibited, Milker Units may be substituted for separators.

Second Prize—For the second best exhibit, as many Separators or Milker Units and of the same sizes as were exhibited up to 3 machines. (If the dealer shows three Suction-feeds and wins second prize, he receives three Suction-feeds of the same sizes.)

Third Prize—For the third best exhibit, one Suction-feed Separator of largest size exhibited by the dealer, or one Milker Unit.

British Steel Market Is Easiest Since War

Easy steel is the keynote of the British steel market. It is each week becoming increasingly manifest that British steel output has now so greatly increased that deliveries are easier than at any time during the past three and a half years. The same condition relates also to the railways wagon firms, tube makers, and other large consumers. The changed conditions are greatly appreciated. Further efforts were of late made to secure supplies of American steel, but these supplies are not now wanted.

The reorganization of the Birmingham district industrial resources, which has been carried out over the last year or two in view of war necessities, has given the Birmingham area now such vast productive power in all branches and departments of engineering work that it is being found possible at the present time to make large transfers of men to the army without imperiling the permanent prosperity of the engineering industry here. Certain branches, however, are still undergoing development and are dependent upon augmented man power as well as upon additional mechanical equipment. The enlarged industrial effort in the engineering trades of this part of the Kingdom has now passed its maximum. The slackening of the trade tension does not imply, however, that the situation has become in any sense less immediately prosperous. Respecting the metal-rolling business, although this important Birmingham branch is no longer subject to the sustained pressure formerly experienced when the Government demand for munitions was at high-water mark, the rolling mills for the most part keep well engaged.

American War Board's New Ruling on Copper

In order to assist in bringing about the ocean transportation of copper in a concentrated form rather than as the bulkier ore, the War Trade Board of the United States has altered its original ruling regarding the restrictions upon the importation of copper ore. In future no licenses will be issued for the importation of copper concentrates containing less than 60 per cent. of copper, except for shipments from Cuba, Canada, and Mexico. All outstanding licenses for the importation of copper concentrates containing less than 60 per cent. of copper have been revoked as to shipments from abroad after July 20, 1918, except for shipments from the three countries above specified, from which copper ore may be imported.

This restriction is not to be construed as affecting the importation from any non-enemy country of copper matte or blister copper, or copper concentrates containing 60 per cent. or more of copper.

W. S. Fallis Becomes Managing Director

Popular Western Manager of the Sherwin-Williams Co. is Being Transferred to Montreal on September 1—Started as Traveler in Western Ontario

AS announced in last week's issue of **HARDWARE AND METAL**, W. S. Fallis has been appointed managing director of the Sherwin-Williams Co. of Canada, with headquarters at Montreal.

Walter H. Cottingham, president of the Sherwin-Williams Co., stated to **HARDWARE AND METAL** that Mr. Fallis will take over his duties about September 1. He succeeds H. M. Ashby, who is going to Albany.

"Mr. Fallis has been with us for nearly twenty-five years and is one of our many



W. S. FALLIS

who has been appointed managing director of the Sherwin-Williams Company of Canada.

successful managers," said Mr. Cottingham. He has had excellent experience in all departments of the business, including manufacturing, selling, advertising, accounting. We are sorry to lose Mr. Ashby, but I feel confident that Mr. Fallis, who has been so long with us and so successful, will keep up the progress of our Canadian organization, which we are as keen as ever to develop."

Comes from Winnipeg

Mr. Fallis has been located at Winnipeg for a number of years as western manager of the Sherwin-Williams Co. He started with the company in 1899 as travelling salesman in Western Ontario and in 1900 was transferred to the Maritime Provinces and Newfoundland. In 1902 he was appointed special representative to the West India Islands, and opened trade in Barbadoes, British Guiana, Bermuda, and Trinidad. In 1903 the company decided to test the European market, and Mr. Fallis was selected as special representative, with headquarters in London, England. This was the

first attempt made by a Canadian or an American paint manufacturer to establish trade in the Old Countries, and Mr. Fallis opened trade throughout the British Isles, France, Belgium, Switzerland, Italy, Spain, Norway and Sweden, and other European countries, with such success that later the company provided manufacturing facilities for European trade in London, England. In 1905 he returned to Canada, and in 1907 was appointed sales manager at Winnipeg. In 1912, on the formation of the Sherwin-Williams Company of Canada, Limited, he was appointed manager of the Western district, the territory being from Fort William to the Coast, with headquarters at Winnipeg.

Other Activities

He is a past chairman of the Western section of the Canadian Manufacturers' Association, and of the council of the Winnipeg Board of Trade. He was a member of the first finance committee of the Winnipeg Patriotic Fund, organized in the early months of the war. He has been actively identified with the Winnipeg Industrial Bureau since its inception, and other progressive organizations.

In February, 1918, Mr. Fallis was appointed by the Manitoba Government as chairman of a Royal Commission, known as the "Fallis Commission," to investigate the operations of the Workmen's Compensation Act, delivering a judgment in this connection that was considered most fair and equitable.

Humphrey Glass Factory Is Destroyed By Fire

The plant of the Humphrey Glass Co. at Moncton, N.B., was almost completely destroyed by fire on July 27. The loss is \$15,000 on which there is an insurance of \$9,000. The firm only moved to Moncton a year ago from Trenton, N.S., and was employing fifty hands and doing a steadily expanding trade.

The furnace, used in the melting of the glass and sand were not destroyed owing to their construction, and the large stock of moulds which represent a very large item in the value of the factory were also not destroyed. It is likely that the factory will be rebuilt immediately.

BICYCLE NEWS

TORONTO.—Two Toronto members of the United Cycle Trade Directorate attended the annual convention of bicycle manufacturers and representatives of allied trades at Atlantic City during the first week of August. These were G. M. MacWilliam, general sales manager of Hyslop Bros., Limited, and J. W. Gibson, general manager of the Canada Cycle & Motor Company, Limited.

THE CLERKS DEPARTMENT

A MORMON WHO MAKES SOME OF THE BEST GUNS IN THE WORLD

An Interesting Sketch of John M. Browning, Unknown Inventor of Many New Firearms

THE interesting fact is brought out by Fred C. Kelly in the *American Magazine* that a man named John M. Browning is the greatest inventor of guns in the world. Very few people have ever associated the name of Browning with anything but cryptic poetry and it is, therefore, surprising to learn that practically all improvements in the making of firearms have been his work—but let Mr. Kelly tell the story.

The truth is that Browning is the father of rapid-fire and automatic firearms. Furthermore, it is the opinion of the leading gun experts, the world over, that he is the greatest wizard of firearms that ever lived. If you ever owned a repeating rifle, for instance, the chances are—no matter what make it was—that John M. Browning invented it.

It was Browning who conceived and designed the first repeating rifle and the first repeating shotguns; and there has scarcely been a basic invention in small firearms in the past forty years that was not his. The Colt, Remington, and Winchester plants all have adopted and made vast use of his inventions.

We never heard of Browning until just recently, and yet the Colt pistol, which has been the standard United States Army pistol for years, is one of a long list of Browning guns.

A Browning pistol, manufactured by the Fabrique Nationale in Belgium, was made the standard army equipment—even before the war—by Belgium, Russia, Spain and Serbia. This factory was one of the first institutions seized by the Huns when they invaded Belgium.

When a half-crazy Serb fired the fatal shot which killed the Austrian archduke, on a July evening in 1914, the automatic pistol he used was a Browning. Thus did this obscurity-loving American make his contribution to the starting of the greatest war in all history. And now his guns in the hands of United States troops may wield the balance of power which will end this most stupendous of wars and make the world safe again for decency.

Admiral Peary's Rifle

The rifle which Admiral Peary carried to the North Pole was invented by Browning. At the time of the Boxer uprising in China, when the United States marines earned undying fame by the manner in which they defended the foreign legations, it was Browning machine guns they used.

One of the commonest types of repeating rifle in use for sporting purposes a

few years ago was one in which a magazine containing the cartridges was placed just below the barrel of the gun, and was operated by pulling backward and forward, like a trombone. That was one of Browning's earlier conceptions.

He invented firearms, one after another—repeating rifles, repeating shotguns, automatic pistols, and machine guns—for forty years; but always they bore the name of the company for which he designed them. Comparatively few persons ever learned that Browning had anything to do with these improvements. Not many of us even knew that there was any such man as John M. Browning.

And the joke of it all was that Browning himself did not care a continental whether any of us ever heard about him or not. The fact that he got no credit, except among his immediate associates, for his spawn of ideas seems to have been the least of his worries. He was the direct antithesis of the type of man who is so afraid of not getting full credit for his achievements that he spends his time thinking about this rather than about his work, with the consequence that he neglects to develop himself and ends without either skill or credit. Browning's only worry, if he worried at all, was about being able to deliver the goods.

He was born in Ogden, Utah, of Mormon parents. His father, Jonathan Browning, used to have a little gun shop at Council Bluffs, Iowa,—from about 1847 to 1852—making firearms for the pioneers who were crossing the plains, and to whom firearms were vitally necessary.

Later, the elder Browning, joining the great Mormon migration which followed Brigham Young, packed his few belongings, including a small foot lathe, into an ox-cart and drove to Utah. At Ogden he opened a shop and resumed his trade as gunsmith.

It was in this little shop that J. M. Browning grew up. Before he was fourteen he had whittled a regular-size gun, with all the usual working parts, out of wood. On the little lathe which his father had hauled from Council Bluffs he made a single-shot rifle of a design that was later manufactured by the Winchester Arms Company. There was much big game in Utah in those days and Browning early developed his love for hunting. He would go out into the wilds for weeks at a stretch; and having no companionship except his gun, he naturally gave it much thought. Disgusted over the good shots he missed because of having to stop and reload, he began wishing for a gun that could be shot several times in quick succession. But the only

way to obtain it, he found, was to invent one himself. So he did just that.

With a hammer and a chisel, he shaped the small parts for the first repeating rifle the world had known. It was fitted with a pump-handle contrivance which slipped one cartridge after another into place—practically the same mechanism later adopted by the Winchester Company, the one which became the old Model 78 Winchester rifle.

Browning was then only twenty-four. To supply the local demand for his invention, he and his brother turned out these guns as rapidly as they could in a little shop at Ogden. Then he put his invention up to the Winchester people and they asked him to come East. He did so and for the next few years turned most of his inventions over to that company. But he has done a vast amount of work, also, for the Remington and Colt organizations, and is connected with the Colt Company at the present time.

Two Types of Guns

The Browning guns to be used by the United States Army are of two different types. One is a light-weight rapid-fire gun, weighing only fifteen pounds, that can be shot from the shoulder like an ordinary rifle. One magazine can be detached and another substituted by merely pressing a button; and each magazine carries twenty rounds.

The other gun is heavier, weighing thirty-four and one-half pounds, including the water for its cooling system. It is belt-fed and capable of firing six hundred shots a minute. For use in aeroplanes, where the high speed helps to cool the gun, the water jacket may be discarded, and then the gun weighs only twenty-two pounds. One of the things claimed for the gun is its simplicity. Anybody can take it apart. And a set of skilled workmen can turn out about three of this gun to one of any similar type or other makes.

According to this wonderful builder of firearms, it is not wise to have a gun too heavily burdened with safety devices, as they simply provide more places to catch dirt and to invite trouble. After all, he points out, the great primary object of a gun is to shoot. He is opposed, also, to what he terms over-refinement—the necessity of having every part fitted with such absolute precision that, when the gun is overheated or clogged with dirt, there is not sufficient margin of tolerance to permit the weapon to operate. Moreover, this needless precision adds greatly to the cost of manufacturing the guns.

As Browning says, for purposes of illustration, "If you go to a shop and ask for a little piece of steel, say a half-inch square and two inches long, you can get it in a few minutes and the cost would be perhaps only a few cents. But ask for that same piece of steel with each dimension machined to the ten-thousandth part of an inch, and it may take several days before you can get it. And the cost may be four or five dollars. Yet for ordinary purposes, the first piece, measured and cut with reasonable accuracy, will probably do just as well as the other. Only a comparatively few of the working parts of a gun have to be

itted with downright gnat's-eye precision.

Machine Guns Tested

A test of machine guns was made a little while ago in this way: Several guns were placed in big, tightly-closed boxes. The barrel of each was corked, so that any dirt which got in would have to find its way through the working parts. Then a large quantity of dry sand was blown in upon all the guns with a big bellows. After that they were hurriedly cleaned by wiping off all the sand that could be reached from the outside—just such a hasty cleaning as would be possible in the field after a big dust storm. The final part of the test then consisted in having each gun fire a belt of one hundred cartridges. All the guns in the test except Browning's clogged up after from ten to fifty shots. Browning's, however, went through with a perfect score, although the grit slowed its operation down to about only half its normal speed.

Browning had planned the gun for just such practicability—to have enough margin of tolerance, as he calls it, to allow the sand to roll around in the working parts without stopping the action. Where there was too much hair-splitting accuracy, no room was left for any foreign particles, and the sand simply caused all parts to tighten up until further movement was impossible.

Although his guns have been manufactured mostly in Connecticut, and in Europe, Browning has continued to make his home in Ogden. Before the war he usually made one trip a year to Belgium, and three or four to Connecticut; and he has consented to spend most of his time at Hartford until the end of the war. But Ogden is where he lives. It is there that he has his experimental gun shop and laboratory. The mechanical work in this shop, by the way, is in charge of another half brother, who is an expert in his own line, just as M. S. Browning is an expert in financial matters.

"J. M.'s" real inventive work is done, however, not in the shop at Ogden, but out in the silent places, far from the haunts of man. All alone, except for his dog and gun, he sets out into the Utah mountains and remains for weeks at a time, working out the problems of the invention he is studying.

Before thus going into retirement he does much research work and reads everything he can find that bears on his problem. Having done to the bottom of the proposition, he may ignore all the work that others have done, or he may begin where they have left off.

So great is Browning's power of concentration that he can plan out an intricate piece of mechanism even to the minutest parts, and do it all mentally. He invented the two guns our army is to use against Germany without even putting his pencil to paper. They were as complete to his mental vision as they are to the soldiers who handle them today.

When Browning's mind is concentrated on a mechanical problem his friends say that his face takes on a dreamy, almost blank expression. Then he begins to whistle softly to himself, and to scratch his head. Finally he tugs gently at a wisp of his back hair. And if he pulls out a hair, you may know, so one is assured by his intimates, that the problem is solved.

Several years ago the mechanical expert of one of the big firearms manufacturing concerns asked Browning if he couldn't devise a way to have cartridges fed into a machine gun from a belt. At that time the song "Put me off at Buffalo" was popular. Browning whistled he was whistling, then stopped right in the middle of a bar and said: "I believe I've got it."

He directed a draftsman just what to draw, and from these drawings a model

was made. The model worked perfectly the first time, and thus was born the belt-fed machine-gun.

Likewise, the Browning machine-gun of 1918 operated perfectly the first time it was tried. Browning can work out a mechanism so definitely in his mind that he would almost be willing to stake his life on its functioning properly when set up for trial.

"Do you think it's going to be up to expectations?" Browning was asked just before the initial test of his newest automatic rifle.

"I know it is," was his quiet reply.

And he was right.

It was this same ability to work out a mechanical problem in their minds, or on paper, that enabled the Wrights to fly. They had no money to buy enough material or machinery for their experiments, and had to be fairly sure that a certain type of engine, or a certain shape of propeller, was what they wanted before they went to the expense of having it made.

Canadian Car Co. Is . . Awarded \$1,500,000

Judge Julius Mayer of New York has awarded the Canadian Car and Foundry Company, Limited, and the Recording & Computing Machines Company a verdict of \$1,500,000 with interest against the American Can Company on contracts for munitions for the Imperial Russian Government.

The defendant company, Judge Mayer said in his opinion, admitted owing the money to someone, but maintained it could not safely pay the plaintiffs because it may be subject to a later judgment secured by "some Russian Government."

Testing Space May Be Provided In Parks

A deputation from the Montreal Automobile Association, consisting of President M. J. Stack and Secretary T. C. Kirby, waited upon J. Tremblay, the director of public safety, recently with reference to the new traffic by-laws being prepared by the director of public safety.

The principal request from the Association was for the city to provide an official space whereby owners and drivers may test their machines out after repair, etc. The idea is to prevent owners from using public streets for this purpose. Lafontaine Park was suggested and certain hours for testing were discussed.

Other suggestions were: Fast and slow traffic, parking of cars in officially appointed places, etc., etc.

Director Tremblay promised the deputation sincere consideration of the suggestion and thanked the Association for its co-operation with him in his efforts to improve local traffic conditions. He promised to attend the first public meeting of the Association on September 9 and to make an address on the control of traffic.

Information Bureau

The Tourists' Information Bureau of the Montreal Automobile Association in

the Windsor Hotel is being extensively patronized by Montrealeers and visitors seeking touring information.

The latest data respecting roads, routes, hotels and garages are supplied free, and detailed tours are mapped out according to the time and means at the disposal of the motorist.

Mayor Martin was one of those to take advantage of the Bureau and called personally to have Secretary Kirby map out the tour he is now taking.

Definite Lens Laws Are Needed In Quebec

The decidedly indefinite status of the law in Quebec in regard to the use of lenses on automobiles is most unsatisfactory from the standpoint of jobbers and manufacturers. As matters stand now it is very difficult for them to know just where they stand.

This situation has largely been caused by the failure of the provincial and rural districts to arrive at a satisfactory basis as to what statutes are required. Many widely varying views have been expressed. As far as the city of Montreal the authorities have been unable to arrive at the point where this matter is clearly defined and where its regulations will fit in with those of outside districts.

E. M. Weir of the Inter Ocean Auto Co., Ltd., Montreal, stated to **HARDWARE AND METAL** that there is now some hope for the adoption of a law which will be applicable in all parts of the province. This is brought nearer with the appointment or reorganization of the Department of Public Safety. There seems to be a better "get-together" spirit, Mr. Weir pointed out, and although matters are progressing slowly still definite results are being obtained. It seems likely now that the rural districts and the local and provincial representatives will shortly have a conference and endeavor to draft uniform legislation which will cover all the points at issue. As soon as this is done and a workable law secured dealers will have something to guide them as to the requirements of the stock they are to carry. In handling these lines of goods considerable sums of money are tied up and uniformity of law is not only desirable but an absolute need.

Montreal Is Planning

T. C. Kirby, secretary of the Montreal Automobile Association and manager of this season's big Montreal Automobile Show, expects that another splendid exhibition will be held in January, 1919. If the features that are contemplated are arranged for the show it will arouse even greater interest than this year's display. Among the things planned is a big exhibit of farm tractors.

The latest number of "Drill Chips," a monthly booklet issued by the Cleveland Twist Drill Co., combines a strong talk on the necessity of fighting Hun propaganda at home with an effective presentation of the company's goods.

HARDWARE LETTER BOX

Paper Shipping Cartons

Will you please give us the names of firms manufacturing paper shipping cartons suitable for the hardware trade? —, Saskatoon, Sask.

Winnipeg Paper Box Co., Winnipeg; Hitchings Paper Box Co., Winnipeg; Rudd Paper Box Co., Toronto; Martin Corrugated Paper & Box Co., Toronto; Hinde and Dauch Paper Co. of Canada, Toronto.—Ed.

Razor Blade Stoppers

Kindly let us know if there is a firm in New York City called the Central Sales Co.? They handle a device for stopping safety razor blades. We would like to obtain the address of any firm who handle such a device.—Orton Hardware Co., Ltd., Barrie, Ont.

Address of Central Sales Co. is 751 Sixth Ave., New York, N.Y. Other firms handling a device for stopping safety razor blades are Twinplex Sales Co., 313 N. 10th St., St. Louis, Mo.; Kampfe Bros., Brooklyn, N.Y. The majority of Canadian hardware jobbers handle a line of safety razor blade stoppers.—Ed.

Jewellers' Jig Saws

One of our customers inquires for a considerable quantity of jewellers' jig saws. Can you give us information as to where we can locate same? —, Sherbrooke, Que.

E. & A. Gunthier Co., Toronto; Henry Diston & Sons Ltd., Toronto; P. W. Ellis & Co., Toronto and Montreal.—Ed.

Beldam & Pilot Packings

Could you supply us with the name of the Canadian agent for Beldam and Pilot packings?—Charette & Charette, Caipha, Ont.

Gillespie, Kirby & Co., 50 Lake Street, Toronto.—Ed.

Mantels and Extra Grates

Where can I buy mantels for fireplaces, also grates and extras for same? W. O. Hooper, La Fleche, Sask.

Winnipeg Paint and Glass Co., Winnipeg; G. W. Murray Co., Winnipeg; Vokes Hardware Co., Toronto; Cushing Bros. Co., Ltd., Calgary, Alta.—Ed.

Manufacturers Working Gloves

Please send address of makers of working gloves. —, Vancouver, B.C.

R. G. Long & Co., Toronto; Hamilton Carhartt Cotton Mills Ltd., Vancouver; A. R. Clarke Co., Toronto; Hudson Bay Knitting Co., Montreal; Craig-Cowan Co., Toronto.—Ed.

Minnow Pails

Could you give me the address of a firm handling minnow pails that we can pump air to keep minnows in good shape?—Z. Miron, 13 Kent St., Hull, Q.

Harold A. Wilson Co., Toronto; A. E. Bregent, Montreal.—Ed.

One Minute Washing Machine

John Douglas, Wroxeter, Ont.—Kindly let me know who makes the One Minute Washing Machine.

One Minute Washing Machine Co., 74 Logan Ave., Toronto.—Ed.

Wood Measures and Funnels

Martin, Finlayson & Mather, Ltd., Vancouver, B.C.—Please give us the address of manufacturer of wooden measures and funnels.

This line is made by A. Root, Greenbush, Ont.—Editor.

Androck Products

The Dresden Hardware Co., Dresden, Ont. Will you please give the address of the firm making Androck goods. We believe the name of firm is Andrew Wire Goods Mfg. Co. but we do not know name of town.

Androck products are manufactured by the Andrews Wire Works Ltd., Watford, Ont.—Ed.

Boston Lamp Burner

James Simmonds, Halifax, N.S.—Will you kindly advise the name of the maker of Boston lamp burners?

Can any of our subscribers give this information?—Ed.

Sandpapering Machines

J. B. Crawford, Dutton, Ont.—Kindly give names of manufacturers of sandpapering machines. Also the makers of the Walker Pilot steel range.

Sandpapering Machine: John Ballantine & Co., Preston, Ont.; B. J. Coghlin Co., Ltd., Montreal, Que.; Cowan & Co. Ltd., Galt, Ont.; Hespeler Machinery Co., Hespeler, Ont.; Jackson, Cochrane & Co., Berlin, Ont.; MacGregor, Gourlay Co., Ltd., Galt, Ont.

Walker Pilot steel range: Walker Steel Range Co., Hespeler, Ont.—Ed.

HOW I SOLD THIRTY-FIVE BARRELS

(Continued from page 39.)

new line has been added considerable attention will be paid to showing as frequently as possible the lines which a buyer may secure. This is expected to prove a great help in making sales larger and more frequent.

Friendly With Garage Men

Mr. Leduc has made a friend of one of the nearby garage men. He is a good mechanic and being friendly with him is proving most advantageous to both parties. For instance, the store can recommend him as a reliable mechanic when repairs are needed. On the other hand the mechanic is often able to turn in business to the store that might go elsewhere. As a case in point "Recently a car owner was having some repairs made and the carburetor was found in bad shape. It was suggested by the man making the repairs that the purchase of a new one would soon save its cost. The owner of the car became interested and a certain make of carburetor known to be good was suggested.

"Where can I get one of these?" was asked. "The Leduc hardware has them and I think will be able to fix you up

alright," said the mechanic, and directed the prospect to the store.

Free Air and Prompt Service

Mr. Leduc understands the advantage of service and to the car owner free air is furnished and has been considered a wise feature in connection with the store's policy. It is always available and brings many customers for other things. They might go elsewhere but for this convenience.

The long-distance gasoline pumping outfit has been in use and is giving good results. Sales are increasing and on many days a large amount is sold before the day is half through.

OCTOPUS ORDERED TO STOP FALSIFYING

(Continued from page 37.)

unless they can purchase them at prices that will permit them to meet your cut prices and still make a profit.

So your cut price injures your competitor, wrongs your jobber and gouges your manufacturer, and it doesn't stop at that.

It is a rank injustice to your clerks. It gets them into the habit of selling goods for price rather than for utility. They talk price, price, price when they should be explaining the merits of the article. They come to lean on price, and the crutch kills their initiative, weakens their character, undermines their self-confidence and puts them into a rut that is apt to extend from your store to their graves.

So we can add to your competitor, your jobber and your manufacturer the boys on your pay roll and your own misguided self.

Sears, Roebuck & Co. had to be stopped. The strong arm of Uncle Sam has put a halt to their bad habit.

If you are even an occasional offender, take warning. Hardware sales made at a loss are worse than no sales at all. You don't want to be listed with Sears, Roebuck & Co.

Rosin An Essential In Munitions Work

When there was talk of declaring naval stores non-essential it was generally agreed that it would be more difficult to get along without rosin in war-times than without turpentine; and this idea seems to be borne out by the fact that since prices of both advanced, rosin has shown much more firmness than turpentine. There has been such a decrease in production that there seems to be no danger of an oversupply during the rest of the war in spite of the loss of the export business. The domestic consumption has undoubtedly been somewhat increased in the last year and more rosin is being used in varnish and in some other lines than ever before in this country. Rosin enters into the manufacture of shells and certain other munition lines, but it is difficult to figure just what the actual consumption for direct war purpose is.

NEW HARDWARE GOODS

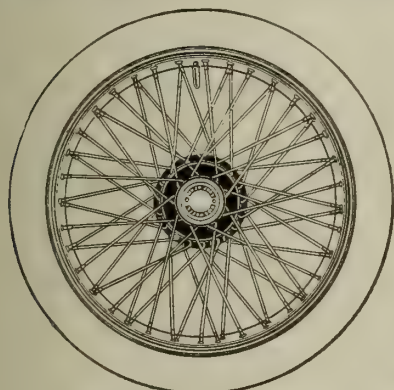
OFFERED TO CANADIAN HARDWAREMEN

WIRE WHEELS IN CANADA

Dunlop Tire & Rubber Goods Co., Limited, Toronto, now have control of the distribution for Canada of the "Houk" and "House" Wire Wheels and Parts. The designs of these wheels are fully covered by Canadian patents, owned and controlled by the Wire Wheel Corporation of America.

From tests that have been made many times, both in Europe and America, it has been demonstrated, beyond doubt, the makers state, that there is practically twenty per cent. greater life in any make of pneumatic tire used in conjunction with wire wheels than there is with the ordinary solid type of artillery automobile wheel.

The Dunlop Tire & Rubber Goods Co., Limited, state that in the matter of the importation of "Houk" and "House" wire wheels into Canada, it should be noted that by the arrangement just completed any U. S. A. manufacturer or licensee is prohibited from shipping into Canada spare wheels or sets of wheels or parts that are not part and parcel of the automobile being imported; in



"Houk" Wire Wheel

other words, any Canadian dealer acting as agent for a U. S. A. car has the privilege of importing the car complete into Canada with "Houk" and "House" wire wheels, comprising five wheels.

However, should any spare wheels be required in Canada, or any complete set of wheels or parts be sought for a car—originally fitted with either wooden or wire wheels—that has once entered Canada, then such new wire wheels, and all parts thereof, have to be purchased in Canada.

It is also stated that the "House" wire wheel, suitable for Ford cars and Chevrolet (style 490 only) and the "Houk" wire wheel for all other makes are the only triple, cross-spoked auto wire wheels on the market. A set ordinarily comprises five complete wheels, with

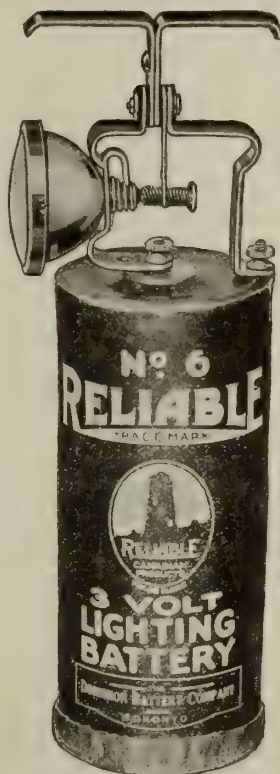
four inner hubs, four hub caps, dust cover for spare wheel, one hub cap wrench, one nipple wrench. (Carrier is extra). "Houk" colors: standard, black. (Any other color extra). "House" colors: red, white or black at no extra charge. (Any other color extra).

The Dunlop Co. also control the distribution of "Houk" and "House" wire wheels in Newfoundland.

List prices are as follows: 5 "House" wire wheels, suitable for Ford cars, size 30 x 3½, \$90.00, list price; 5 "House" wire wheels suitable for Chevrolet (Style 490 only), size 30 x 3½, \$112.50, list price; prices for "Houk" wire wheels for other cars on application.

RELIABLE BATTERIES

"Reliable" three-volt lighting batteries made by the Dominion Battery Co., Ltd., 736 Dundas St. East, Toronto, are made



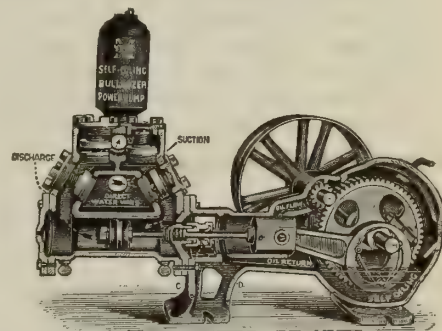
Reliable 3-Volt Battery

for the sole purpose of lighting and it is claimed when used with "Reliable" 2.8 volt clear lamp will give excellent service. "Reliable" Handy Lantern Attachment may be attached to any battery by taking the knurled nuts off and setting the attachment over the two posts and then screwing the knurled nuts back on again. "Reliable" batteries are all manufactured to definite standards

which produces a battery of the proper voltage and amperage for best results in general ignition work.

Self-Oiling Power Pump

The Myers Self-Oiling Bulldozer Power Pump is a single cylinder, double-acting power pump for general service on farms, apartment houses, factories, rail-



Self Oiling Pump

way tanks, or wherever from 500 to 3,000 gallons of water per hour are required against 100 pounds pressure or 225 feet elevation.

The power end consists of a one-piece casting which forms the base of the pump and oil reservoir, and in connection with a lid encloses all working parts. The pinion and gear are mounted between double bearings—these bearings are renewable. The bearing shafts are of high grade machinery steel. Both gear and pinion are machine cut from the solid; the gear is cast iron and the pinion steel. An eccentric cast integral with the main gear operates the cross-head through a connecting rod which is adjustable for wear at the eccentric end, and is fitted with a renewable bronze bushing at the crosshead end. The cross-head is of large diameter and runs in a bored guide. From an oil reservoir in the base oil is carried by the main gear to the highest parts of the pump and by a system of channels distributed to all moving parts and returned again to the reservoir.

The cylinder, which is brass-lined, is a one-piece casting, attached to the power end by heavy bolts.

As compared with older designs this pump has larger valves, more liberal waterways and a positive oiling system enabling it to be operated against a heavy pressure or at high speed, securing, it is claimed, large volume and high efficiency.

The pump is manufactured by the firm of F. E. Myers & Bro. of Ashland, Ohio.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

LINSEED oil features the markets this week in a decline in some quarters of 10c per gallon. A decided drop in the seed market of 35c over figures prevailing last week has brought this about, though the feeling generally is that little lower prices can be looked for. The situation in regard to supplies shows no material improvement, and only curtailed demand enables crushers to take care of orders.

A 50c advance in galvanized sheets has been made in some quarters. The question of supplies becomes increasingly difficult, and jobbers face a period when dwindling stocks are about the best they have to look forward to. Practically all sheets now being sold are going to manufacturers engaged in war work. Jobbers have served a very useful purpose, it is intimated, in looking after this demand, when otherwise a cessation of operations might have resulted from inability to get delivery from the mills.

Further advances in manufactured steel and iron products are apparent in quotations named on screw hook and strap hinges, spring butts, floor hinges and shelf brackets. The scarcity of tin plate has influenced prices of bread mixers to higher levels, and new prices on sap spouts for next season are up about 20 per cent.

Jobbers are in some cases qualifying orders accepted for future delivery. These are to be subject to Government regulations and restrictions, advances or changes in the tariff or freight rates, and any other conditions arising out of abnormal manufacturing and labor markets which may occur between date of order and date of shipment.

Manufacturers of roofing generally are holding orders to a 30-day basis, and stove prices do not extend beyond August 31. The uncertainty of the future is bringing about these changes in terms of sale, and it is thought little booking business will be handled for next spring as compared with past years.

MONTREAL MARKETS

MONTREAL, August 8. — Hardware jobbers report a very fair business from country points, although trade in the city is quiet—seasonably so. A great many revisions have been made and manufacturers are continually acquainting the trade of changes or contemplated changes. Among the week's revisions are advances for expansive bits, screw and strap hinges, fancy brass hardware, gauge glasses, shears, thermos bottles, percolators, wagon hardware, pipe taps, sad irons, barn door rollers, stocks and dies, etc. Lawn mowers have recorded advances and sash weights are somewhat firmer. Some of the jobbers are receiving delivery of goods for fall requirements and are already making some shipments to their customers. Altogether there is a very firm undertone to

all steel and iron products and revisions may be looked for in many lines.

New Net Prices Out For Lawn Mowers

Montreal.

LAWN MOWERS.—New prices are announced for lawn mowers. These are as follows: Daisy, 12-in., \$5.35; 14-in., \$5.85; 16-in., \$6.30. Star, 12-in., \$6.50; 14-in., \$7.00 and 16-in., \$7.25. Woodyatt, 12-in., \$7.20; 14-in., \$7.65; 16-in., \$8.15; 18-in., \$8.60, and 20-in., \$9.05. Empress, 12-in., \$9.50; 14-in., \$9.90; 16-in., \$10.40; 18-in., \$10.85, and 20-in., \$11.15.

Sash Weights Higher, Stocks and Dies; Taps

Montreal.

SASH WEIGHTS, STOCKS, DIES,

TAPS.—Advances are made in the price of sash weights. The sectional, half pound size are now \$6.00 per cwt., and the solid \$4.25. Butterfield taps and dies are revised in price and the list and discount are both changed. The advance is not yet available. Pipe taps are sold on a new list and the prices, subject to a discount, which also is a new one, are as follows: 1/8-in., \$1; 1/4-in., \$1.20; 3/8-in., \$1.60; 1/2-in., \$2; 3/4-in., \$2.80; 1 in., \$4.40; 1 1/4-in., \$5; 1 1/2-in., \$6.60, and 2-in., \$10.

Percolators, Sad Irons, Fancy Brass Goods Higher

Montreal.

PERCOLATORS, SAD IRONS, HINGES.—Advances are recorded in the price of Dover sad irons. The increase is equal to 10 per cent. on the line. Aluminum percolators, too, are up in price, and the average advance on these will total 10 per cent. Brass hardware, including hasps, hinges and fancy brass hardware is quoted at higher prices, the advances varying somewhat.

Small Tools Advance; Shears, Thermos Bottles

Montreal.

TOOLS, SHEARS, THERMOS BOTTLES.—Advances this week have been made in the price of Yankee tools. The new prices are being mailed to the trade but are not yet available. They will run from 5 to 7 1/2 per cent. Weiss shears also are advanced and this line of scissors and razors are increased in price approximately 10 per cent. Thermos bottle prices have been changed, in fact the entire line of bottles, jars, carafes, thermocups and lunch boxes as well as kits have undergone revision. The No. 10 bottle is now \$1.55; No. 11 \$1.75; No. 14 1/2 \$2.10; No. 15 \$3.10; No. 12 \$4.10 each.

Expansive Bits Higher; Screw Hinges, Too

Montreal.

BITS, HINGES, GAUGE GLASSES.—Advances are this week made effective for Clark's expansive bits. The No. 1 are selling at \$16.50 per dozen and the No. 2 at \$24. Screw and strap hinges also are revised upward. The prices are at follows: 6-in. \$4.30; 8-in. \$4.80; 10-in. \$6.40; 12-in. \$7; 14-in. \$7.60; 16-in. \$9.50; 18-in. \$11; 20-in. \$12; 24-in. \$16; 26-in. \$17; 28-in. \$17.85; 30-in. \$18.50, and 36-in. \$24.50 per dozen pairs. The discount from these prices is 25 per cent. Gauge glass discounts have been revised from 75 per cent. to 50 and 5 per cent.

Wagon Hardware, Screw Hooks Up; Rollers Change

Montreal.

WAGON HARDWARE, CUP HOOKS, B. D. ROLLERS.—Advances are announced for wagon hardware of McKinnon make. This applies to the various malleables such as whiffletree hooks, centres, end irons, etc, approximately 10 per cent. being added. Brass cup and square shouldered hooks are also advanced, the increase totaling in some cases 10 per cent. Revisions are also being arranged on barn door rollers which will mean an advance.

Revised Rates May Raise Price Gasoline and Oil

Montreal.

GASOLINE AND COAL OIL.—The usual interest attendant upon gasoline at this season of the year is evident, but beyond a steady and large sale there is nothing to report. The same is true of coal oil. Neither of these items have been changed in price but the new freight tariffs will probably have some bearing on prices quoted. Motor gasoline is selling still at 34c per gallon. Royalite coal oil is unchanged at 19c per gallon, while Electroline and Palacine are quoted at 22c.

Fair Amount Nail Trade, Prices Hold Steady

Montreal.

NAILS AND WIRE.—There is just the usual amount of business passing for wire nails. These are bought mostly in limited quantities and the trade conditions from outside are better than from the local retailers. It is still possible to get a good range of sizes, and while no price changes have been made the market is firm and steady. Standard wire nails are selling on the base price of \$5.35 per keg; cut nails at \$5.60, and standard steel wire \$6.25 per 100 pounds.

Stocks Iron and Steel Will Not be Excessive

Montreal.

IRON AND STEEL.—The warnings that have been reiterated from various sources from time to time seem to be more in order now than they have been. There seems to be evidence that this fall will see a greater scarcity of some steel and iron supplies than has been the case for some time. The position is not one to cause anxiety, but as the weeks pass there is a stronger likelihood of delays in delivery becoming accentuated. There is a firm market condition, but no change of price has been made.

Common bar iron, per 100 lbs.	\$ 4 55
Refined iron, per 100 lbs.	4 30
Horseshoe iron, per 100 lbs.	4 30
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Tendency Points to Higher Sheet Prices; Less Stock

Montreal.

SHEETS AND PLATES.—It is evident that jobbers will have smaller stocks before they have larger ones. This means that there will very probably be a higher range of quotations, and the tendency will be to higher levels for both galvanized and black sheets. In the meantime the undertone is a firm one and the amount of trade passing, while light, might be stated as seasonable.

BLACK SHEETS—		100 lbs.
10 gauge	\$.....	\$9 75
12 gauge	.....	9 75
14 gauge	.....	8 25
16 gauge	.....	8 35
18-20 gauge	.....	8 60
22-24 gauge	.....	8 75
26 gauge	.....	9 70
28 gauge	.....	9 90

GALVANIZED SHEETS—		100 lbs.
10% oz.	.....	\$10 00
25 ga.	.....	9 65
26 ga.	.....	9 35
22 and 24 ga.	.....	9 05
20 ga.	.....	8 85
18 ga.	.....	8 55
16 ga.	.....	8 70

JOBBERS QUALIFY ORDERS

The outlook for spring goods being so uncertain in many lines and in view of uncertain elements which may develop, the jobbers are in many instances advising their travellers to inform the trade that following terms must apply on their orders: "In quoting prices for future delivery, all quotations and orders accepted are subject to Government regulations and restrictions, advances or changes in the tariff or freight rates, and any other conditions arising out of abnormal manufacturing and labor markets which may occur between date of order and date of shipment."

Stove Outlook Fair, Range Boilers Moving

Montreal.

STOVES, RANGE BOILERS, WARES.—While there is still a considerable uncertainty with regard to this fall's stove problems, some of the manufacturers report that supplies of essential raw material are coming forward from time to time, and that if these are permitted to come through they will have ample to meet their needs. Foundries are making the best possible headway to overtake the requirements for filling fall orders. Range boilers are also being made up freely, and these are in good demand at firm, but unchanged prices. Some business is being done on enameled and tinware, but the volume is not more than seasonably could be expected.

Sales of Rope Are Maintained on Fair Basis

Montreal.

ROPE AND CORDAGE.—The volume of business is still rather confined, although there is quite a little activity from sources such as munition plants and ship yards. Markets are steady and firm, with the probability that the pre-

sent basis will hold for some little time. Sisal is selling still at 27½c per pound; British manila at 33c and pure manila at 39c. As for some time past all soft fibres are firm and advances in these are almost more numerous than can be recorded.

Improvement in Demand For Old Rubbers

Montreal.

OLD MATERIAL.—Improved demand is reported for old rubbers. This seems to have been brought about through the interest in the United States where there has been a healthier demand. As a consequence the market is firmer but no advances have been made here as yet. The various lines of scrap copper, brass and zinc are more active but no price revisions have been made.

Tea lead	.....	0 06½
Heavy lead pipe	.....	0 07½
Yellow brass	0 15½	0 14
Red brass	0 23½	0 24
Light brass	.....	0 08
Scrap zinc	0 06	0 06½
Heavy copper	0 24½	0 24¾
Wrought iron, No. 1, per gr. ton	.....	27 00
No. 1 machinery cast	38 00	40 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	26 00	28 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	0 08½	0 08½
Over shoes, lumbermen's rubbers	.....	.....
boots	0 07	.....
Bicycle tires	0 04½	0 05
Automobile tires	0 05	0 05½

Made up Lead Products Are Firm; May Advance

Montreal.

LEAD PRODUCTS.—Prices have held very firmly on all lines of manufactured lead bends and fittings, lead wool, sheets and waste pipe. There have been no changes but this is not an improbable thing, for lead is not only high in price—it is also hard to obtain. Solder is firm, and while the prices on various grades is still high little reduction seems possible under the ruling market for both lead and pig tin. Sales are about normal for the midsummer season.

Lead pipe, lb.	.....	0 15
Lead waste pipe, lb.	.....	0 16
Lead traps and bends	Net list	.....
Lead wool lb.	.....	0 14
Lead sheets, 2½ lb. sq. ft., lb.	.....	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	.....	0 13¾
Lead sheets, 4 to 8 lbs. sq. ft., lb.	.....	0 13
Cut sheets, ¼ lb. extra, and cut sheets to size, 1 lb. extra.	.....	.....
Solder (guaranteed)	0 57¾	0 65
Solder, strictly, lb.	0 53¼	0 60
Solder, commercial, lb.	0 49	0 55
Solder, wiping, lb.	0 52½	0 55
Solder, wire (8 gauge)—	.....	.....
40-60	.....	0 61
45-55	.....	0 66½
Zinc sheets, casks	.....	.....
Do., broken lots	.....	.....

Radius Rods and Hand Pumps Record Advances

Montreal.

RADIUS RODS, AUTO PUMPS.—Advances have been made in various styles and makes of hand auto pumps. This affects several lines and is from 10 to 15 per cent. advance over old costs. Auxiliary radius rods of McKinnon make are up also. These are now quoted at \$3.90 against the old price of \$2.75.

Copper Price Awaited; Tin and Pig Lead Scarce

Montreal.

INGOT METALS.—The strength of tin and lead as well as the unrelieved scarcity of both are two outstanding features of the week. The other is that of the interest which centres around the consideration of the copper price. In a general way there is not a great deal doing.

COPPER.—The United States War Board will again consider the price of copper. There is interest attached to this in view of the fact that some expect a higher price to be reached, while others expect it will hold on the present basis. Price here still holds at 31c per pound.

TIN.—Prices in London are close to £400 per ton. This is just about double what it was a little over two years ago.

The commodity is scarce around here and prices hold firmly at \$1.15 to \$1.25 per pound.

SPELTER.—It is possible that there may be a revision of price here. The undertone is firmer in the States, and this is reflected here also but quotations are made still at 10½c per pound.

LEAD.—Scarcer than ever seems this needed commodity. Not only is the market firm and high, but the difficulty of securing requirements is greater than ever. Many are holding here at 11c per pound.

ANTIMONY.—Just a limited amount of interest centres around this and there has been no quotable change. Price around 15-16c per pound.

ALUMINUM.—Quantities of aluminum are somewhat short. There is not a great demand and prices hold without change at 52c per pound.

is now being quoted at \$2.70 and 8-loaf at \$3.15 each.

Spring Butts Up; Floor Hinges Too

Toronto.

SPRING BUTTS, FLOOR HINGES.—Changes in steel products have extended to spring butts and floor hinges. Prices named on these two lines during the week reveal the fact that higher levels have been reached, quotations being made on the following basis: Chicago spring butts No. 2002—3-inch, \$1.00; 4-inch, \$1.25; 5-inch, \$1.60; No. 2001—3-inch, \$2.00; 4-inch, \$2.50; 5-inch, \$3.15 per pair; Chicago floor hinges No. 5001 x 1½-inch, \$2.70; 2-inch, \$3.35; No. 5111 x 1½-inch, \$3.35; 2-inch, \$4.00.

Clothes Line Wire, Stick Fast, Sap Spouts Changed

Toronto.

CLOTHES LINE WIRE, STICK FAST.—Substantial gains have been recorded in No. 17 clothes line wire, which in 100-ft. lengths is now quoted at \$7.80 and in 50-ft. lengths \$8.00 per 1,000 feet. No change on Nos. 18 or 19 has been made during the week.

Stick-fast has also been revised, prices being given as follows: Barrels, 11½c; bags, 12½c; kegs, 12½c; 50-lb., 15c; 25-lb., 16c per pound; small packages, \$20; large, \$36 gross.

Prices have been named on Eureka sap spouts for spring and these show a stiff advance approximating 20 per cent. over previous figures. The basis of quotations now adopted is \$15.00 per 1,000.

Further Advance Looked For in Carpenters' Tools

Toronto.

CARPENTERS' TOOLS.—Advices just to hand indicate that a further 2½ per cent. advance on all lines manufactured by the Stanley Rule and Level Co., additional to changes put into effect a couple of weeks ago, will soon become effective. Full details are not yet available but should be forthcoming for an early issue.

Higher Freight Rates Means High Priced Stoves

Toronto.

STOVES.—That the higher freight rates which will come into effect on August 12 will exercise a direct influence on the price of stoves is indicated by manufacturers generally. The claim is made that the present scale of prices provides such a narrow working margin that stove prices must go up at once. Orders are not being taken for delivery later than August 31 and the outlook for the future remains difficult.

Little or no change in the situation as regards enamelware is reported over and above details given in last week's issue. Prices hold firm and unchanged with prospects pointing to higher levels.

TORONTO MARKETS

TORONTO, Aug. 8.—Changes have not been so very numerous during the week, but those going through have all been in the one direction—upward. Screw hook and strap hinges, floor hinges, spring butts, bread mixers and shelf brackets are all lines to be revised. A 50c advance in galvanized sheets has also occurred while all reports point to a decline in volume of stocks. Business generally is reported remarkably good considering this is the season when the demand usually falls off materially. The uncertainty in regard to securing further supplies of many lines will, it is thought, have a tendency to curtail usual amount of booking business for spring.

Screw Hook and Strap Hinges are Changed

Toronto.

SCREW HOOK AND STRAP HINGES.—An advance in prices applying to screw hook and strap hinges has occurred during the week. The majority of the jobbers are adopting the dozen pairs basis of selling these now and lists ruling are given as follows: 6-inch, \$4.30; 8-inch, \$4.80; 10-inch, \$6.40; 12-inch, \$7.00; 15-inch, \$7.50; 18-inch, \$11.00; 21-inch, \$12.40; 24-inch, \$16; 27-inch, \$17.20; 30-inch, \$18.50; 33-inch, \$21.50; 36-inch, \$24.50 per dozen pairs. The discount now applying is .25 per cent. as against a previous discount of 33 1/3 per cent.

Horse Clipping and Sheep Shearing Machines Up

Toronto.

HORSE CLIPPING AND SHEEP SHEARING MACHINES.—The prices for spring on horseclipping and sheep-shearing machines show an advance in new lists now ruling. The present lists on various Stewart lines, subject in each case to a 25 per cent. discount, are as follows: Clipping machine No. 1, \$13.00; sheep shearing attachment, for do., \$12.00; sheep shearing machine No. 9,

\$19.00; extra cutters for No. 9, 27c; extra combs for No. 9, 80c; clipping machine plates No. 90, \$1.35; No. 99, \$2.00; No. 360, \$1.35; No. 361, \$2.00 each.

Shelf Brackets Go to Higher Levels

Toronto.

SHELF BRACKETS.—A higher scale of prices has been reached in shelf brackets, quotations on these ranging up to comparatively steep pitch. Added manufacturing costs are given as reasons for this advance, which brings prices to the following levels: for the No. 490C-3 x 4-inch, \$3.95; 4 x 5-inch, \$4.65; 5 x 6-inch, \$5.30; 6 x 8-inch, \$8.65; 7 x 9-inch, \$9.15; 8 x 10-inch, \$9.50; 10 x 12-inch, \$12.70 per dozen pairs.

Corrugated Hinges in Cartons Also Higher

Toronto.

CORRUGATED HINGES.—The advance in prices made on light and heavy tee and strap hinges and corrugated tee and strap hinges in bulk as outlined in these columns last week extended as well to the corrugated tee and strap hinges in cartons. Prices on the latter lines are given herewith: Corrugated strap hinges, in cartons, No. 935SC, 4-inch, \$0.21; 5-inch, 30c; 6-inch, 37c; 8-inch, 54c; 10-inch, 79c; 12-inch, \$1.13 per pair; corrugated tee hinges, in cartons, No. 937SC, 4-inch, \$0.31; 5-inch, 38c; 6-inch, 48c; 8-inch, 73c; 10-inch, \$1.04; 12-inch, \$1.42 per pair.

Change Upward Made In Bread Mixers

Toronto.

BREAD MIXERS.—Revised prices have again been named on bread mixers and quotations have reached further high levels. The high price and scarcity of tin plate, along with increased cost of labor are considered factors in this latest change. The Canuck 4-loaf

Oils are Steady; Gasoline Selling Freely

Toronto.

OILS, GASOLINE.—There has been no change reported in oils during the week. Lubricating oils are selling freely and supplies generally are ample for demands, though imported lines are hard to get. Coal oil has sold well all through the hot weather and the demand continues good. Prices are unchanged at 18 to 21c per gallon according to grade.

The heavy sale of gasoline continues and supplies are equal to all demands. Prices remain firm and unchanged at 33c per gallon.

Wire Nails Going Out in Fair Quantities

Toronto.

WIRE NAILS.—From all accounts, prices of wire nails continue along very satisfactory lines, trading representing a heavier volume than generally expected. Stocks are in very fair shape and no shortage immediately anticipated. Prices hold firm, the wire selling at \$5.30 and cut at \$5.65 per 100 pounds base.

Smooth steel wire is not moving very freely and prices remain steady at \$6.25 per 100 pounds base.

Cement, Plaster of Paris May Go Higher

Toronto.

CEMENT, PLASTER OF PARIS.—That the new schedule of freight rates when adopted will affect prices now ruling on cement seems more than likely. This commodity being bulky and heavy is immediately affected and indications are that quotations will range from 15 to 20c higher.

Plaster of Paris is another item which increased freight rates will very likely affect and changes may be looked for in another week or so on this line.

Cordage Lines Steady; Binder Twine Moving

Toronto.

CORDAGE, TWINES.—New and interesting features fail to mark the situation as regards cordage. The demand is comparatively light, while prices have held firm and unchanged at following levels: pure manila, 39c; British manila, 33c; and sisal, 27½c per pound base.

A very good repeat business on binder twine is now reported and indications are that the volume of trading throughout Ontario and Quebec will reach anticipated levels at least. Prices are unchanged at prices shown in current market quotations.

Steady Tone Marks Iron and Steel Bars

Toronto.

IRON AND STEEL BARS.—A very steady tone is noticeable in relation to

AUTO ACCESSORY MARKETS

SALES of automobile and motorcycle tires continue very heavy, the recent excessively hot weather influencing the demand through the greater number of blow-outs. Manufacturers and jobbers are filling orders with a satisfactory degree of promptness and retailers report business exceedingly brisk. The demand for accessories is also satisfactorily maintained and prices show some changes as will be noted below.

Of interest to the Canadian trade will be the further action taken by the manufacturers in the United States to reduce the number of sizes. Similar steps are likely to follow here. The gist of the action taken (full details of which appear elsewhere in this issue) can be summarized as follows:

"There have been too many sizes and types of automobile tires, and an immediate reduction in the number of both was determined upon recently by automobile tire manufacturers in accord with recommendations of the Conservation Division of the War Industries Board. The original number of 287 has been reduced to 32, and it is announced that by November 1, 1920, all but nine sizes will have been discontinued. Simplification of such matters is a wise move, peace or war. There are yet many other kinds of much-used articles, manufactured in many types and styles, that could be reduced to more convenient usage by the elimination process."

Price changes are fairly numerous in accessory, details of which are given herewith:

New Prices Show Advance In Motor Generator Sets

ELECTRIC GENERATOR SETS.—Revised prices for this line indicate a very considerable advance. Two numbers are affected, the No. 3B, which previously sold for \$188.60 now carries a trade price of \$283.50, while for the No. 4B the new price is \$333.00 against the former quotation of \$252.72.

Ignition Coil Files, Brushes, Priming Cups Up

COIL FILES, PLUG BRUSHES, PRIME CUPS.—Coil files are marked up somewhat, though the advances are not great, totalling less than ten per cent., the old price of \$2.27 per dozen being advanced to \$2.40. Spark plug brushes are up also. Sixteen cents per dozen was the former price and this is advanced to 20c or for 2 dozen lots, 19c. A larger advance is made in the prices for priming cups. On the various styles the increases run from 25 to 50 per cent. Brake lining countersinks, wall joints and spring shackles bolts are advanced also.

New Prices for Tire Chains Show Advances

ANTI-SKID TIRE CHAINS.—Considerable advance is made in the prices of non-skid chains. This affects the whole line of Rid-O-Skid and also the Weed line of chains. Prices on representative sizes are shown in the revised lists as follows, which are in accordance with the definite prediction made in **HARDWARE AND METAL** last week. Prices are for lots of twelve, per pair: Rid-O-Skid and truck, 28 x 3, \$2.17; 30 x 3, \$2.27; 32 x 3, \$2.38; 30 x 3½, \$2.45; 32 x 3½, \$2.59; 34 x 3½, \$2.70; 32 x 4, \$2.76; 34 x 4, \$2.94; 36 x 4, \$3.12; 34 x 4½, \$3.15; 36 x 4½, \$3.29, and 36 x 5, \$4.10. Weed anti-skid style are priced as follows on some of the regular selling sizes. In lots of 12-30 x 3½, per set \$4.20; 32 x 3½, \$4.62; 34 x 3½, \$5.04; 34 x 4, \$5.88, and 36 x 4, \$6.30. The intermediate and larger sizes also are changed proportionately. Cross chains are marked up as well and Weed chain adjusters. The advance on the latter is about 20 per cent.

Gaskets, Rad. Ornaments, Transmission Linings Up

GASKETS, ORNAMENTS, LININGS.—Changes in the price of cylinder head gaskets have been made. Nos. 75 and 90 for Overland cars are selling as follows: Single lots, \$1.50 each, from the old price of \$1.17; lots of ten advance from \$1.10 to \$1.41 and lots of 50 from \$1.01 to \$1.29. Ornament prices are as follows on these designs: Knights of Pythias, each \$2; Rotary Club, Knights of Columbus and American Eagle, each \$2. Kork Tred Transmission Linings for Ford cars are \$2.63 in singles and in dozen lots \$2.45.

Blowout Chains, Creepers, Garage Equipment Higher

BLOWOUT CHAINS, REPAIR CREEPERS, EQUIPMENT.—Dobbins blow-out chains have advanced approximately 20 per cent., this applying to the various sizes. Foster auto repair creepers are quoted at \$4.50, trade. Weaver garage equipment of various kinds is advanced. Tire changers of this type are \$85.50 from the old price of \$81; tire spreaders from \$29.70 to \$31.50; bucket pumps from \$17.55 to \$18; auto hoists from \$148.50 to \$166.50; twenty-ton press from \$103.50 to \$112.50; twin jacks from \$18.45 to \$19.62; twin jacks, extra heavy, from \$30.60 to \$32.40; auto ambulance from \$44.10 to \$46.80; towing poles from \$14.85 to \$15.80, and body extensions from \$12.15 to \$13.05.

(Continued on page 64)

iron and steel bars.—Whereas stocks are not generally heavy, ample supplies are available to take care of the demand. Prices hold unchanged at following levels:

TORONTO—		Per 100 lbs.	
Common bar iron	.....	\$ 5 25	
Common bar steel	.....	5 50	
Refined iron	.....	5 65	
Angle base	.....	5 75	
Horseshoe iron	.....	5 50	
Tire steel	.....	5 70	
Mild steel	.....	5 50	
Norway iron	.....	11 00	13 00
Toe caulk steel	.....	6 25	
Sleigh shoe steel	.....	5 50	
Band steel, No. 10	.....	5 75	
Do., No. 12	.....	6 00	
Spring steel	.....	9 50	11 50
Mining drill steel	.....	19 00	30 00
Sheet cast steel	.....	0 42	0 45
Tool steel	.....	0 20	0 42

Sheets Make 50c Advance; Growing Scarce

Toronto.

SHEETS, PLATES.—An advance of 50c. has been recorded in galvanized sheets in some quarters during the week. Black sheets have held firm and unchanged though the undertone is very strong and a change to higher levels would not come as any great surprise. Stocks of both black and galvanized are becoming pretty well depleted and shipments on the way are by no means equal to heavy demands being made on supplies. The situation in galvanized sheets is reported particularly bad in some quarters. Quotations ruling to-day follow:

BLACK SHEETS—		Per 100 lbs.	
10 gauge	.....	10 00	\$12 00
12 gauge	.....	10 10	10 00
14 gauge	.....	7 45	7 90
16 gauge	.....	7 50	8 00
18-20 gauge	.....	7 80	7 55
22-24 gauge	.....	7 85	7 60
26 gauge	.....	7 90	7 65
28 gauge	.....	8 00	7 75
3/16-inch plate	.....	10 10	10 25
3/4-inch boiler plate	.....	.....	10 00

GALVANIZED SHEETS—		Per 100 lbs.	
10½ oz.	.....	\$9 50-\$9 75	\$10 00-\$10 25
U.S. 28	.....	9 20-9 45	9 70-9 95
U.S. 26	.....	8 90-9 15	9 40-9 65
22 and 24	.....	8 75-9 00	9 25-9 50
18 and 20	.....	8 60-8 85	9 10-9 35
16	.....	8 45-8 70	8 95-9 20
14	.....	8 35-8 60	8 85-9 10

Firm Undertone to Corrugated Sheets; Trough

Toronto.

CORRUGATED SHEETS, EAVE-TROUGH.—The advance recorded in galvanized sheets provides for a very firm undertone to the market on corrugated sheets, though no change in prices has occurred during the week. Manufacturers report supplies ample for present demands. Prices remain at figures given in current market quotations.

The news that some small sizes of boiler tubes are on the way will be welcomed by the trade generally. It is some time since any arrived and the market is pretty bare of supplies just now. Prices show no change in quotations herewith:

Boiler Tubes—		Cold Drawn		Lapweld	
1 inch	.....	\$36 00		\$	....
1½ inch	.....	40 00			....
1½ inch	.....	43 00		36 00	
1½ inch	.....	48 00		36 00	
2 inch	.....	50 00		36 00	
2½ inch	.....	52 00		38 50	
2½ inch	.....	55 00		42 00	

3 inch	.....	64 00	50 00
3¼ inch	.....	.....	58 00
3½ inch	.....	77 00	60 00
4 inch	.....	90 00	75 00

Solder Goes Up 5c; Lead Products Steady

Toronto.

LEAD AND ZINC PRODUCTS.—A five cent. per pound advance in solder is reported in some sources during the week; the continued high price of tin and scarcity of supplies along with continued firmness in the lead market are contributing factors. Prices on guaranteed now range from 60 to 65c; strictly 55½ to 68½c; commercial 51c to 57c; wiping, 55 to 60c; wire, 70 to 85c per pound.

Manufactured lead products are unchanged though higher levels would not come as any great surprise to some in the trade owing to the firm tone noticeable in the pig lead market. Quotations prevailing follow:

Lead pipe, lb.	.....	0 15	....
Lead waste pipe, lb.	.....	0 16	....
Lead traps and bends	.....	Net list	....
Lead wool, lb.	.....	0 15½	0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	.....	0 13½	0 13½
Lead sheets, 4 to 8 lbs. sq. ft.	.....	0 12½	0 13
Cut sheets, ¾ lb. extra, and cut sheets to size, 1c lb. extra.	.....	0 60	0 65
Solder, guaranteed, lb.	.....	0 55½	0 68½
Solder, strictly, lb.	.....	0 51	0 57
Solder, commercial, lb.	.....	0 55	0 60
Solder, wiping, lb.	.....	0 70	0 85
Solder, wire, lb.	.....	0 70	0 85
Zinc sheets, per lb.	.....	0 26	....

Old Materials are Unchanged; Quiet Season

Toronto.

OLD MATERIALS.—The metal market is comparatively quiet, a seasonal condition, and no news of particular interest has developed during the week. Prices are unchanged and held at following levels:

Tea lead	.....	\$0 05½	....
Heavy lead pipe	.....	0 07½	0 07½
Yellow brass	.....	0 12	0 13
Red brass	.....	0 21	....
Light brass	.....	0 09½	0 09½
Heavy zinc	.....	0 05½	0 06
Heavy copper	.....	0 21½	0 22
Stove plate, per ton	.....	17 00	18 00
Old cast iron, per ton	.....	25 00	26 00
Overshoes, trimmed Arctics	.....	0 06½	0 06½
Auto tires	.....	0 04½	....
Bicycle tires	.....	0 03½	....
Per gross ton.			
No. 1 railroad wrought	.....	26 00	27 00
No. 2 railroad wrought	.....	15 00	16 00
Pipes and flues	.....	12 00	12 00
No. 1 busheling	.....	16 00	17 00
No. 2 busheling	.....	12 00	12 00
Country mixed scrap	.....	16 00	16 00

Waste Very Firm; Oakum Unchanged

Toronto.

WASTE, OAKUM.—A firming element has entered into the situation in respect to waste. Cotton rags show a

substantial advance and whereas this will not affect waste contracted for the balance of the year, it will have a bearing on next year's figures and probably on the man on the street who buys only on the market from day to day. Prices in current market quotations are unchanged for the week.

Oakum has held steady with a very fair volume of business reported as transpiring. Prices are unchanged.

Tin Supplies No Better; Lead Holds Firmly

Toronto.

INGOT METALS.—Indications are that tin supplies show little if any improvement, with prices holding at high levels. The lead market remains firm and unchanged with fair stocks available. Spelter is weak and antimony shows a weaker tendency.

COPPER.—Reports from the United States indicate that producers are not anxious for business prior to the next price-fixing date, August 15. Higher prices are looked for as a stimulus to production, but whether these will be granted is unknown. Local conditions are unchanged, prices ranging around 30-32c per pound.

TIN.—Practically all tin coming forward is sold to arrive and offerings are by no means plentiful. Nominal quotations range from \$1.10 to \$1.25 per pound with the latter price being asked in some quarters for stock to arrive. Supplies are none too heavy and receipts uncertain.

SPELTER.—This metal is weak though prices have held unchanged locally at 10½c per pound. Supplies are equal to demands, which are rather small.

LEAD.—The market holds firm and unchanged. Fair supplies are available but little in the way of a surplus is being accumulated. Prices locally hold at 10½c to 11c per pound.

ALUMINUM.—No new developments have been recorded during the week, prices holding around 50c per pound.

ANTIMONY.—Somewhat easier tone to the situation is noticeable at primary points and this has been reflected here, quotations ranging around 18c per pound.

PIG IRON.—Supplies are largely being absorbed in war work and whereas some difficulty is being experienced by manufacturers of commercial products, which might be termed non-essential, in getting supplies, it is felt the real pinch has not yet come. War work must necessarily come first and as it is extended other industries must suffer to that extent.

LONDON MARKETS

LONDON, Aug. 8.—Changes were not so numerous this week, but the tendency in all lines continues upward. An advance in booking prices on lawn mowers for next spring is announced and tree pruners have also been

revised upward. Prices on screen door hinges for Spring have also been announced and these are higher. Scales, plaster of Paris, stove pipe dampers and wood butter moulds are other items to be revised upward.

Merchants report business very fair for this season of the year. Most of the staffs are short-handed on account of vacations. Binder twine has been in good demand during the past week.

Lawn Mowers To Be Higher For Spring

London.

LAWN MOWERS.—New prices announced on lawn mowers for next Spring's business show an advance of about 10 per cent over figures prevailing during the past season. The lines affected so far include the Daisy, Star, Woodyatt and Empress, the discount named being 35 per cent as against 40 per cent in effect before. Orders are now being solicited for these for 1919.

Tree Pruners Reach Higher Levels

London.

TREE PRUNERS.—Higher levels have been reached in prevailing quotations on tree pruners during the week. Scarcity and high price of wood and difficulties with steel, combined with increased manufacturing costs are considered factors which have brought prices to the following basis: 6 ft., \$13.50; 8 ft., \$14.00; 10 ft., \$15.00; 12 ft., \$16.25 per dozen.

Prices Screen Door Hinges For Spring Announced

London.

SCREEN DOOR HINGES.—Spring business is now being solicited for screen door spring hinges on a new basis of quotations announced this week. The present range of figures is about 10 per cent above those prevailing last season, and it is said are justified in view of increased manufacturing costs during the past year. New prices are as follows: No. 20 Jap'd, \$19.50 gro. pairs; \$1.65 doz. pairs; No. 50 Jap'd, double acting, \$5.45 doz. pairs; No. 192 Jap'd, offset, \$2.25 doz. pairs; No. 2250 Jap'd, screen door sets, \$3.25 doz. pairs.

Wire Nails Hold; Rope is Steady

London.

NAILS, ROPE.—Wire nails have held in a steady market during the week and a fair volume of business is reported as being transacted. No change in quotations is evident in price of \$5.30 per 100 pounds base. Cut nails are also firm at \$5.60 per 100 pounds base.

No change in the situation on rope is reported. The demand is slow and prices firm as follows: Pure Manila, 39c; British Manila, 33c; New Zealand Hemp, 33c; Sisal, 27½c per pound base. Binder twine is moving out well, dealers reporting a very satisfactory volume of business.

Revised Discounts on Scales; Oil Stoves Steady

London.

SCALES, OIL STOVES.—Discounts

have been revised on scales during the past week and the present basis adopted provides for an advance in net prices on these lines. Discounts now named are as follows: Champion Scales, 5 per cent; Steelyards, 5 per cent; Brass Butcher Beams, 10 per cent.

A steady tone has been maintained on oil stoves and sales have continued along very satisfactory lines even up to date. No change in prices has occurred, the New Perfection still selling as follows: 2 burner, \$12.75; 3 burner, \$16.50; 4 burner, \$21.00 each.

Butter Moulds Changed; Cleaning Up Screen Wire

London.

BUTTER MOULDS, SCREEN WIRE.—Wood butter moulds have come in for revision and the change as now effected, has been made to higher levels. In line with all woodware this line is very firm and that even higher levels may be reached is hinted at. The new price on the 1-lb. square type is \$1.80 dozen.

A fair sale of screen wire cloth is reported and stocks are being cleaned up fairly well. Prices are unchanged as follows: Painted black, 100 ft. rolls, \$3.50; 50 ft., \$3.25 per 100 square ft.; bronze, 14c sq. ft.

Stove Pipe Dampers Up; Plaster-of-Paris, Too

London.

STOVE PIPE DAMPERS, PLASTER OF PARIS.—New prices have been is-

sued on cast iron stove pipe dampers and figures now prevailing are for the 6-inch \$1.35 and 7-inch \$1.65 per dozen. This is an advance over previous figures and is said to be warranted under existing conditions as applying to materials and labor.

A 20c advance in prices on plaster of Paris is noticeable in quotation of \$3.10 per barrel on the Hammer brand. Sales are reported fair and supplies very good. Advanced freights to become effective next week may have a further bearing upward on the price.

Linseed Oil Unchanged; Turpentine Holds

London.

LINSEED OIL, TURPENTINE.—The rapid decline in the flax market has provided a weaker tone to the linseed oil situation, but no change in quotations has been recorded over prices prevailing last week. Supplies are equal to demands which are rather light just now. Prices are as follows: 1 to 2 bbls., raw, \$2.17, boiled \$2.20 per gal.; 3 to 5, raw \$2.16, boiled \$2.19 per gal.; 6 to 9, raw \$2.14, boiled \$2.17 per gal. Less bbls. add 10c gal.

Turpentine is also slightly weaker at primary points, but this is not likely to be reflected here owing to question of light supplies, heavy rate of exchange and advances in freight rates. These items serve to make laid down cost very high. Prices ruling are: 1 bbl. lots, \$1.01 imp. gal.; 2 to 4 bbl. lots, \$1.00 imp. gal.; 5 gal lots, \$1.11 imp. gal.

WINNIPEG MARKETS

WINNIPEG, Aug. 8.—With the postal strike settled business has again resumed its regular channel, although due to the accumulation of mail it will be some little time before all orders will be cleaned up. Prices for the past week again show an upward trend in all lines affected. The following items have been revised: Steam whistles, Stanley planes, plane irons, mitre boxes, T bevels; bit braces, marking ranges, levels, spoke shaves, mitre squares, try squares, trammel points, roofing nails, molarases gates, whip lashes and bucksaw frames. With the new advance in freight rates to become effective on August 12 of 20 per cent., further revisions will be necessary on many of the heavier hardware commodities.

Roofing Nails Go Up Another 10%

Winnipeg.

ROOFING NAILS.—Following the recent advance in wire nails, new prices have been established on Simplex and American felt roofing nails. These show an increase of approximately 10 per cent. over former quotations, selling today as follows:

Simplex roofing nails, full kegs, 24c lb.; less, 25c lb.

American felt roofing nails, full kegs, 10c; less, 11c lb.

New List Established on Malleable Pipe Fittings

Winnipeg.

MALLEABLE PIPE FITTINGS.—With the recent advance in malleable pipe fittings which are now being sold by the piece instead of the pound, a new list has been established by the jobbers and plumbing supply houses from which there is a discount of 60 per cent. on A class fittings and 60 and 10 per cent. on B and C class fittings. Printed price lists may be had on application to any of the Winnipeg jobbers.

Planes, Mitre Boxes, Other Tools Go Higher

Winnipeg.

PLANES, MITRE BOXES, OTHER TOOLS.—Due to increased costs of raw material combined with the shortage of labor, further revisions have been found necessary covering Stanley Rule and Level Co.'s goods. The advance ranges from 5 to 10 per cent. according to the

class of goods. To-day's market prices on some of the more familiar lines are as given below:

Planes—No. 45, \$12.30; No. 55, \$24.50; No. 3-3C, \$3.35; No. 4-4C, \$3.65; No. 4½-4½C, \$4.20; No. 5-5C, \$4.20; No. 6-6C, \$5.40; No. 7-7C, \$6.15; No. 24, \$2.25; No. 35, \$2.85; No. 26, \$2.50; No. 27, \$2.85; No. 27½, \$2.90; No. 28, \$3.15; No. 31, \$3.40; No. 32, \$3.65; No. 603-603C, \$3.80; No. 604-604C, \$4.10; No. 605-605C, \$4.70; No. 606-606C, \$5.95; No. 607-607C, \$6.85; No. 101, 33c; No. 103, 88c; No. 110, 87c; No. 130, \$1.28; No. 220, \$1.28; No. 102, 62c; No. 9½, \$1.75; No. 16, \$1.95; No. 18, \$2.15; No. 131, \$2.15; No. 75, 61c; No. 140, \$2.25; No. 113, \$5.15; No. 50, \$7.80; No. 444, \$11.15; No. 71, \$3.68; No. 192, \$2.15 each.

Plane Irons, single—2 in., 48c; 2½ in., 53c; 2½ in., 55c; 2½ in., 57c; 2½ in., 60c each.

Mitre Boxes, with saw—No. 246, \$18.05; No. 358, \$20.70; No. 50, \$8.25 each.

Sliding T Bevels—No. 25 x 6 in., \$5.35; 8 in., \$6.00; 10 in., \$6.25 doz.

No. 18 x 6 in., \$8.55; 8 in., \$10.95; 10 in., \$11.95 doz.

Bit Braces—No. 923 x 10 in., \$41.70; 12 in., \$43.05.

No. 946 x 10 in., \$17.65 doz.

No. 975 x 10 in., \$17.15 doz.

No. 966 x 8 in., \$9.60; 10 in., \$9.85 doz.

No. 993 x 8 in., \$74.25 doz.

Marking Gauges—No. 61, \$1.15; No. 64, \$3.25; No. 65, \$6.90; No. 68, \$6.05; No. 72, \$4.50; No. 90, \$6.10; No. 91, \$11.70 doz.

Levels, Wood—No. 102, \$5.60; No. 103, \$7.60; No. 104, \$8.15; No. 0, \$12.05; No. 3, \$21.15; No. 10, \$35.80; No. 30, \$28.00; No. 95, \$74.50; No. 00, \$10.85 doz.

Levels, Iron—No. 36 x 12 in., \$30.95; 18 in., \$36.75; 24 in., \$41.85 doz.

No. 34 V x 6 in., \$17.10; 8 in., \$22.80 doz.

Levels, Pocket—No. 40, \$1.55; No. 41, \$1.65 doz.

Level Sights—No. 1, \$11.90; No. 2, \$11.90 doz.

Spoke Shaves—No. 51, \$4.55; No. 52, \$4.55; No. 53, \$5.85; No. 55, \$4.00; No. 65, \$7.90; No. 67, \$20.00 doz.

Mitre Squares—No. 16 x 8 in., \$11.15; 10 in., \$12.90.

No. 2 x 6 in., \$8.60; 7½ in., \$9.80; 9 in., \$11.85 doz.

Try Squares—No. 12 x 6 in., \$5.80; 8 in., \$7.35; 10 in., \$9.70.

No. 14 x 4 in., \$6.25; 6 in., \$7.60 doz.

No. 20 x 4½ in., \$4.40; 6 in., \$6.25; 7½ in., \$6.85; 9 in., \$8.75; 12 in., \$11.65 doz.

Trammel Points—No. 2, \$1.85; No. 4, 85c; No. 99, 75c set.

gone a change during the week due to increased costs of production and labor and are quoted to-day as follows: No. 1, \$4.90; No. 2, \$5.60; No. 3, \$6.30; No. 4, \$7.00; No. 5, \$8.40 dozen.

Whip Lashes are Higher; 10% Advance Made

Winnipeg.

WHIP LASHES.—New prices are now effective covering whip lashes. These show an increase in price of approximately 10 per cent., which is spoken of as a very moderate advance compared to the heavy advance being made in some of the other leather products. The following are to-day's ruling prices:

Whip Lashes—4½ ft., No. 499, \$3.25; 5-ft., \$3.60; 5½ ft., \$3.95. No. 502½, 4½ ft., \$3.25; 5-ft., \$3.60; 5½ ft., \$3.95. No. 505, 4½ ft., \$3.25; 5-ft., \$3.60; 5½ ft., \$3.95.

Buck Saw Frames Undergo Revision Upward

Winnipeg.

BUCK SAW FRAMES.—Prices on a couple of lines of buck saw frames show further revisions during the past week of approximately 5 per cent., while the other lines remain unchanged. New prices now effective are as follows:

Happy Medium—Frames complete, \$4.70; long ends, \$1.45; short ends, \$1.35; cross bars, \$1.90 dozen.

Maple Leaf—Frames complete, \$6.05; long ends, \$1.80; short ends, \$1.75; cross bars, \$2.50 dozen.

Turpentine Holds Very Firm; Linseed Oil

Winnipeg.

TURPENTINE, LINSEED OIL.—Market prices on turpentine still hold very firm while recent reports from the south would indicate that supplies are not being replenished very rapidly. While no further advance has as yet been recorded, higher prices in the near future would not be surprising. To-day's market prices are given herewith: Barrels, \$1.10 gal.; ½ barrels, \$1.13 gal.; 5-gal. lots, \$1.15 gal.; 1-gal. lots, \$1.15 gal.; plus the usual extras for containers.

Despite the high price of flax seed prices on linseed oil continue firm at former quotations of \$2.30 gallon for raw and \$2.33 gallon for boiled. However, further revisions will no doubt be necessary should the high price of flax seed continue for any length of time.

Five Per Cent. Advance In Steam Whistles

Winnipeg.

STEAM WHISTLES.—Prices during the past week have again advanced covering steam whistles. These move up approximately 5 per cent., making new prices to the trade as follows: 2-inch, \$4.40 each; 2½-inch, \$5.20 each; 3-inch, \$6.80 each; 3½-inch, \$9.20 each.

Molasses Gates Go Up After Steady Period

Winnipeg.

MOLASSES GATES.—Prices on Stebbins molasses gates which have remained firm for the past year, have under-

concerned. Their difficulty is in the fact that the supply of steel is far short of the distribution for which the regulations provide. Time after time the steel industry has looked forward to a surplus of steel, or at least to a condition when the quantity required would not exceed the supply, and repeatedly it has been disappointed. The relations between requirements and supply have been growing tenser even in the past week or two and mills have now given up any expectations that steel will become relatively plentiful.

Expanding War Program

The shell program has been greatly extended. Some details have been given out, but on the whole, information is lacking as to the number and size of shells to be handled in the next few weeks or months. What is definitely known by the steel trade is that it is called upon to furnish much more shell steel than formerly. One estimate is that in place of 425,000 tons a month lately furnished there is to be provided 500,000 tons a month for the remainder of the year. These figures are probably below the mark rather than above.

The extent to which consumption of steel in shipbuilding is expected to grow is clearly brought out by the fact that there is now accumulated something like a million tons of steel at shipyards and the fabricating plants serving them, but C. M. Schwab, Director General of Shipbuilding, wants to increase this stock, and is calling upon the plate mills to make stronger efforts. It is plain that if with rate of shipping in the past few months a million ton stock could be accumulated in so short a time, the rate of shipping was far in excess of the rate of consumption, hence if heavier shipments are desired it means that the rate of consumption is expected to increase very greatly. This can readily be understood, for the shipways now in operation should work more and more rapidly as time passes and there are many shipways still to be completed. It is a curious thing that there is no official information, in anything like complete form, of the number of steel shipways completed and to be completed. Fragmentary information on the subject makes it clear that the number in actual operation at present will be largely augmented.

Greatest in World

As is well known, the greatest ordnance factory in the world is being built on Neville Island, in the Ohio river, a few miles below Pittsburgh, through the formation of a partnership between the United States Government and the United States Steel Corporation. The partnership contract is a remarkably brief one. The Steel Corporation supplies the organization and engineering services, gratis, also the blast furnace, already existing and the steel-making department it will build, these to remain the property of the corporation. The Government supplies all the money for building the ordnance factory proper, and will own it. The main offices of the "U. S. Steel Corporation Ordnance Department" are located in the building in

PITTSBURGH MARKETS

PITTSBURGH, Pa., Aug. 8.—There was a time when it was difficult to secure export licenses. The much stricter measure of steel control by the War Industries Board has made it easier to secure the licenses, but of course it is more difficult to secure steel. In other words, steel shipments are so difficult to secure that once the War Industries Board permits any steel to be shipped the War Trade Board does not see that it has oc-

casion, as a rule, to demur at granting the export license. In the case of Canada, requests for licenses are made to the Canadian authorities, who in turn apply to the War Trade Board at Washington.

New regulations issued from time to time relating to the distribution of steel cause more or less confusion for a while, but they soon come to be well understood and the mills find it easy to follow the regulations, so far as the regulations are

which this report is written. Despite the magnitude of this undertaking and the great public interest there is in it, there is absolutely no information given out for publication. When the announcement was first made in Washington it was intimated that the plant would turn out its first big guns early in 1920. The statement is rather amusing, as it merely represents the War Department profiting by its experience in connection with the aircraft program, which was set for a little bit too short a time, hence much criticism when it was not carried out. The guns will undoubtedly be in actual service before the beginning of 1920. Illustrative of the lack of information on the subject, one of the Pittsburgh daily papers prints a statement that the contract for the "grading and foundations" has been let, amounting to \$5,000,000 or \$6,000,000, which is quite absurd, for Neville Island requires no grading and the cost of foundations is necessarily only a small fraction of the cost of the buildings and machinery they will support. Equally out of line is a statement published in all seriousness that the American Bridge Company will be called upon to fabricate 150,000 tons of steel for the buildings during the next 18 months, while the total fabricated steel will be 200,000 or 250,000 tons. Either the time mentioned is altogether too long, or there is included a large amount of fabricating for gun carriages, etc., as the plant operates. One thing, however, is well known. The plant will specialize upon very large guns, particularly 14-inch and larger, with their ammunition, and its operation will not interfere in any way with the regular shell program as being expanded from time to time.

Steel for Jobbers

The War Industries Board's regulations dated July 2, relating to supplies of steel for jobbers during August, have been received in various moods by the steel mills. The general program, previously formulated, is for jobbers to confine their shipments to the purposes on the preference list, report the shipments by month. A special arrangement has been made for August, however. This is that the mills ship jobbers during August an amount of steel equal to the average monthly shipments in the first half of this year. The replacement steel was given Priority B-4 and it is assumed that the August shipments are to be regarded as having the same priority. Some mills point out that they could not ship in August without having scheduled the material weeks before. Others observe that they have so many higher priorities that they could ship very little material against a B-4. Others explain that they have no specifications from jobbers on which they would venture to ship, expecting the material to be what the jobbers most need. They have specifications filed last November, and the jobber, given the privilege of receiving a certain tonnage of steel, might want an entirely different description now. Other mills say they have studied the regulations and expect to experience

no difficulty in carrying them out. It is partly a matter of temperament and partly a difference in the position of different mills.

Production

Production continues very satisfactory indeed, considering the conditions. In every previous year there has been a sharp curtailment in July and August, due to the heat. This year the industry has run through more than half the period and is, in substance, maintaining the excellent rate shown in June.

Linseed Oil Shortage May Last Six Months

Little relief in the flaxseed and linseed oil situation can be expected before the middle of next winter, according to those in close touch with conditions. At that time the Argentine crop, which is just being planted now, will be harvested and ready for export. There is some flaxseed now in the Argentine, but not in sufficient quantities to relieve the general shortage. There is some flaxseed in India, but that is practically inaccessible, because it is so far removed from the consuming centres of the world that the shipping cannot be spared to transport it. The only prospect of relief is in the Argentine crop, which is just being planted and that will not be available until midwinter.

The German Government recently offered 50,000 marks in a prize competition to obtain substitutes for linseed oil. There were forty-six entries and only one was found acceptable, and the inventor was awarded 5,000 marks. A new competition has been ordered.

No Japanese Market For Canadian Copper

Japan, by reason of its own output, will never offer a large market for Canadian copper manufacturers.

The refining and manufacturing of copper forms the most important native metal industry in Japan, the exportation alone amounting to about 100,000,000 yen (\$49,800,000) per year.

At present, owing to the decreased orders from Russia and the fact that the United States and many of the allied countries have set a price on copper below that at which the Japanese producers are willing or able to sell, there are large stocks of copper on hand. The present price in Japan is around 63 yen per 100 kin, which comes to about \$23.60 per 100 pounds.

Out put Curtailed By Military Service Calls

Reports from Sheffield, England, state that the contraction of activity in nearly all branches of the steel and allied industries is increasing owing to the calls for men for the army.

The loss of output as compared with a month ago is considerable. At numerous establishments where there was continuous working, night shifts have had to be discontinued, and a good deal of plant is more or less idle.

The call for raw materials and scrap iron and steel, amongst other commodities, has declined, and there is a corresponding drop in the production of scrap. Iron merchants report a reduced provincial demand for finished iron. The call for hand tools of all descriptions is constantly expanding, and enlistment is curtailing output facilities which were already inadequate.

Binder Twine Situation

July confirmed the conditions that existed in the binder twine market at the beginning of the month. Deterioration in the condition of the growing wheat, which had begun in the North-west, continued and cut down the demand for bindertwine in the Canadian North-west. Light straw has been the rule in many sections of the country, and all of the crops have required less binder twine than they do in many seasons. This condition, together with the fact that the season was early in almost every section of the country, slowed down domestic binder twine business in July very considerably. In some sections merchants will likely carry over more twine than they did last year.

Metal Thimbles Scarce

The war is responsible for a dearth of metal thimbles. France, Italy, Spain, and Portugal are absolutely without supplies. Before the war, Lille, Nuremberg, and Vienna manufactured thimbles for all those countries. There are only four manufacturers in England—three at Birmingham, and one at Redditch—but the metal famine has brought their business almost to a standstill. The trade does not consume a great weight of metal, but the number of thimbles on order looks formidable enough. For instance, France alone is in want of 450,000 gross, or a total of 64,800,000. It was publicly stated recently that the fact that women in Italy could not get needles was adversely affecting the feeling of that country about the war.

An Eccentric Character

An unusual sale took place at Godrich this week at an auction held at the home of the late Miss Reynett. She was worth \$25,000 and lived alone and apparently her one joy in life was making purchases. After her death her big house was found stored with goods, hundreds of parcels never having been opened. There was enough granite ware to stock a hardware store and great quantities of dress goods shoes and furniture. Crowds attended the auction and the sales totalled \$2,500.

WEEKLY PAINT DEPARTMENT

Intelligent Selling Is What Counts

Keeping in Close Personal Touch With Customers and Giving Them Good, Practical Suggestions Establishes Basis For Steadily Growing and Permanent Trade—
Haphazard Selling Causes Trouble and Buyers Lose Faith

THE idea that success is something that without any good reason comes to one person and misses the next, or, in other words, "just happens," is radically wrong. Real success seldom happens. It is nearly always the result of organized effort, of intelligent application to one's task, whether it be selling paint or anything else.

One way to boost business that has worked most successfully is the plan adopted by a clerk in a small town near Toronto. This young man makes a habit of keeping in close personal touch with the farmers. He makes frequent visits into the country and seldom returns without orders that have made his trips worth while. He carefully notes buildings, houses and implements that are in need of a coat of paint. He offers suggestions, pointing out the real economy there is in conserving one's property, the quick losses that follow neglect, and the big expense involved eventually in making good the damage that has been done and might easily have been averted by a small expenditure for paints.

Valuable Suggestions

The farmers have learned by experience that this clerk's suggestions are good and that while he is boosting his own business he is out to save them money too. Not infrequently they discuss with him other problems they have in mind and he returns with a substantial order for goods other than paints.

A connection of this kind is invaluable to a firm and by following the business closely turnovers can be doubled. Farmers like to buy paint from a man who really knows his business, whom they can trust and who knows something about their affairs. The same applies to women. They feel safe in following the advice of such a man and know that the results will be satisfactory if his suggestions are followed. The clerk in question has found that farmers not only often come into the store to get

pointers about work they have under consideration, but send their friends and he invariably gives these new customers the same practical advice as the others.

Honest Dealing

This clerk has always made it a point never to offer anyone goods that will not measure up to their requirements. His customers realize this. If he tells them that certain work will result much more satisfactorily if two coats are applied, they know that he knows, and is not trying to "gouge" them for a few extra dollars in order to clear his shelves of certain lines. If he makes a suggestion about inside work for the house, the women have learned that they can trust his taste in regard to the best colors needed to harmonize.

While never officious in any way and apparently at all times leaving the entire matter of choice in the hands of the customer, he really makes such forceful and practical suggestions that they unconsciously realize their value and adopt them. One of the results of this young man's enterprise is that farmers for miles around never even think of buying from any other firm.

Haphazard Methods

Too many retailers go at paint selling in a more or less haphazard way. Clerks will sell the same line of stuff to one hundred persons regardless of their needs and without considering the after results. Apparently all they figure is that the man wants to paint something, so give him some paint and let him go to it. In nine cases out of ten a little care on their part would have resulted in finding out just what was required, what shades would have been best suited, what brushes to use and so on. It is the little points such as this that make or mar the business and neglect of them fails to provide a permanent basis for a steadily expanding trade.

MOORE'S HOUSE COLORS



The Super-Satisfaction Paint that Builds Business

Moore's House Colors are profitable to the dealer not only because of the big margin they leave, but also because of the super-satisfaction they give and their business-building qualities.

Customers assume that where finest paint is sold, there other lines of equal quality can be had

A post card will put an interesting paint proposition before you.

BENJAMIN MOORE & CO., LIMITED
WEST TORONTO

Linseed Oil



"Warranted Pure"

is the slogan of this
Company

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, August 8.—While prices have eased up considerably on flax seed this week it is not to be taken as an indication that linseed oil will materially decline, for there is not a great deal of seed to be had and the crushers could very soon make away with the available stocks if they were here. The advance of 50c per 100 pounds for dry white lead is one of the outstanding features, and this will have a direct and very probably an early bearing on the price of white lead in oil. The market for the latter is very firm and advances are not improbable. Red lead oxide, litharge and orange mineral advanced 50c per 100 pounds during the week. Glass is likely to go higher. Putty, too, is very firm, and an advance is forecast by some of the jobbers.

Flaxseed Quoted Lower But Linseed Oil Firm

Montreal.

LINSEED OIL.—The position attained last week for linseed oil is holding pretty well yet. There has been quite a decline in the seed markets, and this is sometimes a big factor in affecting oil prices. At present, with little seed on spot and very little in store at the head of the lakes the effect on oil prices will not be great. There is not much oil on hand and unlikely to be much improvement in this respect for the next few months. The range of quotations is really a little higher for the week, \$2.10 being the lowest price at which quantities are offered, and five-barrel lots have sold at five cents above this figure during the past week. Prices may recede a little, but no great decline is anticipated.

Turpentine—	Per Imp. Gal.
1 to 4 barrels	0 98 1 00
5 barrels and over .....	.....
Small quantities	1 03 1 07

Few Small Quantities Turpentine Offered Here

Montreal.

TURPENTINE.—The fact that some have received small shipments of turpentine here has not served to better the position materially, for when distribution is made the supply does not go far. Prices are very firm, a few lots are offered at full prices, and the outlook suggests that there will be very little relief for some time. It may be that the trade will be able to get their needs in small lots. One thing favoring the situation

is that of a limited demand—the heavy painting season being passed.

Linseed Oil	Raw Imp. gal.	Boiled Imp. gal.
1 to 4 barrels	2 10-2 22	2 13-2 25

Firmness of Putty Suggests Early Advance

Montreal.

PUTTY.—In view of the fact that material costs are getting so high the price of putty is not such as to allow the makers the margin they feel this commodity should carry. As a consequence some are already figuring out the price that should be asked, and from indications it is expected that advances will be

WINDOW GLASS LIKELY TO ADVANCE

Following the recent forecast of advanced costs, the American manufacturers on August 6 advanced their selling prices, averaging to the Canadian Importer, including duty, \$1.50 a case on single thick and the same on double thick glass. While the Canadian jobbers have not announced any change in price, the increase in cost must shortly be reflected in advanced prices to the retailer.

One large importer informed **HARDWARE AND METAL** that to cover this added cost, take care of exchange, interest on the increased investment, further freight increases, etc., it would be necessary to advance prices here probably \$2.00 per case. Fair deliveries are being made, although with production curtailed about 50 per cent, stocks to be drawn from are not so large as they were.

made at an early date. In the meantime there is not a great deal of trading and quotations are firmly held.

Standard Putty—	Per 100 lbs.	5 ton	1 ton	Less
Bulk, in barrels	\$4.00	\$4.15	\$4.35	
Do., ½ barrels	4.15	4.30	4.50	
Do., 100 lb.	4.85	5.00	5.20	
Do., 25 lb.	4.85	5.00	5.20	
Do., 12½ lb.	5.10	5.25	5.45	
3 and 5 lb. tins	6.85	7.00	7.20	
1 and 2 lb. tins	7.35	7.50	7.70	
Pure linseed oil putty, \$2.00 per 100 lb. advance on above prices.				

Glaziers' putty—\$1.60 per 100 lb. advance on above prices.

Terms: 2%, 15 days, net 60.

Dry White Lead Advances, Lead in Oil May Follow

Montreal.

WHITE LEAD IN OIL AND DRY.—An advance of fifty cents per 100 pounds is made in the price of dry white lead. This is due to the advancing market on pig lead and from the fact that supplies cannot be secured as heretofore. "The

government's needs are very large, and it has been necessary to import lead," said a large manufacturer to **HARDWARE AND METAL**. As a consequence of the position on dry white lead it is the opinion in paint circles that an early advance will be made for white lead in oil and this will probably be around 50c per cwt. Sales now are being made at \$16.50 per 100 pounds in five-ton lots; \$17 for ton lots and for small quantities \$17.35.

Mixed Paint Undertone Is One of Much Firmness

Montreal.

MIXED PAINT.—The summer slackness has manifested itself somewhat in so far as big orders are concerned, but on the other hand paint makers report a goodly amount of trading for the season and this means that retail trade is still selling a considerable amount of goods. Prices are fully maintained, and with high oil and lead this is the only consequence that might be looked for. Manufacturers are still able to cope with the container situation, and many look forward hopefully to securing their needs for some months yet, at least.

Red Lead and Oxide Litharge, Orange Mineral

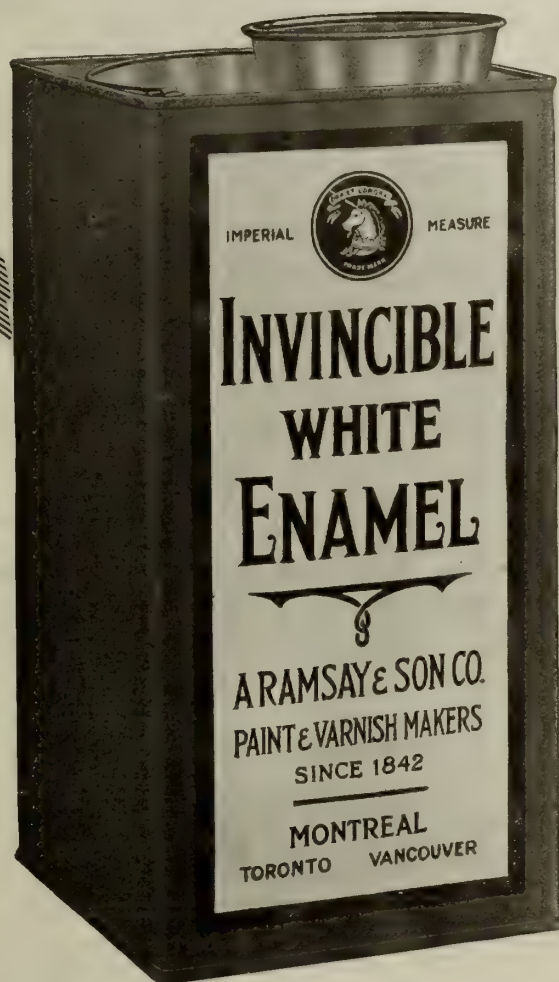
Montreal.

PAINT MATERIALS.—Advances have been made in the price of red lead oxide and fifty cents per cwt. is added to the former quotation. The same advance applies also to litharge and orange mineral. Increasing costs are essential because of labor scarcity, difficulty of getting the material and transportation trouble.

TORONTO

TORONTO, Aug. 8.—Declines have been registered in linseed oil in some quarters owing to substantial drop in the market for seed. However, it is not thought much lower prices will be reached owing to the fact that supplies are none too plentiful. The turpentine situation remains about the same. Supplies are somewhat light this week, and primary points record a slight decline, though this is not likely to be reflected here. White lead in oil and putty are both very firm. Business generally, though affected to some extent by mid-summer slackness, is considered remarkably good.

RAMSAY'S INVINCIBLE WHITE ENAMEL



Keep
Your
Paint
Department

Busy
During
the
Summer
Season

THE UNCONQUERABLE WHITE

ORDER NOW

MANUFACTURED EXCLUSIVELY BY

A. RAMSAY & SON COMPANY

Makers of Paints and Varnishes since 1842

TORONTO

MONTREAL

VANCOUVER

If interested, tear out this page and place with letters to be answered.

slackness, is considered remarkably good.

Declines Registered In Linseed Oil

Toronto.

LINSEED OIL.—Lower prices have been named in some quarters on linseed oil. The seed market has shown a heavy decline for the week, \$4.40 for No. 1 N.W.C. last Wednesday being changed to \$4.15 yesterday. Indications are that supplies being so light, there is little likelihood of very much easier prices on oil being registered, though seed may be moved even lower. The demand on oil is rather confined to narrow channels at the present time and this is helping out materially in the weather of out materially in the matter of keeping stocks in fair shape. Prices on raw are being made at \$2.05, \$2.10 and \$2.17 in single barrel lots, with orders restricted practically altogether to this quantity basis:

	Raw	Boiled
	Imp. gal.	Imp. gal.
1 to 2 barrels.....	2 05-2 17	2 07½-2 20
Less than barrel lots 10c per gallon higher than single barrel prices.		

Turpentine Holds Unchanged Locally

Toronto.

TURPENTINE.—Although no change locally has occurred in the market on turpentine, primary points still continue weak. Factors which bring laid-down costs here so high and make for such a difference in spread between Southern and Canadian points are exchange and advanced freight rates—the latter to go even higher. One large importer stated to HARDWARE AND METAL that exchange alone on a car of turpentine they had been quoted on amounted to \$44.00, while the freight, instead of \$125 formerly paid, had now reached about \$180, practically a 50 per cent. increase. Supplies are somewhat lighter for the week and the demand rather restricted. A weaker tone to the primary market would not come as any surprise. Prices ruling here follow:

	Imp. gal.
1 barrel (barrel included)	1 00-1 01
2 to 4 barrels (barrel included)....	99-1 00
5 gallon lots	1 11
1 barrel (barrel \$5.00 extra)	0 92

Prices Firmly Maintained On All Mixed Paints

Toronto.

MIXED PAINTS—Prices on all lines of mixed paint are firmly maintained. Some slackening in demand is reported in some quarters, while others again report phenomenal conditions existing in that sales show no falling off. Sorting business can be considered good, which would indicate activity on the part of retailers. Prices are unchanged at figures shown in current market quotations.

White Lead in Oil Firm, Unchanged

Toronto.

WHITE LEAD IN OIL.—No change is recorded in white lead in oil during the week, though prices are very firm and any change made will be upward. Lead continues very strong and supplies are somewhat hard to get. Oil, though showing a decline during the week, is still very high. Pure white lead in oil, ton lots, is being quoted at \$17.25 per 100 pounds, with ample stocks to draw from.

Glass May Go Higher; Putty Very Strong

Toronto.

GLASS, PUTTY.—An advance of \$1.50 per box by American manufacturers on window glass, both single and

THE WHITE LEAD SITUATION

In view of the strength attained for pig lead of late it is thought that it will be but a short time before prices on white lead in oil will have to be advanced.

In speaking this week with a large lead manufacturer in Montreal, HARDWARE AND METAL was informed that there are several difficulties confronting the user of pig lead which are not apparent to the trade.

"Pig lead is not only high in price at the present time, but it is hard to get," said this informant. We have to go into the market for supplies and it is not always possible to secure what we want at market prices. We often have to disregard these quotations and pay a premium if we want the lead.

"The great use of lead by the government absorbs not only Canadian production but outside sources are supplying a large percentage of their requirements. This often makes it very difficult to secure what is needed for the regular trade.

"We are not looking for any low-priced lead and it will very probably be higher in the next few weeks and months."

double thick, is likely to be reflected in Canada at an early date. Present stocks are ample to take care of the demand but curtailed production is bound to show in available supplies in another few months.

Putty holds very firm, though unchanged. The demand continues light. Quotations range as follows: Standard, bulk in barrels, selling at \$4.70 per 100 pounds and 25-lb. and 100-lb. irons being quoted at \$5.55. Pure putty is \$2.00 per 100 pounds higher than figures on standard.

Rosin Very Firm; Cold Water Paint Steady

Toronto.

ROSIN, COLD WATER PAINTS.—The market on rosin remains very

strong. It is estimated the decrease in production will equal amount of stocks held (or about 700,000 barrels), so little relief in the matter of price is expected unless the demand suddenly ceases. The Canadian market is rather short of supplies, though shipments arriving are affording a measure of relief.

Cold water paints are steadily held at existing quotations. The demand has eased off materially and this will enable manufacturers to catch up with orders on hand.

AUTO ACCESSORY MARKETS

(Continued from page 55)

Hand Vises, Spring Shackle Bolts, Clamps Up

AUTO SMALL EQUIPMENT.—Various small tools, shackle bolts, etc., are advanced with varying percentage of change. Spring shackle bolts are quoted at 60c per dozen and were, before, 47c. One line of small hand vises is quoted at \$1.13 each or with vise and clamp complete, \$1.50. Duplex reamers are \$3.10 and 3-in-1 aligning reamers, \$19.58. Cylinder tap and drill sets are priced at \$1.55, while Omega valve tools are 23c, 22c and 20c each, according to quantity purchased.

Immense Demands On Paint Manufacturers

That paint manufacturing is such an essential industry in modern war making as to tax all the facilities of the firms to their utmost to meet the government's requirements was shown at a recent meeting of the Paint Manufacturers' Association held in Pittsburg.

No less than 3,000,000 gallons of a special red lead paint are to be ground for Uncle Sam's immediate use. A million gallons of outside grey and green paints are required for the cantonments, which are to be painted inside and out, the interiors with a really sanitary or washable flat paint. Special paints for scores of special war demands are being made in large quantities.

In addition to the manufactured products to be supplied by or required of the paint manufacturers, the American government needs an immense amount of raw materials that the paint trade has been experiencing difficulty in securing for its own normal uses. The government plans to take out of the market, if it can find it, no less than 1,250,000 gallons of linseed oil. The government also wants 2,000,000 pounds of silica and 2,000,000 pounds of asbestine.

A NEW EXPLOSIVE

The new preparation is a gun-cotton explosive put up into cartridges suitable for use in the mines. No nitro-glycerine enters into its composition, and this is a great advantage, as the supply of glycerine has been a problem since the beginning of the war and the government has carefully rationed it out.

The Pump on the Threshing Tank should be a

MYERS

for in Myers Tank Pump is found pumping service of exceptional merit inasmuch as Myers Cog Gear Double Acting Low Down Tank Pumps operate 33 1/3 % easier, have larger capacity and last much longer than the ordinary every day tank pump.

Myers Tank Pumps are built for hand or power operation, in several styles, and are distributed by leading jobbers throughout Canada.

It's an easy matter for you to get them quickly, just as it is for you to sell them. Circulars and name of Jobber gladly supplied.

F. E. Myers & Bro.
Ashland, Ohio



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery
'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

STEP LADDERS

Two Styles. All Lengths

Curtain Stretchers
Tub Stands Ironing Boards
Clothes Bars
Quilting Frames, etc.
Hand Corn Planters
Drive Well Points
Post Hole Diggers, etc.

Ask for Catalogue

Otterville Manufacturing Co.
OTTERVILLE

MILBRADT LADDERS



will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdw. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.
155 E. 13th Street,
St. Paul, Minn., U.S.A.

KINDLY MENTION THIS PAPER
WHEN WRITING ADVERTISERS



The Word of the Dealer

Many buyers do not know enough about varnish to qualify them to choose it wisely, and rely upon the word of the dealer.

It always pays to recommend Berry Brothers' Varnishes, Stains and Enamels, because their uniform dependability satisfies the most critical consumers. "Berry" Finishes not only produce beautiful interiors, but their lasting quality ensures economy.

BERRY BROTHERS

(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville, Ont.

(686)

Help Wanted

An ad for help in the
Classified Advertising
Section will bring the
right kind of replies.

Try It Out.

Hardware and Metal

Classified Advertising Section

143-153 University Ave., Toronto



Distributors for Eastern Canada:
Supplies, Limited, Kenneville, N.S.
Distributors for Middle West:
Moncrieff & Endress, Ltd., Winnipeg, Man.
CANADA WITCH COMPANY, LIMITED.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps.
25¢ B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells
"Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.
F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.35; 22 long smokeless, \$7.50; 22 long rifle, smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire
Smokeless 303 Winchester, \$72.25 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$76; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½.
\$2.60; Nos. 1 and 2 (100 in box), \$2.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (250 in box), \$3.80; Berdan Nos. 1, 1½, 2 (100 in box), \$2.80; new No. 4, \$5.50; U.M.C., \$3, \$5.50.

Shot, standard, 100 lbs., Toronto, \$17.35-\$19.75; Montreal, \$18; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80¢; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½¢ per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.
\$1/16.....\$ 6.00 18/16.....\$12.00
4/16..... 5.00 19/16..... 14.00
5/16..... 5.00 20/16..... 14.00
6/16..... 5.00 21/16..... 16.00
7/16..... 5.00 22/16..... 16.00
8/16..... 5.00 23/16..... 18.00
9/16..... 6.00 24/16..... 18.00
10/16..... 6.00 25/16..... 21.00
11/16..... 7.00 26/16..... 21.00
12/16..... 7.00 27/16..... 24.00
13/16..... 8.25 28/16..... 24.00
14/16..... 8.25 29/16..... 27.00
15/16..... 9.50 30/16..... 27.00
16/16..... 9.50 31/16..... 30.00
17/16..... 12.00 32/16..... 30.00

Discounts from Standard List prices:

Beaver, 57½%; London, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.
F.O.B. Toronto, Montreal, London and Hamilton.

AXES
Single Bits, doz.....\$14 00 \$16 00
Double Bit 16 50 19 50
Boys' Axes 12 00 14 00
Hunters' Axes 11 00 12 00
Bench—No. 2, doz..... 12 50 13 20
No. 3, doz..... 13 50 14 20
No. 4, doz..... 14 50 15 25

Single Double
Bit Bit
Sager\$15 00 \$20 00
Dominion Pride..... 14 50 19 50
St. Clair handled..... 15 50
Sager Boys 12 50
Kitchener Boys 12 00
Sager Hunters 11 50
Kitchener Hunters..... 11 00
F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14¢ to \$1.15 a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb., \$1.40-\$1.75
Cut Lace Leather, lb., 1.60-1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.....\$ 4 00
No. 2 x 50 lb..... 5 00
No. 3 x 60 lb..... 7 50
No. 4 x 100 lb..... 10 00
F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts (\$1 list), ½ in. dia. and smaller, 10%.
Carriage Bolts (\$1 list), 7-16 dia. and larger, net list.
Machine Bolts, ½ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.

Skein Bolts, 20%.
Square Head Blank Bolts, net list.

Blot Ends, net list.
Plow Bolts, net list.

Elevator Bolts, net list.
Fancy Head Bolts, net list.

Shaft Bolts (\$3 list), net list.
Step Bolts, large head (\$3 list), net list.

Whiffletree Bolts, net list.
Nuts, square, blank, add to list \$1.50.

Nuts, square, tapped, add to list \$1.75.

Nuts, hexagon, blank, add to list \$1.75.

Nuts, hexagon, tapped, add to list \$2.

Stove bolts, 55%.
Tire bolts, 35%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb., 14-14½
F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base\$0 43
Rods, base ½ to 1 in. round, 38-40

Tubing, seamless base.....45½-50
Tubing, iron pipe size, base

¾ in. and up to 3 in.....45½-50
Copper tubing, iron pipe size,

base ¾ in. up to 3 in.....47½-53
F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy\$14.50-\$17
30-gal. Standard 14 00
F.O.B. Montreal and Toronto.

BOARDS (Wash) Zinc

Pony\$2 25
Improved Globe 4 90

Neptune 4 90
Standard Globe 4 90

Original Globe 5 40
Jubilee 5 50

Newmarket King 5 50
Diamond King (glass) 6 00

Western King (enamel) 7 00
Beaver (brass) 7 00
F.O.B. Newmarket

BUTTS Wrought Steel:—

No. 840 5%
No. 800 2½%

No. 838 5%
No. 808 5%
No. 804 15%
Nos. 802, 842, 844..... 5%
Nos. 810 and 814..... net list
No. 830 2½%
F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (8000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

B.B. B.B.B.
Fire Welded Fire
Proof Coil Welded

CHAIN
Mont'l Tor'to Mont'l Tor'to

3-16 in. \$22.75 \$19.85 \$..... \$.....
¼ in. 16.75 15.25 21.75 20.25

5-16 in. 14.15 13.65 19.00 17.00
¾ in. 13.00 12.75 15.90 16.50

7-16 in. 12.75 12.45 15.65 16.00
¾ in. 12.50 12.15 15.50 15.75

9-16 in. 12.50 12.15 15.50 15.75
¾ in. 12.35 12.00 15.25 15.50

¾ in. 12.25 11.85 15.10 15.25
¾ in. 12.05 11.65 15.00 15.25

1 in. 11.90 11.50 14.85 15.25
Electric Welded

B.B. B.B.B.
3-16 in. \$18.00 \$18.25 \$..... \$.....
¼ in. 14.95 15.65 16.20

5-16 in. 12.55 13.15 13.80
¾ in. 11.35 11.90 12.60

7-16 in. 11.10 11.90 12.35
¾ in. 10.95 11.90 12.20

¾ in. 10.70 11.90 11.95
¾ in. 10.40 11.90 11.65

Montreal and Toronto.
American Proof Coil Chain

B.B. B.B.B.
3-16 in. 12.00
5-16 in. 11.00 \$12.75

¾ in. 11.00 11.90
7-16 in. 10.75 11.70

¾ in. 10.50 11.60
¾ in. 10.35

Electric Welded B.B.B.—Chain, ¼ in., \$13.75; 5-16 in., \$12 F.o.b. Toronto.

Cow ties, 5, 10%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, \$2 dozen; stamped, No. 3 or Dominion, \$1.40 dozen; breast chains, No. 220, \$16 dozen pairs.

F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., \$2.70 in carlots; \$3.25 bbl. in small lots.

Paris plaster, five-barrel lots, \$3.50; single barrel, \$3.50. F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

List prices power churns:—No. 0, \$11; No. 1, \$11; No. 2, \$12; No. 3, \$13; No. 4, \$17; No. 5, \$20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOODUniversal (doz.)
No. 0\$19 20
No. 1 23 20

No. 2 28 40
No. 3 38 40

F.O.B. Montreal, Toronto.

Russwin—

No. 0\$19 20
No. 1 23 20
No. 2 28 40
No. 3 38 40

CLOTHES LINE (Galvanized)
Per 1000 ft

17-7-strand, 100 ft. lengths...\$7 80
17-7-strand, 50 ft. lengths... 8 00

18-6-strand, 100 ft. lengths... 5 40
18-6-strand, 50 ft. lengths... 5 45

19-6-strand, 100 ft. lengths... 4 75
19-6-strand, 50 ft. lengths... 5 00

F.O.B. Montreal, Toronto, London

COPPER

Montreal Toronto
Casting ingot, see weekly report.

Bars, ½ to 2 in....\$43 50 \$43 00
Plain sheets, base 16

oz. and heavier... 47 00 44 00
Copper sheet, tinned,

14x60 in., 14 oz... 49 00
Copper sheet, planished, base 16 oz.

and heavier 58 00 45 00
Braziers' in. sheets,

6x4 base 46 00 44 00
Above prices are full sheets and bars. Cut sheets and bars are 5¢ per lb. higher.

COMBS

Curry combs: No. 111, \$1.55; No. 121, \$1.70; No. 122, \$2.25; No. 127, \$2.25; No. 100, \$2.80 per dozen.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb. 72
No. 7, lb. 71

Nos. 8, 9, 10, 12 70
F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto
Ordinary, 52 sheets, \$11 75 \$ 8 50

Galvanized
Apollo Crown Gorbale

18x24x52
60
CHARCOAL, TIN PLATES

M.L.S. and Famous— Per box
IC, 20x28 base\$28 00

IX, 20x28 base (nominal)... 32 00
IXX, 20x28 base (nominal)... 36 00

IXXX, 20x28 base (nominal) 40 00
F.O.B. Toronto

Raven and Murex Grades—
IC, 20x28 base, 112 sheets...\$40 00

IX, 20x28 base, 112 sheets... 39 00
IXX, 20x28 base, 56 sheets... 20 00

IXXX, 20x28 base, 56 sheets 21 00
(Nominal) f.o.b. Montreal.

TERNE PLATES

I, C, 20 x 28, 112 sheets.....
F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheet 30 00
F.O.B. Montreal.

"DOMINION CROWN BEST"—
DOUBLE COATED TISSUE

Nominal:
IC, 14x20 base\$20 00

IX, 14x20 base 18 75
IXX, 14x20 base 19 50
F.O.B. Montreal.

CLOCKS

Big Ben\$2 92
Good Morning, each 1 15

Lookout\$45-1 50
Sleepmeter 1 65
F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, \$9.65 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.

Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, \$24.84 to \$27.34
doz.; No. 2 and 3, \$28.20 to \$30.00
doz. F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

Harris Heavy Pressure and its Advantages



1. A complete immunity from hot bearings is secured, HARRIS HEAVY PRESSURE having a lower co-efficient of friction than any other known metal.
2. A scored journal is impossible, and if through any failure of lubrication a bearing should run hot, HARRIS HEAVY PRESSURE, owing to its special properties, will act as a lubricant, saving the journal from injury and preventing any delay to traffic.
3. It will stand the heaviest pressures, always running cool, even under the most trying conditions.
4. It will wear from 50 to 100 per cent. longer on general machinery bearings than any other Babbitt metal.
5. It effects a saving in lubrication.
6. It preserves the journals, and materially increases their life. A journal after running a short time with HARRIS HEAVY PRESSURE attains a perfectly smooth and highly polished surface.
7. It is easily applied and, if properly applied, no abrasive force will remove it.
8. Its cheapness. The first cost is moderate. It gives a longer life to the bearings, resulting in a great economy, as the number of renewals is thereby considerably reduced; its specific gravity is low in comparison with other metals; does not deteriorate with re-melting; and these advantages, together with its unequalled anti-friction properties, render it the cheapest as well as the best metal for all general machinery bearings.

THE LEADING LINE FOR HARDWARE MEN

THE CANADA METAL CO., LIMITED
 HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

We manufacture Babbitt, Solder, Sheet, Lead Pipe.

Boiling Water Wont Hurt

UNIVERNISH

Varnish a table top with UNIVERNISH and then pour boiling water on it---it will remain uninjured. Pour ammonia on it---it will have no ill effect. Pour water on it and leave it over night---there will be no mark.

It's equally good for any purpose whether it be pianos or floors, It is put up in all sized cans from quarter pint up. Let us send you a counter display case of twelve quarter pints to retail at 25c each. It will sell quickly ---give satisfaction and enable you to judge the possibilities of this line.

The Dougall Varnish Co., Ltd. Montreal



FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.	%
Great Western, Amer.	50
Kearney & Foot, Arcade.	50
J. Barton Smith, Eagle.	50
P.H. and Imperial.	50
Diaston Brand	40
Globe	50
Nicholson	30-32½
Black Diamond	32½
Delta Files	37½
Firth Files	50
F.O.B. Toronto, Montreal, London, and Hamilton.	

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb. Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	\$7 50
Three heat, round	8 25
F.O.B. Toronto.	

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	\$2 50
Under 40 lbs.	2 75-2 85
Bi-Treadle, each	6 25
F.O.B. Toronto.	

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1", \$11.25-\$12.75	
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50-13.85
Hand sewn, no shank, 1 in.	17.40
Hand sewn, no shank, 1¼ in.	20.20

Halters (Sisal).

7-16 in. gross, \$24; 9-16 in., \$36.	
F.O.B. Toronto, London—7-16 in., \$2.10 doz.; ½ in., \$2.65 doz.	

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	\$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under.	22 50
Napping, up to 2 lbs.	25 00
F.O.B. Montreal, Toronto, Hamilton, London.	

HANDLES (WOOD)

All hickory handles, net list. Fork, hoe, rake and shovel handles 20%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 10%.

F.O.B. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9.00-12.00
F.O.B. Montreal, Toronto.	

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25
F.O.B. Toronto.	

HINGES, TEE AND STRAP

Heavy, Net Prices.		
	Strap	Tee
4-inch, dozen pairs	\$2 70	\$2 30
5-inch	3 30	2 85
6-inch	3 55	3 20
8-inch	4 85	3 65
10-inch	8 55	6 50
12-inch		10 35
14-inch		
Light, Net Prices.		
3-in., doz. pairs	\$0 90	\$0 90
4-in., doz. pairs	1 10	1 00
5-in., doz. pairs	1 25	1 15
6-in., doz. pairs	2 25	1 35
8-in., doz. pairs	2 25	1 60
10-in., doz. pairs		

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., \$4.30; 8-in., \$4.80; 10-in., \$6.40; 12-in., \$7.00; 15-in., \$7.50; 18-in., \$11.00; 21-in., \$12.40; 24-in., \$16.00; 27-in., \$17.20; 30-in., \$18.50; 33-in., \$21.50; 36-in., \$24.50. Discount 25%.

F.O.B. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	\$14 00
Lightning	12 50
Heath's	12 50

HOES, GRUB

Grub	10 00
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HOOKS, GRASS.

	English	Canadian Fox
No. 2, per doz.	\$3 40	\$5 00-\$5 50
No. 3, per doz.	3 50	5 50-6 40
No. 4, per doz.	3 50	6 00-7 40
Little Giant	5 25	
Berden	5 25	

F.O.B. Montreal, Toronto.

HORSESHOES

	Price per keg
	No. 2 No. 1
Patterns	Sizes made larger smaller
	Less 20c

Light iron	0-7	\$6 75	\$7 00
Long heel light iron	3-7	6 75	
Medium iron	1-8	6 75	7 00
Heavy iron	6-8	6 75	
Snow	1-6	7 00	7 25
New-light "XL" steel	1-6	7 20	7 45
Fetherweight "XL" steel	0-4	8 60	
Special counter-sunk	0-4	9 10	
Toe-weight (front only)	1-4	9 60	

*All sizes.

Packing—Up to 3 sizes in one keg. 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.O.B. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, \$2.25 to \$2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	\$17 50
Corrugated, ¾ in., 100 ft.	20 50
Corrugated, 1 in., 100 ft.	23 50
Corrugated, 1 in., 100 ft.	35 00
Less 5% for full reels, 500 ft.	
F.O.B. Toronto and London.	

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.O.B. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable. 72x30 up to 24 gauge, case lots. 72x30, 26 gauge, case lots. Less than case, 50c per 100 lbs. extra. F.O.B. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japaned, doz.	1.30-1.50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up.	7 00
Sad irons, common, plated.	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons—Style A	\$3 75
Style B	4 12
Hotpoint Domestic Electric Iron, each	5 25
Gasoline Sad Irons, each	4 25
F.O.B. Montreal, Toronto, London, Hamilton.	

LADDERS, ETC.

	Per ft.
Crescent Step Ladders	19c ft.
Household	19c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

	Per ft.
Perfect, 6 to 10 ft. only	\$0 31
Hercules, 4 to 10 ft.	33
Hercules, 12 to 14 ft.	33
Faultless, 4 to 10 ft. only	29
Ontario, 4 to 10 ft. only	26
Shelf Lock, 4 to 8 ft. only	21
Extension Ladders	Per ft.

Single and Fruit Picking	
10 ft. to 16 ft.	20c ft.
18 ft. to 22 ft.	23c ft.
Chair ladders, each	2 00

F.O.B. Toronto, Hamilton, London. Up to 32 ft. 23 34 to 40 ft. 26 London—Up to 34 ft., 23c; 36-40 ft., 26c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times Montreal.

LANTERNS

	Per doz.
Short Globe, Plain	\$12 50
Do., Japd.	13 25
Long Globe, Plain	12 50
Do., Japd.	13 25
Dash, Plain	15 50
Do., Japd.	16 25
Do., Search (round reflect.)	7 00
Little Bobs	2 10-4 20

F.O.B. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short	95c-\$1.10
Cold blast	95c-\$1.10
3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.	
Cold blast, short ruby	4.00-4.20
Cold blast, common ruby	4.00-4.20
Less 5c a doz. in 6 doz. lots.	
F.O.B. Toronto, London, Hamilton and Montreal.	

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 75
Barn Door, No. 9, doz.	5 10
F.O.B. Montreal, Toronto, London.	

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowsell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50

Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	15 00
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLET

	Per doz.
Tinsmiths, 2½ x 5½ in.	\$1.00-\$1.75
Carpenters', No. 3	5.80
F.O.B. Montreal, Toronto, Hamilton.	

MATTOCKS

Cutter, doz.	\$12 00	\$12 50
Pick doz.	12 00	12 50
F.O.B. Montreal, Toronto, London, Hamilton.		

MIXERS, BREAD

Universal—No. 4, doz.	\$34 65
No. 8, doz.	39 60

MOPS

Mops, O-Cedar, doz net			
Sprustex, No. 2, doz....	\$8 00	8 40	
S.W. Mops, complete, doz.	4 75	4 85	
Mop Sticks, doz., No. 8....	1 85		1 00
Cast Head Mop, doz.....	1 90-2		
Crescent, doz.		3 10	
Crank wringing, doz.		6 25	
F.o.b. Montreal, Toronto, Hamilton, London.			

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%
F.O.B. Toronto, Ont.	

NAILS

List adopted July 10, 1912. Advances over base on common wire nails in kegs.

	2½ inch	3 inch
1 inch	\$1	10c
1¼ inch	1	10c
1½ inch	.65c	10c
1¾ inch	.40c	4 inch
2 inch	.40c	4½ inch
2½ inch	.30c	5 inch base
2¾ inch	.30c	5½ inch base
3 inch	.15c	6 inch base
6½ to 12 inch-2 Ga. and heavier.		
25c over base.		

Standard Steel Wire Nails—Toronto, London, Hamilton, Montreal.

Freight equalized on above points. F.O.B. Montreal, Gananoque, Cornwall, Wood and Owen Sound, \$5.35 base.

Freight equalized on above points. Windsor, Walkerville, Sandwich, f.o.b. factory points, carload freight allowed, \$5.42½.

Sault Ste. Marie, Port Arthur, Fort William, \$5.05-\$5.35 base, f.o.b. factory; no freight allowance. Moulding, Flooring, Slatting, Box Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price. Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, \$5.70 base; Toronto, \$5.65 base; London, \$5.60 Hamilton, \$5.65. No equalization of freights.

Roofing Nails—American, large head, keg, \$9.00. London, \$10.00. F.O.B. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

	C Brand
Size	Per 100 lbs.
Capewell—No. 5	\$22 00
No. 6	21 00
No. 7	20 00
No. 8	19 00
No. 9 and up	18 00
Discount 10%	



**The more a man
knows about paint the
more he looks for quality.**

Jamieson's Paints and Varnishes will give entire satisfaction to even your most exacting customers. They are made to serve and are honest value at a moderate price.

It may be possible to secure paint which sells at a higher figure, but a better paint is not made.

We invite your investigation of

The Jamieson Line

Satisfaction and increased demand are positive, and the dealer's profit is a generous one.

We make no extravagant claims but will stand behind all our statements. If you are looking for more sales, better profits, and a better satisfied circle of paint and varnish customers, write us to-day. A post-card will do.

R. C. Jamieson & Co., Limited

MONTREAL, CANADA

ESTABLISHED 1858 Branches at Calgary and Vancouver
Owning and Operating P. D. Dods & Co., Limited

"M.H.M." BRAND

No.	Net Price List	Per box
	Lengths	of 20 lbs.
3	1 1/2"	\$19 00
4	1 3/4"	9 00
5	1 15-16"	4 00
6	2 1/8"	3 75
7	2 5-16"	3 50
8	2 1/2"	3 50
9	2 11-16"	3 25
10	2 3/4"	3 25
11	3 1-16"	3 25
12	3 1/4"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.	
12 inch...\$1 80	48 inch...\$ 6 20
18 inch... 2 65	60 inch... 7 70
24 inch... 3 40	72 inch... 9 20
30 inch... 4 00	84 inch... 10 50
36 inch... 4 75	96 inch... 12 00
42 inch... 5 50	

1 1/2 inch mesh and 19 ga. wire.	
12 inch...\$3 50	42 inch...\$10 50
18 inch... 5 00	48 inch... 12 00
24 inch... 6 30	60 inch... 15 00
30 inch... 7 75	72 inch... 18 00
36 inch... 9 90	

1 inch mesh and 20 ga. wire.	
12 inch...\$4 00	42 inch...\$12 00
18 inch... 5 50	48 inch... 14 00
24 inch... 7 00	60 inch... 17 00
30 inch... 8 50	72 inch... 20 00
36 inch... 10 50	84 inch... 23 00
42 inch... 12 75	

3/4 inch mesh and 20 ga. wire.	
24 inch...\$10 50	36 inch...\$15 00
30 inch... 12 75	
1/2 inch mesh and 22 ga. wire.	
24 inch...\$16 50	36 inch...\$24 00
30 inch... 20 10	

Discounts at present quoted applying only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

Invincible—1640	Per rod
1848	\$ 0 75
2060	0 85
	0 95

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

OAKUM

Best (American)	\$21 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy, Eng., (unspun)	
U.S. Navy, Eng., (spun)	
Plumbers (spun)	\$8 00 \$10 50

F.o.b. Montreal, Toronto

OIL

Montreal Toronto

Royalite	0 19	0 18
Palacine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15 1/2
Imperial Cylinder	0 66 1/2	
Capital cylinder	0 50 1/2	0 49 1/2
Machine oil, regular grades	25 1/2-42	26 1/2-36 1/2
Standard gas engine oil	38 1/2	0 42 1/2
Paraffine	0 21	0 24
XXX machine	0 24 1/2	0 38 1/2
Fuel oil, bbls.	0 14 1/2	0 13 1/2
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING

Fine jute	Per lb.
Coarse jute	\$0 20
Hemp	0 15
Square braided hemp	0 34
No. 1 Italian	0 38
No. 2 Italian	0 44
	0 36

F.o.b. Montreal and Toronto.

PAPER

Per 400-ft. roll

Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 75
Surprise Fibre	0 66
Tarred felt, per cwt.	3 50
Cyclone (dry)	1 10
Cyclone (tarred)	1 25
Joliet (dry fibre)	0 59
Monarch Sheathing (per 100 lbs.)	4 00

Asbestos sheeting (per 100 lbs.)	0 12	0 14
Carpet Felt, 16 oz., per 10 lbs.	\$4 50	\$5 50
F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.		

PICKS—**Clay—**

6 to 6 lbs., doz.	\$10 75	\$11 80
6 to 7 lbs., doz.	11 50	12 60
7 to 8 lbs., doz.	12 25	13 50
Rock—		
7 to 8 lbs., doz.	12 25	

F.o.b. Montreal and Toronto.

PINS, CLOTHES

5 gross, 4-in. (loose)	Per case
4 gross (cartons), 4 1/2 in.	1 15

F.o.b. Montreal and Toronto.

WROUGHT IRON PIPE

Price List No. 36	
Black Galvanized	
Per 100 feet	

Standard Butt weld

1/8 in.	\$ 6 00	\$ 8 00
1/4 in.	5 22	7 35
3/8 in.	5 22	7 35
1/2 in.	6 63	8 20
3/4 in.	8 40	10 52
1 in.	12 41	15 56
1 1/4 in.	16 79	21 05
1 1/2 in.	20 08	25 16
2 in.	27 01	33 86
2 1/2 in.	43 29	54 11
3 in.	56 61	70 76
3 1/2 in.	71 76	88 78
4 in.	85 02	105 19

Standard Lap weld

2 in.	29 97	36 45
2 1/2 in.	45 05	55 28
3 in.	58 91	72 29
3 1/2 in.	73 60	91 54
4 in.	87 20	108 45
4 1/2 in.	99 06	123 82
5 in.	115 40	144 30
6 in.	149 80	187 20
7 in.	195 20	243 95
8 L in.	205 00	256 25
8 in.	236 20	295 20
9 in.	282 90	353 25
10 L in.	262 40	328 00
10 in.	337 80	422 30

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2 1/2 inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4 1/2" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4 1/2" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		\$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Net List

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Montreal Toronto

	%	%
Medium and extra heavy, 6" and under	35	2 1/2 30
8" soil pipe	30	25

Medium and extra heavy fittings, 6" and under 40 | 2 1/2 40 |

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	8 50
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list.	3 00
12-oz. bottles, doz., list.	6 00

1-qt. can, doz., list.	15 00
1/2-gal. cans, doz., list.	24 00
1-gal. cans, doz., list.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	\$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

Pumps, Well	
Cistern Pumps	
Set Lengths	
Brass Lined Cylinders	
Brass Body Cylinders	

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned.

25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, 1/2-lb. pkgs., 1c per lb.; 3/4-lb. pkgs., 2c per lb.

Copper Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

Per square

Samson, 1-ply, roll	\$2 00
Samson, 2-ply, roll	2 60
Samson, 3-ply, roll	3 20
R. S. Special, 2-ply	1 20
R. S. Special, 3-ply	1 48
Amazon, 1-ply	1 95
Amazon, 2-ply	2 25
Amazon, 3-ply	2 55
Everlastic, 1-ply	1 65
Everlastic, 2-ply	1 95
Everlastic, 3-ply	2 25
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Black Diamond tarred felt	3 50
Black Diamond Ready Roofing, 2 ply	1 12
Black Diamond Ready Roofing, 3 ply	1 38
Liquid roofing cement, per gal. in barrels	0 29
5 and 10 gal. lots, per gal.	0 40
Coal Tar, bbl.	\$6.50-\$7.75
Roofing Pitch, \$1.05 to \$1.10 cwt.	

F.o.b. Toronto, London, Montreal.

ROPE

Lb.

Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27 1/2

Above quotations are basis prices 5/8 and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than 5/8 and down to 7/16 dia.—1/2c above basis; 3/8 dia., 1c above basis; 1/4 and 5/16 dia. 1 1/2c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis.

Double lath yarn.

Yacht marine, tarred

Halyards

Hemp, deep sea line basis

Hemp, tarred ratline basis

Hemp, tarred bolt rope basis

Wireline and Houseline

Italian rope basis. On application

Cotton, 1/4 in.

5-32 in.

3-16 in.

1/4 in. and up

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 10% to 15% on list.

B. & A. emery cloth, 5% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—

List extra

4 lb.

10 lb.

240 lb.

600 lb.

1200 lb.

2000 lb.

2000 lb. Drop lever

10-lb. Household

25-lb. Household

Champion list prices subject to discount of 5%: Standard scales.

10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

Cast Steel	Doz
Golden Clipper	\$12 50
Little Giant	13 50
Little Giant, Genuine	14 50
F.o.b. Toronto, London	15 00

SNATHS

00 Patent	Doz
1	\$12 50
2	12 00
3	11 50
	10 50

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72 1/2
Wood, R. H., bright	67 1/2
Wood, O. H., bright	67 1/2
Wood, F. H., brass	87 1/2
Wood, R. H., brass	82 1/2
Wood, O. H., brass	82 1/2
Wood, F. H., bronze	27 1/2
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20
F.o.b. Toronto, Hamilton, London and Montreal.	

Dozen Wooden Bench Screws

\$7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs.

10 3/4 oz.	\$9 50
U.S. 28	9 20
U.S. 26	8 90
22 and 24	8 75
18 and 20	8 60
16	8 45
14	8 35

F.o.b. Hamilton and Toronto

Colborne Crown—16-20 gauge

\$12.55; 22-24 gauge, \$12.75, 26-gauge, \$13; 28 gauge, \$13.25. Less

25c in cash lots. F.o.b. Montreal.

Apollo Brand Montreal Toronto

14 gauge

16 gauge

18-20 gauge

22-24 gauge

26 gauge

28 gauge

Sell Bicycles NOW

THE Fall months are usually the most delightful of the year for cycling, both the weather and roads being good. Your customers will save money by ordering now instead of paying higher prices in the Spring.

By reminding riders of the above facts you will be able to do considerable bicycle business during the balance of the season.



This mark on the rear bar means easy selling for the dealer, easy running for the rider, and satisfaction for both.

Much trouble will be avoided by handling only high grade bicycles, such as any of the following well-known C.C.M. nameplates:

Massey, Cleveland, Perfect,
Columbia, Brantford Red Bird,
Ivanhoe or Gendron.



Canada Cycle & Motor Co., Limited

Makers of GOOD Bicycles

Montreal

Toronto

WESTON, ONT.

Winnipeg

Vancouver

Sell "JOLIETTE" and "CYCLONE"
Brands, Tarred and Dry



And Your Business will Grow
because—

Black Diamond Tarred Felt

"Black Diamond" Tarred Felt, Tarred and Ply Sheathing, Wrapping Papers of all descriptions—all kinds of Sheathing made at our own mills.

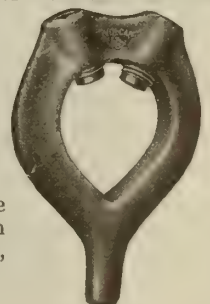
And your business will grow, because when

you sell what is **reliable** and what you know gives **best** results, your customer always reciprocates by repeatedly giving you his business. Our reputation is behind all these brands.

ALEX. McARTHUR & COMPANY, LIMITED

82 MCGILL STREET, MONTREAL

The Oribio Mfg. Co., Ltd., Winnipeg, Man., is our Sole Selling Agent for the Northwest Provinces.



We have an unusually good strain of dogs Demands of high-speed-cutting have been consistently met. Dogs with bent tails; Dogs with straight tails; Dogs with flat tails; Dogs with one screw; Dogs with two screws—all with same commendable merit and strength. All kinds—16 sizes, $\frac{3}{8}$ to 6 inches capacity.

IMMEDIATE SHIPMENT

Western Office and Warehouse:

30 So. Clinton St., Chicago

J. H. WILLIAMS & CO.

"The Drop-Forging People"

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask.,
Agents for Manitoba, Saskatchewan, Alberta and British Columbia.

30 Richards Street
BROOKLYN, N.Y.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels and Spades....	50%	50%	50%
Draining Tools, No. 2, black	50%	50%	50%
Hollow Back Scoops	50%	50%	50%
Sand Shovels	50%	50%	50%
Hollow Back Shovels	50%	50%	50%
Hollow Back Coal Shovels	50%	50%	50%
Riveted Back Scoops	50%	50%	50%
Miners' Spring Point Shovels	50%	50%	50%

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	\$29.00	\$28.00	\$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black ..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black ..	27.50	.....	24.00
Riveted Back Scoops, No. 2 black ..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.
Full polished\$1.00 per dozen net
Half polished 50c per dozen net
F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	\$43 00
Boudoir, Nic., Cyco B.B.	40 00
Club, Jap. Cyco Bearing	96 00
Champion, Nickeled Fittings	35 00
Champion, Japanned Fittings	31 00
Elite, Nic., Cyco B.B.	46 00
Grand, Nic., Cyco B.B.	56 00
Grand, Jap., Cyco B.B.	52 00
Grand Rapids, Nic., Cyco B.B.	40 00
Grand Rapids, Jap., Cyco B.B.	36 00
Parlor Queen, Nic., Cyco, B.B.	46 00
Princess, Nic., Cyco B.B.	41 00
Standard, Nickeled Fittings	37 00
Standard, Japanned Fittings	33 00
Universal, Nic., Cyco Bearing	38 00
Universal, Jap., Cyco Bearing	34 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	\$84 00
Household, Jap.	72 00
Superba, Nic.	99 00

F.o.b. factory Niagara Falls, Ont., and other jobbing points in Eastern Canada.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b. Toronto, Hamilton, London.

TACKS

Wire Tacks	60 and 10%
Revised Hardware Tack .....	.....

List adopted Jan. 1, 191660 and 15%

Double pointed tacks.....60 10%

Shoe findings list adopted

July 5, 1917—Net list.

List of Capped Goods

adopted Jan. 1 1916.....60 and 15%

F.o.b. Toronto, Hamilton, Montreal.

London.

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Upright, with rack\$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford

Maple Leaf, Bedford, 17½% discount.

Samson, 12½% discount.

F.o.b. Montreal, Toronto, Hamilton.

London.

TROUGH (EAVE)

O. G. Square head and half round.

Size in girth Per 100 ft.

8 in.....\$ 6 30 15 in.....\$12 50

10 in..... 7 70 18 in..... 16 00

12 in..... 9 10 Net List.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

Victor, No. 1 2 20

Jump, No. 1 2 95

Hawley & Norton, No. 1. 3 45

Newhouse, No. 1. 4 70

F.o.b. Toronto, London, Hamilton.

Montreal.

TWINE (BINDER)

500 ft.\$0 23½

550 ft. 0 25¼

600 ft. 0 26½

650 ft. 0 28

In 5-ton lots ¼c discount from

above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb.....69-72

4-ply, wrapping, lb.....73-76

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen\$23 50

No. 1, per dozen 21 50

No. 2, per dozen 15 40

No. 3, per dozen 15 00

F.o.b. Newmarket

VALVES

Ground work 42%

Compression work, standard... 47

High grade 41

Cushion work 49

Fuller work, standard 45

High grade 85

Basin cocks, No. 0 Standard... 40

High grade 40

Bath cocks 50

Fatway stop and waste cocks, standard 50

High grade 47

Roundway stop and waste cocks, standard 50

High grade 47

Brass steam cocks, standard... 10% advance on list

Radiator valves, standard.... 10

High grade Net

Patent quick opening valves. 30

Globe, angle and check valves, standard Net

Do., Jenkins Disc, 5% advance on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.

Colonial, 33 1-3%.

Imperial Ware, 33 1-3%.

Pearl, 33 1-3%.

Premier, 10%.

Canada Ware, 10%.

Diamond, 10%. White Ware, 50%.

Japanned Ware, list plus 20%.

Japanned Ware, White, list, plus 30%.

Plain and Jap. Sprinklers, list plus 20%.

Stamped Ware, plain, 50%.

Stamped Ware, retinned, 45%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 50%.

Tinners' Trimmings, retinned, 45%.

Tinners' Trimmings, general, list plus 10%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list, plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 50%.

Sheet Iron Ware, list, plus 10%.

Pieced Ware, ordinary, list, plus 30%.

Fry Pans, 40 and 10%.

Spiders, steel, 10%; cast iron, 17½%.

Fire Shovels, Japanned, list, plus 10%.

Steel Sinks, painted, list, plus 10%.

Steel Sinks, galvanized, list plus 15%.

Light Galv. Pails and Tubs, list plus 20%.

Heavy Galv. Pails and Tubs, list, plus 10%.

Garbage Pails, list, plus 10%.

Jap. Coal Hods, list, plus 25%.

Galv. Coal Hods, list, plus 40%.

Paper Lined Boards, 40 and 5%.

Wood Lined Boards, 30 and 10%.

Stove Pipe, patent, per 100, 6 in., \$20.36; 7 in., \$21.83.

Common, made-up, per 100, 5 and 6 in., \$21.00; 7 in., \$23.00.

Polished, made-up, per 100, 5 and 6 in., \$23.00; 7 in., \$25.00.

Stove Pipe Thimbles, 50, 10%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices

per 100 lbs.: ¼ in., \$21.80; 5-16 in., \$18.50; ¾ in., \$16.30; 7-16 in., \$13.55; ½ in., \$13; 9-16 in., \$12.15; ¾ in., \$11.70; 11-16 in., \$11; 13-16 in., \$11.70; 15-16, \$11.70; 17-16 in., \$11.70; 50 lbs. of one size, \$2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

Sectional, 1 lb.

per 100 lbs.....\$5 50 \$5 50 \$5 35

Section, ¼ in.

per 100 lbs..... 5 50 5 50 6 00

Solid, 3 to 30

lbs., per cwt. 3 90 4 00 4 25

WHEELBARROWS

Navy, steel wheel, doz..\$7.50-51.50

Garden steel wheel, doz..\$1.00-75.00

Light garden, doz.....\$7.00-54.00

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs.

No. 9\$6 60

No. 10 6 65

No. 11 6 70

No. 12 6 85

No. 13 6 95

No. 13½ 6 95

No. 14 7 10

No. 15 7 35

Stovepipe Wire

No. 18 9 00

No. 19 9 50

Hay Wire in Coils

No. 13 6 80

No. 14 6 90

No. 15 7 05

No. 16 7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c;

No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire.

10c; spring wire, \$2.50; bright, soft

drawn, 15c; charcoal (extra quality), \$1.25; packed in casks or cases.

15c; bagging and paperings, 10c;

50 and 100-lb. coils, in 25-lb. coils.

15c; in 5 and 10-lb. coils, 25c; in

1-lb. coils, 50c; in ½-lb. coils, 75c;

in ¼-lb. coils, \$1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17.....\$5 00 No. 26....\$ 9 50

No. 18..... 5 50 No. 27..... 10 00

No. 19..... 6 00 No. 28..... 11 00

No. 20..... 6 65 No. 29..... 12 00

No. 21..... 7 00 No. 30..... 13 00

No. 22..... 7 30 No. 31..... 14 00

No. 23..... 7 65 No. 32..... 15 00

No. 24..... 8 00 No. 33..... 16 00

No. 25..... 9 00 No. 34..... 17 00

For prices of fine steel wire add

45% to above list.

Extra net

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25\$3 00

Nos. 26-31 5 00

Nos. 32-34 7 00

Coppered 0 75

Oiling 0 10

In 25-lb. bundles 0 15

In 5 and 10-lb. bundles.... 0 25

In 1-lb. hanks 0 25

In ½-lb. hanks 0 28

In ¼-lb. hanks 0 50

Packed in casks or cases.... 0 15

Bagging or papering..... 0 16

Oiled and Annealed Wire

No. 10\$6 45

No. 11 6 47

No. 12 6 55

Wire Bale Ties

No. 12\$ 7 75

No. 13 6 85

No. 13½ 6 90

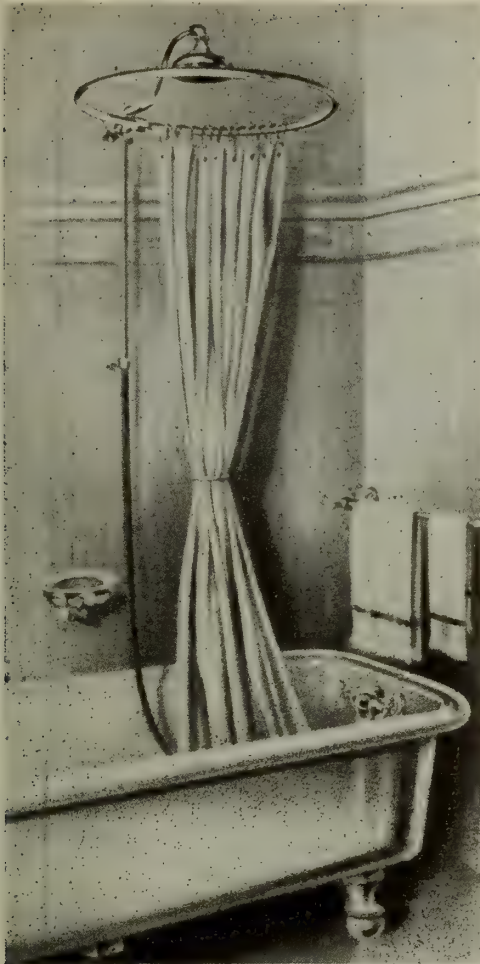
No. 14 7 00

No. 15 7 20

No. 16 7 45

Fence Wire.

Barb\$6.25-6.50



SPECIALIZE on SHOWERS

"EVERY SHOWER'S A BLESSING"

But **EMPIRE** Showers Beat All

WHAT WE SAY

This is a very opportune time to specialize on showers. There is no fixture in a home that would be appreciated these hot days as would a portable shower, and no fixture adds class to a bathroom more than does a shower fixture. No bath tub is complete without a shower.

Every Sanitary Engineer should boost the sales of these fixtures for more reasons than one.

First: Because a shower is necessary all the year round. Second: Because such a fixture completes the average bathroom, and third, because of the fact that no amount of bathing in a bath tub will fill the requirements of the shower.

WHAT A MEDICAL AUTHORITY ONCE SAID

At a meeting of Medical Health Officers, held some time ago, one of them was asked to express his views about plumbing and plumbing fixtures and their relationship to health. He declared that the bath tub was the worst abomination in a home unless fitted with a shower. He further stated that when a person took a bath in the regular way, and no shower was available, that that person would be no cleaner than the water in the bath tub. This same gentleman brought pressure to bear upon a number of men which resulted in a certain club building being equipped entirely with showers only.

Empire Manufacturing Co., Limited
LONDON TORONTO

VOLPEEK
MENDS HOLES in
POTS & PANS

Get a Share of the
Vol-Peek Demand
Vol-Peek is a splendid little
specialty that enables every
housewife to mend leaky pots,
pans, etc., quickly and easily
and without the aid of any tools.
At a cost of about ½ cent a
mend!
Show Vol-Peek on your sales
counter. There's a good profit
on every sale and Vol-Peek al-
ways satisfies.
At your wholesaler or from us
direct.

H. NAGLE & CO.
Box 2024 - - Montreal

fifteen cents



Octagon Assortments

The economy and beauty of aluminum ware appeals more to-day than ever before. Housewives are coming to realize that the slight extra cost is justified by longer wear and greater cooking efficiency.



ANOTHER
MEHASCO
MESSAGE

10

The Octagon Shapes are particularly attractive and sought after at the present time. They are made of the very best pure aluminum and are highly polished. Write us for our special proposition on this line.

Merchants Hardware Specialties

CALGARY

Limited

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, \$8.60 for 100 lbs.; 5-lb. packages, \$8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1, \$1.50-\$2.00
Banana oil, gal. 3.50-7.00
F.o.b. Montreal, Toronto.

BLUE STONE Montreal Toronto
Per lb. 13-14 14-16

BRUSHES

Acme, 15 lbs. each. \$2 25
Acme, 20 lbs., each. 2 75
Acme, 25 lbs. each. 3 25
F.o.b. Toronto.

COATING

Cement Coating \$3 00 \$3 75
F.o.b. Montreal, Toronto

COLORS (DRY)

Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs. 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs. 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs. 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs. 0 15
Imp. green, 100 lb. kegs. 0 25
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k. 0 12
Indian red, 100-lb. kegs. 0 15
Indian red, No. 1, 100 lb. k. 0 06
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02½
Drop black, pure dry. 0 15
Golden ochre, 100 lb. kegs. 0 06½
White ochre, 100 lb. kegs. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 0 03½
French ochre, barrels 0 06
Spruce ochre, 100-lb. kegs. 7-8c
Canadian red oxide, bbls. 2-2½
Suer magnetic red. 2½-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—
Venetian red 0 21
Indian red 0 30
Chrome yellow, pure 0 53
Golden ochre, pure 30-32
French spruce ochre, pure. 25-28
Greens, pure 28-35
Siennas 0 32
Umbers 0 32
Ultramarine blue 0 52
Prussian blue 1 50
Chinese blue 1 50
Drop black 0 30
Ivory black 0 31
Signwriters' black, pure 0 40
Lampblack 0 40
Marine black, 5 lb. irons. 0 20
F.o.b. Montreal, Toronto.

GLUE

Brantford All Round Glue—
Case No. 7—50-lb. pkgs. \$28 00
Case No. 8—100 ½-lb. pkgs. 31 00
Case No. 9—200 ¼-lb. pkgs. 38 00
Discount.

French medal (prices withdrawn)
English common sheet. 32-34
English prima 35-38
White pigfoot 0 50
Cake bone, 112-lb. bags. 0 35
Hide, 112-lb. bags 0 45
Gelatin, 112-lb. bags. 45-60
Ground glues, 112-lb. bags.
No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags. 24

GLASS Single Double
Per 100 ft. Thick Thick
Under 25 \$16 80 \$22 90
26 to 34 17 60 24 85
35 to 40 18 35 26 40
41 to 50 23 50 30 00
51 to 60 24 60 30 80
61 to 70 26 50 32 70
71 to 80 29 70 35 40
81 to 85 45 45
86 to 90 48 85
91 to 94 49 80
95 to 100 58 55

101 to 105 65 35
106 to 110 78 10
Discount box glass, 25%.
Cut lights, 5-10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Sq. foot
Plates up to 1 foot, each \$0 80
Plates from 1 to 2 feet, each 0 90
" 2 to 3 " 0 95
" 3 to 4 " 1 15
" 4 to 5 " 1 35
" 5 to 7 " 1 50
" 7 to 10 " 1 70
" 10 to 12 " 1 75
" 12 to 15 " 1 85
" 15 to 25 " 1 95
" 25 to 50 " 2 15
" 50 to 75 " 2 20
" 75 to 90 " 2 25
" 90 to 100 " 2 30
" 100 to 120 " 2 60
" 120 to 140 " 2 90

Plates 101 to 110 wide containing not over 100 ft. each. 3 00
Plates 111 to 120 wide containing not over 100 ft., each. 3 40
Plates 101 to 110 wide containing over 100 ft., each. 3 40
Plates 111 to 120 wide containing over 100 ft., each. 3 75
Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, \$1.56-\$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.
LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots.
Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 15c advance per 100 lbs. F.o.b. London and Windsor, 30c per 100 lbs. F.o.b. Toronto and Hamilton, 25c per 100 lbs. F.o.b. Fort William and Port Arthur, 40c per 100 lbs.
Maritime differential 30c per 100 lbs. over Montreal.

Montreal Toronto
Anchor, Pure \$17 00 \$17 25
Crown Diamond 17 00 17 25
Crown, pure 17 00 17 25
Green Seal 17 00 17 25
Ramsay's Pure 17 00 17 25
Moore's Pure 17 00 17 25
Tiger, Pure 17 00 17 25
O.P.W. Dec. Pure. 17 00 17 25
Red Seal 17 00 17 25
Decorators' Pure 17 00 17 25
O.P.W. English 17 20 17 45
Elephant Genuine 17 50 17 75
R.B. Genuine Lead, less than tons, \$19.15 Toronto; \$18.90 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound
casks, per cwt. \$14 00 \$14 50
Genuine, 100-pound
kegs, per cwt. 14 75 15 50
Less quantity 16 00 17 00
F.o.b. Montreal, Toronto.

LEAD, ARSENATE

Pound Pound
Barrels, 600 lbs. 0 24½
Half bbls., 300 lbs. 0 24½
100s 0 45 0 25
50s 0 45½ 0 25½
25s 0 46 0 26
10s 0 47½
5s 0 49½ 0 29½
2s 0 31
1s 0 52 0 32½
F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., \$8.40; white, 5-lb. packages, \$7.80.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon
Elephant, white 3 95
Elephant, colors 3 55
R.H. English, white 4 05
B.H. English, colors 3 80
B.H. Floor 3 15

B.H. Porch Floor 3 80
Minerva, white 3 85
Minerva, colors 3 75
Crown Diamond, white 3 80
Crown Diamond, colors 3 55
Crown Diamond, floor 3 05
B.H. Fresconette, white 3 35
B.H. Fresconette, colors 3 25
Moore's House Colors, white. 3 75
Moore's House Colors, colors. 3 65
Moore's Egyptian Paint, all colors 3 00
Moore's Floor Paint 3 00
Moore's Sani-Flat 3 00
Jamieson's Crown Anchor 3 30
Mooramel 6 50
C.P.C. Pure, white 4 05
C.P.C. Pure, colors 3 80
O.P.W. Canada Brand, white 3 95
O.P.W. Canada Brand, colors 3 50
O.P.W. Canada Brand, floor. 3 05
O.P.W. Flat Wall, white. 3 30
O.P.W. Flat Wall, colors. 3 10
Ramsay's Pure, white 3 90
Ramsay's Pure, colors 3 60
Martin-Senour, 100%, white. 4 05
Martin-Senour, 100%, colors. 3 80
Martin-Senour, Porch Paint. 3 80
Martin-Senour, Neutone, white. 3 35
Martin-Senour, Neutone, colors. 3 25
Senour's Floor Paint 1 15
Sherwin-Williams, white 4 05
Sherwin-Williams, colors 3 80
Flat Tone, white 3 35
Flat Tone, colors 3 25
Low Bros. H.S., white. 4 05
Low Bros. H.S., colors. 3 80
Mellotone, white 3 50
Mellotone, colors 3 35
Sanitone, white 3 35
Maple Leaf, white. 3 80
Maple Leaf, white 4 05
Maple Leaf, colors 3 80
Maple Leaf, floor 3 25
Percy's Prepared, colors 3 15
Percy's Prepared, white 3 50
F.o.b. Montreal, Toronto.

PARIS GREEN C.P. Berger's and Munro's
Per lb.

In barrels, about 600 lbs. 0 60¼ 0 61
In arsenic wags, 250 In 50 lb. and 100 lb. drums 0 61¼ 0 62
In 25 lb. drums. 0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case. 0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case 0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case 0 66¼ 0 67
Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY Montreal Toronto
Standard Less than tons
Bulk, in casks \$4 35 4 70
Bulk, 100-lb. drums 5 20 5 45-5 55
Bulk 25-lb. drums. 5 20 5 55
Bulk, 12½-lb. irons 5 20 5 80
Bladder, in bbls. 5 20 5 80
Ton lots standard are 20c per hundred pounds less.

Pure Putty, \$2 cwt. advance.
London and Hamilton prices same as Toronto.

ROSIN

Barrels, 100 lbs. \$5 90 \$6 90
Kegs, 100 lbs. 7 00
Less, per lb. 0 06½ 0 08

SHELLAC

Pure White, gal. \$4 75-\$4 90
Pure Orange, gal. 4 50
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 3 00
B.H. Vanisher \$2 75
Cumoff 3 00
Takof 3 25
O.P.W. Presto 3 00
Lingerwett 2 80-3 25
Solve 3 00
F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

Liquid Slating, B.B. \$2 20 Gal.

VARNISHES

Per gal. cans
No. 1 Furniture, extra, barrels, \$1.10-\$1.21 gal.; gal. tins \$1.82-\$1.46
B.H. Stovepipe Varnish, ½ pints, per dozen 1 64
Depend-on, list 3 25
B.H. Maritime Spar, list. 7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%
Elastilite 2 90
Graniline Floor Finish 2 90
Hydrox Spar 3 65
Sun Varnish 2 60
Sun Spar 4 63
Sun Waterproof Floor. 3 40
Jasperite Interior and Exterior 2 65
Jasperite Pale Hard Oil 1 90
Jasperite Indestructo Floor Finish 2 65
Jamieson's Copaline 3 02
M-S Marble-It Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 86
Elastic Interior 2 64
Mar-not 3 52
Quick Action House 2 47
Rexspar 4 62
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing 3 85
Kyanize Interior 3 85
Luxberry light 3 80
Luxberry granite 3 52
Luxberry spar 4 95
Ramsay's Universal 2 64
F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls. 0 13¼
Opalite, 100 lb. kegs. 0 14
1 gal. packages, per pkg. 0 75
½ gal. package, per pkg. 0 40
Coralite, 5-lb. pkgs., white 0 07
Coralite, 5-lb. pkgs., colors 0 07½
B.H. Frescote, 5 lbs. white, \$6.50; colors 7 00
F.o.b. Montreal, Toronto

WASTE

Cream, Polishing \$0 21

WHITE

XXX 0 20
XX 0 18
X 0 17
XC 0 16
Japanese 0 15
XXX Extra 0 21
X Grand 0 19½
XLCR 0 18½
X Empire 0 17½
X Press 0 16

COLORS

No. 5 15
No. 1 14
No. 7 13
No. 1A 11½
No. 1B 10½
Fancy 16½
Lion 15
Standard 13½
Popular 12
Keen 10½
Above lines subject to trade discount for quantity.

WAX

Per lb.
C. & B. Floor Wax \$0 35
B.H. Wax 0 35
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax 0 40
Anchor 0 38
O.P.W. Lion Brand 0 35
Old English 0 53
Johnsons 0 57
Jamieson's liquid wax, gal. 2 75
Gold Medal 0 42
Edwards, lb. 0 40
Ramsay's 0 40
S. & W. 0 40
F.o.b. Montreal and Toronto

WHITING

Plain, in bbls. \$2 50
F.o.b. Montreal, Toronto, London
Gilders, bolted, in bbls. 3 00
WOOD ALCOHOL per gal.
In five gallons. \$1.80-\$1.90
In barrels 1 79
\$4 extra for barrels
F.o.b. Montreal, Toronto, London.

Improved Patent Flush
Handle



For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

CHESTERMAN'S MEASURING TAPES

Linen, Metallic
and Steel

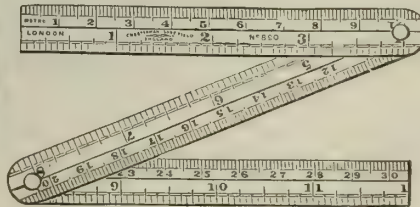
TRADE



MARKS

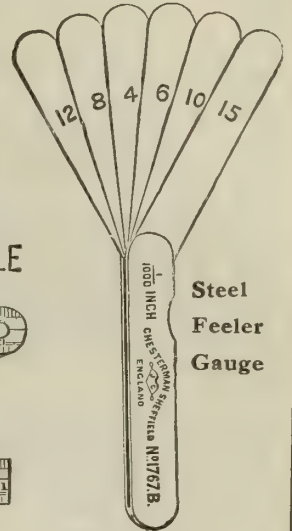


TREBLE



Steel Rules, Gauges, etc.

Engineers' Small
Tools



Steel
Feeler
Gauge

RED
S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Mention This Paper When Writing Advertisers

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$17.20; chilled, \$18.70; buckshot, \$18.00; ball, \$18.40.

Dominion Metallics—B.B. Caps, \$2.80; C.B. Caps, \$3.50; 22 Short Black or Lesmok, \$4; 22 Long Black or Lesmok, \$4.80; 22 Short Smokeless, \$4.50; 22 Long Smokeless, \$6; 22 Long Rifle Black, \$5.60; 22 Long Rifle Smokeless, \$7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, \$3.06; C.B. Caps, \$3.85; 22 Short Black, \$4.35; 22 Long Black, \$5.25; 22 Long Rifle Black, \$7.70; 22 Short Smokeless, \$4.69; 22 Long Smokeless, \$6.55; 22 Long Rifle Smokeless, \$7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., \$31; Sovereign Smokeless, 12 ga., \$38; Regal Smokeless, 12 ga., \$38; Nitro Club Smokeless, 12 ga., \$41; Canuck Smokeless, 12 ga., \$41 per M. net. Empty Paper Shot Shells, \$14 per M.; Empty Brass Shot Shells, \$6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit\$14 50 \$20 00
Double Bit 16 50 21 50
Broad axes 32 00 35 00

AUGER BITS

Standard List Prices per Dozen
3/16.....\$6 00 18/16.....\$12 00
4..... 5 00 19..... 14 00
5..... 5 00 20..... 14 00
6..... 5 00 21..... 16 00
7..... 5 00 22..... 16 00
8..... 5 00 23..... 18 00
9..... 6 00 24..... 18 00
10..... 6 00 25..... 21 00
11..... 7 00 26..... 21 00
12..... 7 00 27..... 24 00
13..... 8 25 28..... 24 00
14..... 8 25 29..... 27 00
15..... 9 50 30..... 27 00
16..... 9 50 31..... 30 00
17..... 12 00 32..... 30 00
Discounts from standard list prices
Irwin10%
Gilmour 45%

BARS, CROW. \$10.25 per 100 lbs.

BAR IRON

Bar iron.—\$5.50 base; Swedish iron, \$5.25; sleigh shoe steel, \$5.80; spring steel, \$6.50; machinery steel, \$8.00; tool steel, octagon, 100 lbs., \$13.

BELTING

Rubber, 6 in. and under, 25-2 1/2%; over 6 in., 20%.
Agricultural or No. 1 leather belting, 3 7/8% off list.
Standard, 30% off list. 25% extra.
The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, \$1.65 per lb.; cut, \$1.85 per lb.; rawhide, sides, \$1.60; cut, \$1.80.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, 3/4 and smaller, 5%; 7-16 and larger, 5% on list; machine, 3/4 and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to 3/4 and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, \$1.10 to \$1.60 per roll, according to quality; plain, 80c to \$1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

Per pr.
2 1/2 x 2 1/2 in. 35
3 x 3 in. 37
3 1/2 x 3 1/2 in. 38
4 x 4 in. 47
4 1/2 x 4 1/2 in. 68
5 x 5 in. 80

Wrought Steel—

No. 840Net list
No. 800 5% on list
No. 838 Net list
No. 8045% off list

CHAIN

Coil, 3-16 in., \$18.40; 1/4, \$16.00; 5-16 in., \$13.60; 3/8, \$12.40; 7-16, \$12.20; 1/2, \$12.00; 9-16, \$12.00; 5/8, \$11.75; 3/4, \$11.50; 1 in., \$11.25; Logging, 5-16 in., \$15.40; 3/4, \$14.20; 1/2, \$13.80; tie-out, 4 7/8%.

CHURNS

Barrel, No. 0, \$7.20; No. 1, \$7.20. No. 2, \$8; No. 3, \$8.80; No. 4, \$10.40 each.

CLEVISSES, MALL. 15c per lb.

CLOCKS—Alarm

Each
Big Ben\$2 90
Baby Ben 2 90
America 1 25
Lookout 1 50
Sleepmeter 1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks
8, 9, 10 72c lb.

DRILLS

Bit stock, 35%; Blacksmith, 1/2 in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., \$6.85; 10 in., \$7.60; 12 in., \$8.95. Conductor pipe, 2 in., per 100 ft., \$8; 3 in., \$9.65; 4 in., \$12.75.

ENAMELWARE

See Wares.

FILES

GlobeDiscount 45%
Nicholson Gen.Discount 30%

FITTINGS

Malleable
Class A 60%
Class B and C, off new list 60-10%
Bushings 10%
Unions 25%
Nipples 4" and under ... 40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, \$3.40 each; 5-lb. jugs, \$1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW Single Double

Up to 25 in.\$14 00 \$18 50
26 to 40 15 00 21 00
41 to 50 18 50 23 75
51 to 60 19 50 24 25
61 to 70 20 50 25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

Doz.
Short Pattern\$1 10
Cold Blast, regular 1 00

GRINDSTONES

Per 100 lbs., \$2.75.
Mounted on steel frames, \$5.00 to \$6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.
Corrugated Strap Hinges—4, \$1.70; 5, \$2.10; 6, \$2.85; 8, \$4.60; 10, \$7; 12, \$10.75.

Corrugated Tee Hinges—4, \$1.90; 5, \$2.55; 6, \$3.25; 8, \$5.65; 10, \$8.75; 12, \$12.40.

HORSESHOES

Iron, No. 1 to 1, \$7.85; No. 2 and larger, \$7.60; snowshoes, No. 0 to No. 1, \$8.10; No. 2 and larger, \$7.85; steel, No. 0 to 1, \$8.30; No. 2 and larger, \$8.05; featherweight, \$9.45.

IRON, GALVANIZED

Apollo and "Fleur Premier de Lis"
10 1/2 oz. or 28 Eng...\$11 70 \$11 70
28 Am. or 26 Eng... 11 40 11 40
26 Am. or 26 special 11 10 11 10
24 10 95 10 95
22 10 95 10 95
13 and 20 10 80 10 80
16 Am. 10 65 10 65

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.
Mrs. Pott's No. 55, set.....\$2 10
Mrs. Pott's No. 50, set..... 2 25
Mrs. Pott's common sad iron handles, \$1.60 dozen. Mrs. Pott's improved, \$2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

Doz.
Heath's\$12 50
Lightning 12 50

LAMP CHIMNEYS

A. per case 8 doz., \$7.80 per doz., \$1.05; B. per case 6 doz., \$6.50; per doz., \$1.15.

LANTERNS

No 2, plain\$13 00
No. 25, Dash-board 17 50
Short Globe, doz. 13 00

LEAD PIPE, \$14.40.

LEAD WASTE, \$15.40.

LATCHES—THUMB, STEEL

Doz.
2\$2 10
3 2 80
4 4 90
Barn Door
5 2 80
8 3 00
9 5 20

LINSEED OIL

See weekly report.

MACHINES—WASHING

Each
Dowsell\$ 5 65
New Century B 11 65
New Idea 13 00
Snowball 9 75

MATTOCKS

Pick, \$12.60; cutter, \$12.60.

MOPS

Doz.
O'Cedar Polish, No. 1\$12 00
O'Cedar Polish, No. 3 12 00
Self-Wringing 5 25

MOWERS—LAWN

14 in. 16 in.
Woodyatt\$7 75 \$8 25
Empress 10 00 10 60
Daisy 6 15
Star 7 00 7 50

NAILS

Wire, f.o.b. Fort William, \$5.80 base; Winnipeg, \$6.25 base. Cut f.o.b. Winnipeg, \$6.55.

NETTING—POULTRY

Net Prices Per Roll
1 in. mesh x 24 in.\$5 95
30 in. 7 20
36 in. 8 50
2 in. mesh x 24 in. 2 90
30 in. 3 40
36 in. 4 05
48 in. 5 25
60 in. 6 55
72 in. 7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., \$4.15; 36 in., \$5.30; 48 in., \$6.25; 60 in., \$7.40; 72 in., \$8.40.

NUTS

Square, small lots, blank, 4 1/2c tapped, 4 3/4c advance on list; Hexagon, small lots, blank, 4 3/4c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 37 1/2c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 37c; Family safety coal oil, 24 1/2c; "Engoline" engine oil, 20 1/2c; Summer black oil, 22 1/2c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 20c; Standard gas engine oil, 48c; Prairie Harvester oil, 49 1/2c.

PAINTS

Stephens' Out White, \$3.95; Stephens' House, \$3.85; Stephens' Floor, \$3.30; Silkstone, \$3.15; Stephens' Barn Paint, \$1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 8c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, \$2.50; less than barrels, \$3.50; American vermilion, 20c; English vermilion, \$3 per lb.; Canadian metallic oxides, barrel lots, 3 1/2c; English purple oxide, in casks, 3 1/2c; less quantities, 4c per lb. Red lead, kegs, \$19; less quantities, 20c.

PICK, Clay, 6-7, \$12.25 per doz.

POLISH—

O-Cedar— Doz.
4 oz.\$2 00
12 oz. 4 00
1 quart 10 00
1/2 gal. 16 00
1 gal. 24 00

Liquid Veneer—

4 oz. 2 00
12 oz. 4 00
1 quart 8 40
1/2 gal. 14 40
(Continued on second page.)

*A Sales Pulling
Wall Finish Pe-
culiarly Adapted
to Use on Plaster
Walls and Ceil-
ings.*



Stephens

SILKSTONE

FLAT WALL FINISH

So many people, when you speak of wall coatings, think of kalsomine and other distemper colours. Naturally they don't like the idea of mucking and splashing around with a big brush in a thin fluid that flies everywhere and spots everything.

We can send you a booklet on Silkstone, and in handing it out we would suggest your drawing attention to the fact that Silkstone goes on just like paint.

Are you already a Stephens Paint Agent? If not we'd like to show you how it will pay to represent us.

G. F. STEPHENS & CO.
LIMITED

WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	\$ 6 25	\$ 8 53
⅜ inch	6 30	8 66
½ inch	8 25	9 80
¾ inch	10 20	12 60
1 inch	15 00	18 75
1¼ inch	20 50	25 30
1½ inch	24 50	30 00
2 inch	32 75	40 50
2½ inch	52 50	64 70
3 inch	68 70	85 00
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., \$4.50.

PLATES, CANADA

18 x 21 per box, half polish, \$11; full polished \$12.50; 18 x 24, half polished, \$11; full polished, \$12.50; 20 x 28, half polished, \$11; full polished, \$12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., \$3 55 per dozen.

PUTTY

100-lb. irons \$5 70
25-lb. irons, per cwt. 6 30
1½-lb. tins 0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¼c base; British Manila, 33¼c base; lath yarn, 28¼c base; African hemp, 33¼c base; cotton rope, ¼ and over, 65c lb.

Tarred Marline Hanks, per lb., 60c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	\$0 38	\$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, \$10.00; Watch Spring, \$10.40; Lance Tooth or Lightning Blades, \$10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%

SCYTHES—

Doz.

Bramble	\$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

Doz.

Grand Rapids, Nic.	\$ 87 00
Household, Jap.	75 00
Superba, Nic.	102 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	\$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., \$13.50 per doz.; D.H. Rd. Pt., \$13.50 per doz.; L.H. Sqr Pt., \$13.50; L.H. Rd. Pt., \$13.50; Bulldog and Jones, D.H., Rd. Pt., \$15.50; D.H. Sqr. Pt., \$15.50; L.H., Rd. Pt., \$15.50; L.H., Sqr. Pt., \$15.50; L.H., Rd. Pt., \$15.50; Black Cat and Crescent Scoops—No. 4, \$17.00 doz.; No. 6, \$17.50; No. 8, \$18.00; No. 10, \$18.50; Moose & Jones Scoops, No. 4, \$18.25; No. 6, \$18.75; No. 8, \$19.25; No. 10, \$19.75.

SOLDER. Per pound, 66 to 67.

SPIKES

Pressed, ¼ in., \$8.30; 5-16, \$7.95; ¾, \$7.75; ½, \$7.55.

STAPLES

Bright wire, per cwt., \$5.85 at Fort William, \$6.25 Winnipeg; galvanized staples, \$6.65 Fort William \$7.05, Winnipeg.

STEEL

Sleighshoe, \$5.80 base per cwt.; plow, common, \$6.50; crucible plow, \$7.50; angle, \$5.35; harrow, \$5.50 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, \$7.50; machine, \$8.00 base; tire, \$5.60. Mid, 3-16, ¼, 5-16, \$8.00 base; other sizes \$5.75 base. Band Steel, \$5.75 base.

STEEL HOOPS

½ in., \$9.75; ¾ in., \$9.50; 1 in., \$8.75; 1½ in., \$8.50; 2 in., \$8.50; 1¼ in., \$8.50; 1½ in., \$8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	\$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.X.	40 00
Terne plates	24 00

TRAPS, GAME—

Doz.

	Victor	H.&N.	Jump
No. 0	\$1 95	.....	.....
No. 1	2 30	\$3 60	\$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	.....

TUBS—

Wood Fibre

No. 0	\$21 35	\$23 80
No. 1	18 80	20 45
No. 2	16 40	16 95
No. 3	14 00	14 45

TURPENTINE

See weekly report.

TWINE (WRAPPING)

Lb.

Cotton, 4-ply	0 72
Cotton, 3-ply	0 68

Dozen

VARNISHES

Stephens Luminette, gal., \$2 20
Stephens Exalite, gal., \$3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.
Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

White ware, 40, 10% discount.
Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, \$17.75; less than ton lots, \$18.10.

WIRE, BARB

Lyman, 4-point, \$4.95 f.o.b. Fort William, \$5.25 Winnipeg; Glidden Cattle, 2-pt., \$4.80 Fort William. \$5.10 Winnipeg; Baker 2-pt., \$4.75 Ft. William, \$5.05 Winnipeg; plain twist, cwt., Ft. William, \$4.95; Winnipeg, \$5.25 spool; plain galvanized, Ft. William, No. 9, \$5.65; No. 12, \$5.85; Winnipeg, No. 9, \$6.05; No. 12, \$6.25; coil spring, Ft. William, No. 9, \$5.70; No. 12, \$5.95; Winnipeg, No. 9, \$6.10; No. 12, \$6.35.

Patented screen in 100-ft. rolls \$3.50 per hundred sq. ft.; in 50-ft. rolls, \$3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, shagle loop, \$7.65 Winnipeg; \$7.25 Ft. William.

Brass snare wire, per lb., 80c

WIRE ANNEALED

No. 9, \$6.75; 10, \$6.80; 12, \$6.95; 14, \$7.15; 15, \$7.25; 16, \$7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	\$ 6 50
8 in.	7 80
10 in.	9 10
12 in.	11 70
15 in.	15 60

Perfect Handle—

6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	\$1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45

Trim—

10 in.	\$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Dozen

Always Ready—	Black	N.P.
No. 1	\$4 20	\$4 50
No. 2	5 75	6 00

WRINGERS

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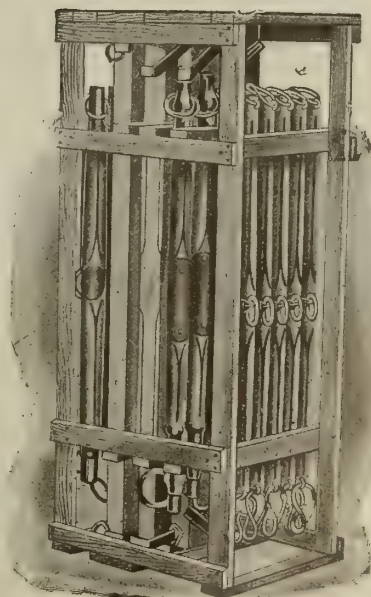
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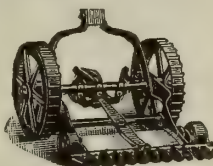
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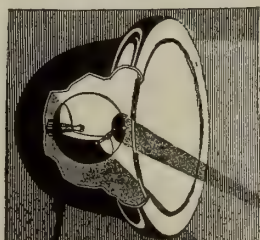
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- Dynamite**
Du Pont American Industries, Wilmington, Del.
- Dry Cells**
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.
- Eavetrough**
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Egg Beaters**
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.
- Egg Cases**
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.
- Egg Case Fillers**
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.
- Ejectors and Syphons**
Jas. Morrison Brass Mfg. Co., Toronto.
- Elbows**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Electric Bells**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
- Electric Fans**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.
- Electric Fixtures**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.
- Electric Grates**
Great West Electric Co., Ltd., Winnipeg, Man.
Toronto Lock Mfg. Co., Toronto.
- Electric Materials**
A. G. Martin, Ottawa, Ont.
- Electric Plates**
Louis McLain Co., Ltd., Winnipeg, Man.
- Electric Specialties**
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.
- Electrical Toys**
A. C. Gilbert Co., New Haven, Conn.
- Electro-plating**
Toronto Lock Mfg. Co., Toronto.
- Enamels**
Boston Varnish Co., Everett Station, Boston, Mass.
- Enamelled Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
E. T. Wright Co., Hamilton, Can.
- Engines**
Cushman Motor Works, Ltd., Winnipeg, Man.
- Emery Glass and Papers**
John Oakley & Sons, London, Eng.
- Emery (Grain and Sheets)**
DesRochers, Ltd., Montreal, P.Q.
- Eveners**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.
- Expansion Tanks**
Pease Foundry Co., Ltd., Toronto.
- Explosives**
Du Pont Powder Co., Wilmington, Del.
- Escutcheon Pins**
Parmenter & Bulloch Co., Ltd., Garanoque, Ont.
- Extinguishers, Fire**
Booth-Coulter Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
- Fanlight Openers**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
- Fanning Mills**
Cushman Motor Works, Ltd., Winnipeg, Man.
- Fasteners, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
- Farm Lighting Outfits**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.
- Faucets, Petroleum**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Feed Boxes**
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.
- Feed Cookers**
Wheeler & Bain, Toronto.
James Bros. Co., Perth.
- Felts (Tarred and Carpet)**
McArthur & Co., Alex., Montreal, Que.
- Fencing and Gates**
Banwell-Horle Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.
- Ferrules, Brass, Iron and Lead**
Empire Mfg. Co., London, Ont.
- Fibre Ware**
E. B. Eddy Co., Hull, Que.
- Files**
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Diston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.
- Fillers**
Boston Varnish Co., Everett Station, Boston, Mass.

How About Tractor Lubricants?

Polarine

FRICTION REDUCING MOTOR OIL

Makes a Good Car Better

Makes a Good Tractor Better

Polarine undoubtedly is one of your fastest moving lines, even though you sell only to the car and motor truck operators. There are more than 200,000 of these in Canada, and they form a very valuable class of customer.

But there is a lot of other Polarine business to be had. How about the tractor trade? Are you getting your share? Farmers are prosperous—tractor owners especially so. Most of them are confirmed Polarine users and they require and will buy many other things besides Polarine when they come to your store.

Tractor owners as well as car and motor truck owners know the

merits of Polarine. There is not a better lubricating line made, and Polarine is the most liberally and the most consistently advertised line in Canada.

Be sure you have in stock the complete Polarine line. Be sure, too, that you get your full share of the tractor trade as well as auto and motor truck trade. There is 33 1-3 per cent. more of profit in every Polarine sale you make.

Polarine is made in two grades—Polarine and Polarine heavy. It is sold in convenient sealed half-gallon, gallon, and four-gallon cans, in 12½-gallon steel kegs, barrels and half-barrels.

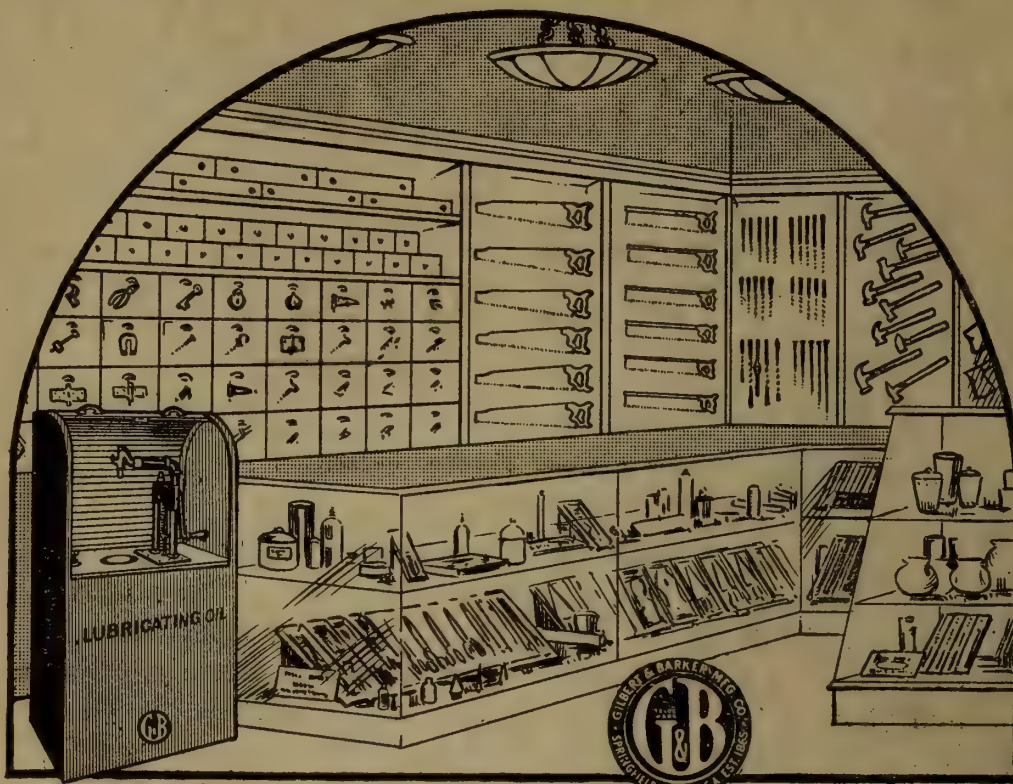
Read our new booklet—"Polarine for Automobile Lubrication," carefully. If you have not written for your copy, please write us at once, Imperial Oil Building, 56 Church Street, Toronto.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of Gargoyle Mobiloils in Canada

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G & B. T-231 Roll Top
Cabinet-height 55in.

Keep Profits In --- Shut Waste Out In Your Motor Oil Trade

Your motor oil profits can't drip away when you have a Gilbert and Barker T-231 Roll-Top Cabinet to handle the oil.

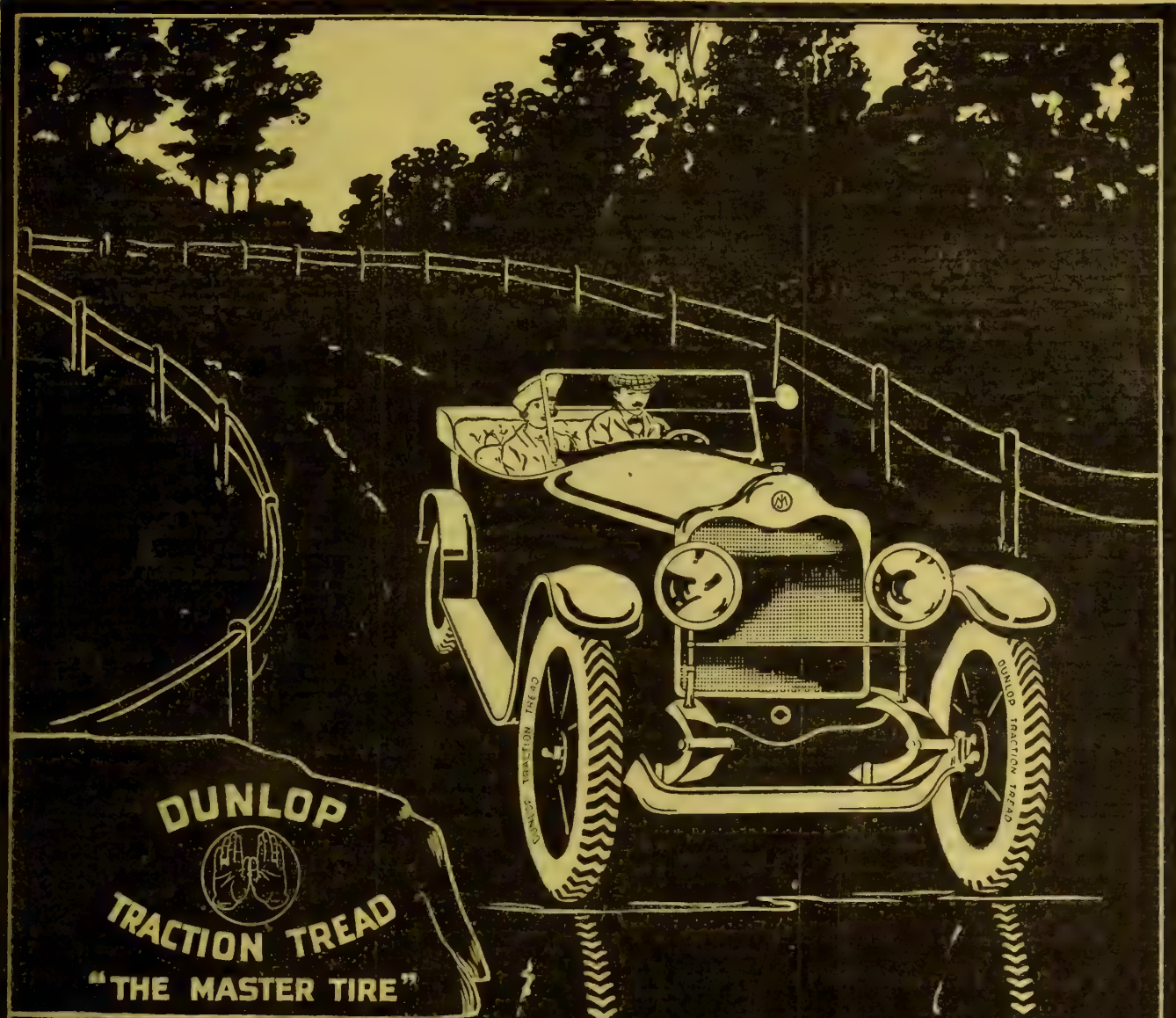
Leak-proof, dust-proof, dirt and fire-proof, it pays for itself by eliminating waste. And it's a time-saver, too; enables you to serve the trade with absolutely clean oil quickly as well as conveniently. This measuring pump gives a quart or less, as desired. The outfit is made in one and two-barrel sizes.

Dealers who need larger-capacity equipment will find a battery of G. & B. tanks suitable. Made in a variety of sizes and styles for oils, paints, varnishes, etc.

Gilbert & Barker Gasoline Pumps and Storage Systems give economical, safe and convenient handling of gasoline.

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IMPERIAL OIL LIMITED
*Canadian Distributors of Gilbert & Barker Gasoline and
Lubricating Storage Outfits*
BRANCHES IN ALL CITIES



*Reflections
of
Quality*

THE BUYERS' GUIDE

Fire Arms

Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings

Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies

Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Furnaces

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Merchants Hardware Specialties, Ltd., Calgary.

Flashlights, Electric

Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Metal Specialties Mfg. Co., Chicago.

Northern Electric Co., Montreal.

Spielmann Agencies, Montreal.

Flatware

Canadian Wm. A. Rogers, Toronto.

Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers

F. W. Lamplough & Co., Montreal.

Landers, Fry & Clark, New Britain, Conn.

Merchants Hardware Specialties, Ltd., Calgary.

Force Cups

Canadian Consolidated Rubber Co., Toronto.

Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties

Benjamin Electric Co., Toronto.

Forges, Blacksmiths'

Can. Blower & Forge Co., Ltd., The, Kitchener.

Funnels

Thos. Davidson Mfg. Co., Ltd., Montreal.

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Fixtures, Store

Milbrat Mfg. Co., St. Louis, Mo.

Furnaces

Canada Foundries & Forgings, Brockville.

Enterprise Mfg. Co., Sackville, N.B.

Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hall Zeyd Foundry Co., Ltd., Hespeles, Ont.

Merchants Hardware Specialties, Ltd., Calgary.

Fruit Jars

Dominion Glass Co., Ltd., Montreal.

Walter Woods & Co., Hamilton.

Furniture Polish

Canada Paint Co., Montreal.

Sherwin-Williams Co., Montreal.

Channell Chemical Co., Toronto.

Fuse Wire

Canada Metal Co., Ltd., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands

Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double

Chicago Spring Butt Co., Chicago, Ill.

Toronto Lock Mfg. Co., Toronto.

Flint Cloths

John Oakley & Sons, London, Eng.

Galvanized Steel Sheets

Dominion Sheet Metal Co., Ltd., Hamilton.

A. C. Leslie & Co., Montreal.

Pedlar People Ltd., Oshawa, Ont.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Garden Cultivators and Weeders

J. E. Gilson Co., Port Washington, Wis.

C. S. Norcross & Sons, Bushnell, Ill.

Erie Iron Works, St. Thomas, Ont.

Eureka Planter Co., Woodstock.

Garage Hardware

Allith Mfg. Co., Ltd., Hamilton, Ont.

Canada Steel Goods Co., Hamilton, Can.

National Mfg. Co., Sterling, Ill.

Richards Wilcox Canadian Co., London, Ont.

The Stanley Works, New Britain, Conn.

Garbage Cans

Thos. Davidson Mfg. Co., Ltd., Montreal.

J. Samuels, Toronto.

Soren Bros., Toronto.

Galvanized Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.

Sheet Metal Products Co. of Canada, Toronto.

Galvanizing

Thos. Davidson Mfg. Co., Ltd., Montreal.

Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices

Metallic Roofing Co., Toronto and Winnipeg.

Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe

Canada Metal Co., Ltd., Toronto.

Generators

Canadian General Electric Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars

Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters

Empire Mfg. Co., London and Toronto

Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline

Imperial Oil Co., Toronto.

Prairie City Oil Co., Winnipeg.

Gauges

L. S. Starrett Co., Athol, Mass.

Stanley Rule & Level Co., New Britain, Conn.

Wells Bros. Co. of Canada, Galt.

Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glassware

Leeks & Potts, Hamilton, Ont.

Glass, Window, Plate, Ornamental

Leeks & Potts, Hamilton, Can.

Toronto Plate Glass Importing Co., Toronto.

G. F. Stephens Co., Winnipeg.

Glue Pots, Electric

Superior Electric, Ltd., Pembroke, Ont.

Blue, Sheet and Ground

Canada Glass Co., Brantford, Ont.

R. C. Jamieson & Co., Montreal.

A. Ramsey & Son Co., Montreal.

Glass Cutters

Goodell-Pratt Co., Greenfield, Mass.

Glass Benders

Toronto Plate Glass Importing Co., Toronto.

Glassers' Diamonds

Cushman Motor Works, Ltd., Winnipeg, Man.

A. Ramsey, Son & Co., Montreal, Que.

Sharrett & Newth, London, Eng.

A. Shaw & Son, London, Eng.

Gloves

Hamilton-Carhartt Co., Toronto.

Granaries, Portable, Metallic

Pedlar People Ltd., Oshawa, Ont.

Metallic Roofing Co., Toronto and Winnipeg.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases

Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power

American Grinder Mfg. Co., Milwaukee, Wis.

The Carborundum Co., Niagara Falls, N.Y.

Merchants Hardware Specialties, Ltd., Calgary, Alta.

Grindstones

The Carborundum Co., Niagara Falls, N.Y.

Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels

American Grinder Mfg. Co., Milwaukee, Wis.

The Carborundum Co., Niagara Falls, N.Y.

Guns

Thos. Birkett & Son Co., Ltd., Ottawa.

Carehill, Leamont & Co., Montreal.

Lewis Bros., Ltd., Montreal.

Harrington & Richardson Arms Co., Worcester, Mass.

Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights

Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws

Goodell-Pratt Co., Greenfield, Mass.

L. S. Starrett Co., Athol, Mass.

National Machinery & Supply Co., Hamilton.

Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades

Diamond Saw & Stamping Wks., Buffalo, N.Y.

Goodell-Pratt Co., Greenfield, Mass.

Henry Disston & Sons, Ltd., Toronto.

Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames

Canadian Fairbanks-Morse Co., Ltd., Montreal.

Bridgeport Hdwr. Mfg. Corp., Bridgeport, Conn.

Henry Disston & Sons, Ltd., Toronto.

Goodell-Pratt Co., Greenfield, Mass.

National Machinery & Supply Co., Hamilton.

L. S. Starrett Co., Athol, Mass.

Hack Saw Machines

Diamond Saw & Stamping Wks., Buffalo, N.Y.

Goodell-Pratt Co., Greenfield, Mass.

Victor Saw Works, Hamilton.

Halters

G. L. Griffith Son, Stratford, Ont.

Johnson Halter Co., Samia, Ont.

R. R. Kinnead, Winnipeg, Man.

Hammers

Canada Foundries & Forgings, Brockville.

Stanley Rule & Level Co., New Britain, Conn.

Hammocks

Galt Robe Co., Galt, Ont.

Hand Drills

Goodell-Pratt Co., Greenfield, Mass.

Handles

J. H. Steel Mfg. Co., St. Thomas, Ont.

Hand Pulls

North Bros. Mfg. Co., Philadelphia, Pa.

The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door

Allith Mfg. Co., Ltd., Hamilton, Ont.

Beatty Bros., Ltd., Fergus.

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Canada Steel Goods Co., Hamilton, Can.

Cushman Motor Work, Ltd., Winnipeg, Man.

Merchants Hardware Specialties, Ltd., Calgary, Alta.

National Machinery & Supply Co., Hamilton.

National Mfg. Co., Sterling, Ill.

F. E. Myers & Bro., Ashland, Ohio.

The Stanley Works, New Britain, Conn.

Taylor-Forbes Co., Guelph, Ont.

Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door

Allith Mfg. Co., Ltd., Hamilton, Ont.

Allith Mfg. Co., Hamilton, Can.

Beatty Bros., Fergus, Ont.

Canada Steel Goods Co., Hamilton

Cushman Motor Work, Ltd., Winnipeg, Man.

National Mfg. Co., Sterling, Ill.

The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen

National Mfg. Co., Sterling, Ill.

The Stanley Works, New Britain, Conn.

Hand Taps

Wells Bros. Co. of Canada, Galt.

Handcraws

National Machinery & Supply Co., Hamilton.

Harness

Samuel Trees & Co., Toronto.

Hardware Specialties

Allith Mfg. Co., Ltd., Hamilton, Ont.

Belleville Hardware Mfg. Co., Belleville, Ont.

Bridgeport Hdwr. Mfg. Corp., Bridgeport, Conn.

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lyons & Marks, Toronto.

Louis Seaman Co., Ltd., Winnipeg, Man.

Metal Specialties Mfg. Co., Chicago, Ill.

National Mfg. Co., Sterling, Ill.

North American Hardware Co., Ltd., Montreal, Que.

Stratford Brass Co., Ltd., Stratford, Ont.

Taylor-Forbes Co., Guelph, Ont.

Toronto Lock Mfg. Co., Toronto.

Hardware

Duluth Show Case Co., Duluth, Minn.

Hardware Shelving

Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings

Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets

Canada Foundries & Forgings, Ltd., Brockville.

Marble Arms & Mfg. Co., Gladstone, Mich.

Haws

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Canada Steel Goods Co., Hamilton.

National Mfg. Co., Sterling, Ill.

Headlights, Auto

Canadian Lamp & Stamping Co., Ford, Ont.

North American Hardware Co., Ltd., Montreal.

Heaters

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric

Superior Electric, Ltd., Pembroke, Ont.

Heels and Soles, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hinges, Strap and Tee

Canada Steel Goods Co., Hamilton, Can.

Can. Foundries & Forgings, Ltd., Brockville, Ont.

National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball

Why You Should Be A Michelin Dealer

No.
17

Michelin Dealer Helps are REAL Helps

Supplementing Michelin's advertising in the leading Canadian magazines, farm journals and newspapers, and in such publications as The Saturday Evening Post, Literary Digest and others having extensive circulation in Canada, Michelin offers the dealer many valuable selling helps. These include:

The Motorists' Handbook—a 64-page book.

The Tire Users' Guide—a 56-page book.

Indoor and Outdoor Signs—including: metal signs, window transparencies, road direction signs and billboards.

Window Display Material—including many novel and attractive cut-outs.

Folders and Envelope Stuffers.

Publicity Stories for local newspapers.

Letterheads and Circular Letters.

These helps are not designed by advertising theorists but under the direction of practical tire men, who personally sell millions of dollars' worth of tires to the trade each year, and know what the dealer wants and needs.

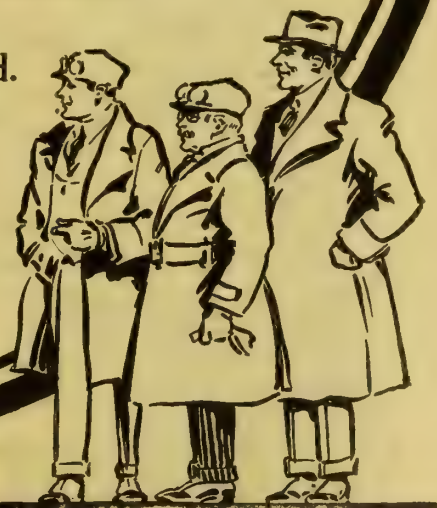
Michelin has the best rounded-out proposition in the tire field.
Write for it to-day.

Michelin Tire Co. of Canada, Ltd.
782 St. Catherine Street W., Montreal



MICHELIN
UNIVERSAL TREADS
One Quality Only The Best

RISEING SUN
GREEN'S GARAGE
Michelin Tires



MICHELIN

THE BUYERS' GUIDE

Iron and Steel Bars

Baines & Peckover, Toronto.
 Thos. Birkett & Son Co., Ltd., Ottawa.
 Can. Rolling Mills Co., Ltd., Montreal, Que.
 Caverhill, Learmont & Co., Montreal.
 Dominion Iron & Steel Co., Sydney, N.S.
 A. C. Leslie & Co., Ltd., Montreal.
 Steel Co. of Canada, Ltd., Hamilton.
 Lewis Bros., Ltd., Montreal.
 London Rolling Mills, London, Ont.
 Manitoba Bridge & Iron Works, Winnipeg, Man.
 Nova Scotia Steel Co., New Glasgow, N.S.
 Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural

Baines & Peckover, Toronto.

Irons

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline

Merchants Hardware Specialties, Ltd., Calgary.
 National Stamping & Electric Works, Chicago.
 Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes

National Machinery & Supply Co., Hamilton.

Jack Screws

Canada Foundries & Forgings, Brockville, Ont.

Jardinières

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans

Boston Varnish Co., Everett Station, Boston, Mass.

Kettles

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws

Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent

Corning Glass Works, Corning, N.Y.

Knife Sharpeners

J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table

Geo. Butler & Co., Ltd., Sheffield, Eng.

Jonathan Crookes & Son, Ltd., Sheffield, Eng.

James Hutton & Co., Montreal.

Landers, Frary & Clark, New Britain, Conn.

Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's

Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty

Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extension, Store, etc.

Allith Mfg. Co., Ltd., Hamilton, Ont.

Beatty Bros., Ltd., Fergus, Ont.

John Calender Mfg. Co., St. Paul, Minn.

Milbradt Mfg. Co., St. Louis, Mo.

Otterville Mfg. Co., Ltd., Otterville, Ont.

Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic

Baines & Peckover, Toronto.

Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten

Busters Jackson Co., Toronto.

The Canadian Laco-Phillips Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Ohurton & Taylor, Toronto.

North American Hardware Co., Ltd., Montreal.

Lamp Black

L. Martin Co., New York, N.Y.

A. Ramsay & Son Co., Montreal.

Wilkes-Martin-Wilkes Co., New York.

Lamp Chimneys

Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting

Great West Electric Co., Ltd., Winnipeg, Man.

Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile

Dominion Battery Co., Ltd., Toronto, Ont.

North American Hardware Co., Ltd., Montreal.

Lamps, Lanterns, Electric, Hand

Canadian General Electric Co., Toronto.

Canadian National Carbon Co., Toronto.

Dominion Battery Co., Toronto.

Interstate Electric Novelty Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Spielmann Agencies, Montreal.

Lamps, Tungsten

Canadian Laco-Phillips Co., Toronto.

Canadian Tungsten Lamp Co., Hamilton, Ont.

North American Hardware Co., Ltd., Montreal.

Lamps, Nitrogen

Canadian Laco-Phillips Co., Toronto.

Canadian Tungsten Lamp Co., Ltd., Hamilton.

Toronto, Montreal, Winnipeg.

North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene

National Stamping & Electric Works, Chicago.

North American Hardware Co., Ltd., Montreal.

Powerlight Co., Winnipeg, Man.

Lanterns, Oil

Thos. Davidson Mfg. Co., Montreal.

Ontario Lantern & Lamp Co., Hamilton, Ont.

Schultz Mfg. Co., Hamilton, Can.

E. T. Wright Co., Hamilton, Ont.

Latches

Can. Foundries & Forgings, Ltd., Brockville, Ont.

National Mfg. Co., Sterling, Ill.

Lathe Dogs, Drop-forged

Williams & Co., J. H., Brooklyn, N.Y.

Laundry Tubs, Iron, Plate, Cement

Empire Mfg. Co., London, Ont.

Lawn Swings

J. E. Beauchamp & Co., Montreal

Lawn Mowers

Canada Foundries & Forgings, Ltd., Brockville.

Chopper Lawn Mower Co., Dixon, Ill.

Milbradt Mfg. Co., Sterling, Ill.

Taylor-Ford Co., Guelph, Ont.

A. P. Townsend & Co., Orange, N.J.

Lawn Sprinklers

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black

John Oakley & Sons, London, Eng.

Leather Belting and Soles

Beardmore & Co., Toronto.

Lead, Sheets and Pipe

Canada Metal Co., Toronto.

Empire Mfg. Co., London, Ont.

Hoyt Metal Co., Toronto.

A. C. Leslie & Co., Montreal.

Lead Traps and Bends

Canada Metal Co., Toronto.

Empire Mfg. Co., London and Toronto.

Hoyt Metal Co., Toronto.

Lace Leather

Wm. Taylor, Parry Sound, Ont.

Lead Washers

Canada Metal Co., Ltd., Toronto.

Lens

McKee Glass Co., Buffalo, N.Y.

Stoppage Co., Hamilton, Can.

Levels

H. Diaston & Sons, Toronto.

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

W. S. Starrett Co., Athol, Mass.

Level Glasses

Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store

Benjamin Electric Co., Toronto.

Lighting Fixtures, Store

Benjamin Electric Co., Toronto.

Lines, Wire, Clothes

Walter Woods & Co., Hamilton.

Western Wire & Nail Co., London.

Linoleum Finishes

Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil

Brandram-Henderson, Montreal.

Dominion Linseed Oil Co., Baden and Toronto.

R. C. Jamieson & Co., Ltd., Montreal.

Prairie City Oil Co., Winnipeg, Man.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

Locomotive Tools

Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools

Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Thos. Pink & Co., Pembroke, Ont.

Mantles, Gas

Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work

Empire Mfg. Co., London, Ont.

Matches

E. B. Eddy Co., Hull, Que.

Mats, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers

Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers

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Baines & Peckover, Toronto, Ont.

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Baines & Peckover, Toronto.

Canada Metal Co., Toronto.

Hoyt Metal Co., Toronto.

Tallman Brass & Metal Co., Hamilton, Can.

A. C. Leslie & Co., Montreal.

Empire Mfg. Co., London, Ont.

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Winnipeg Ceiling & Roofing Co., Winnipeg.

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Leeks & Potts, Ltd., Hamilton, Ont.

Toronto Plate Glass Importing Co., Toronto.

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Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws

H. Diaston & Sons, Ltd., Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops

Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Canadian Pneumatic Tool Co., Ltd., Montreal, Que.

Ford Motor Co., Ford Ont.

Motors

Canadian General Electric Co., Ltd., Toronto.

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Mass.

North American Hardware Co., Ltd., Montreal, Q.

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Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Motor Generators

Canadian General Electric Co., Ltd., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Northern Electric Co., Montreal.

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Caverhill, Learmont & Co., Montreal.

Colonial Wire Mfg. Co., Ltd., Montreal.

H. S. Howland, Sons & Co., Toronto.

Laidlaw Bale-Tie Co., Ltd., Hamilton.

Lewis Bros., Ltd., Montreal.

Steel Co. of Canada, Ltd., Hamilton, Ont.

Farmer & Bulloch, Gananoque, Ont.

Western Wire & Nail Co., London.

Nail Pullers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe

Steel Co. of Canada, Ltd., Hamilton, Ont.

Necklaces

Gregg Mfg. Co., Ltd., Winnipeg, Man.

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Cannon Oil Co., Keithsburg, Ill.

Oil Cakes and Meal

Dominion Linseed Oil Co., Toronto.

Oil, Coal

Imperial Oil Co., Toronto.

Oils, Cylinder

Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers

Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Nestsfoot, Separ-

ator and gas Engine

Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Steves

Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps

S. F. Bowser & Co., Inc., Toronto, Can.

Thos. Davidson Mfg. Co., Ltd., Montreal.

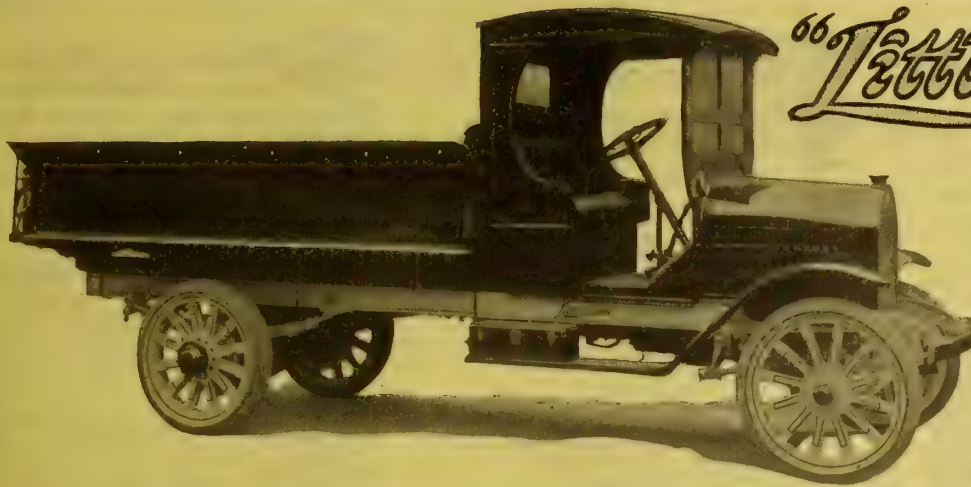
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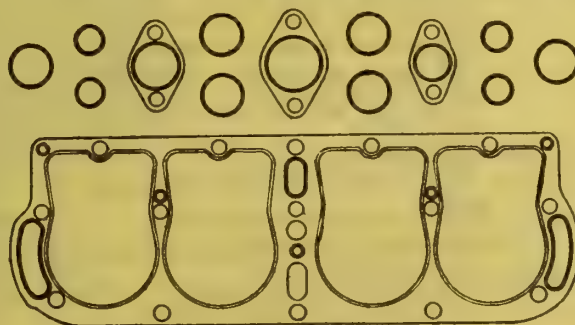
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Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

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Dominion Sewing Machine-Phonograph Co., Winnipeg.

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Steel Co. of Canada, Ltd., Hamilton.

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Metallic Roofing Co., Toronto and Winnipeg.

Pedlar People, Ltd., Oshawa.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Winnipeg Steel Granary Co., Winnipeg.

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Canada Metal Co., Toronto.

Hoyt Metal Co., Toronto.

Pipe, Stove

Collins Mfg. Co., Toronto.

Soren Bros., Toronto.

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Goodell-Pratt Co., Greenfield, Mass.

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Goodell-Pratt Co., Greenfield, Mass.

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Thos. Davidson Mfg. Co., Ltd., Montreal.

Renfrew Refrigerator Co., Renfrew, Ont.

Soren Bros., Toronto.

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Jas. Stewart Mfg. Co., Woodstock, Ont.

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Harrington & Richardson Arms Co., Worcester, Mass.

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Parmenter Bulloch Co., Gananoque, Ont.

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Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Thos. Birkett & Son Co., Ltd., Ottawa.

Brantford Roofing Co., Ltd., Brantford, Ont.

Canadian Roofing Co., Ltd., Windsor, Ont.

Standard Paint Co., of Canada, Ltd., Montreal.

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Independent Cordage Co., Toronto, Ont.

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Henry Disston & Sons, Toronto.

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Hoyt Metal Co., Toronto.

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Toronto Lock Mfg. Co., Toronto.

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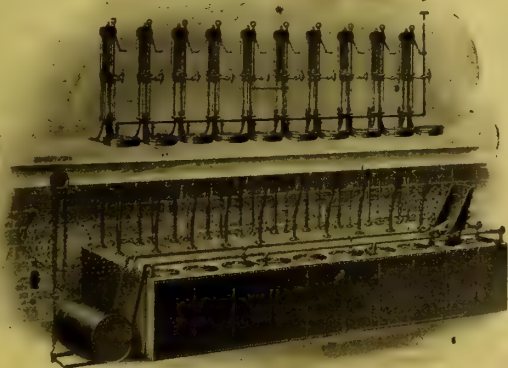
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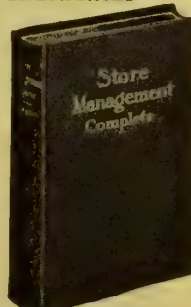
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Tools, Garden

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Tools, Machinists'

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Goodell-Pratt Co., Greenfield, Mass.

Jas. Cheesterman & Co., Ltd., Sheffield, Eng.

Tools, Woodworkers'

National Machinery & Supply Co., Hamilton

Towel Bars

Kinsinger Bruce & Co., Niagara Falls, Ont.

Newell Mfg. Co., Prescott, Ont.

Traps, Brass, Iron, Lead

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Empire Mfg. Co., London, Ont.

Traps, Game

Onida Community, Ltd., Niagara Falls, Ont.

Troughs

Beatty Bros., Fergus, Ont.

Trammel Points

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Ward & Payne, Sheffield, Eng.**Tags**

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Kinsinger Bruce & Co., Niagara Falls, Ont.

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Tubing, Steel

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United Brass Founders, Ltd., Manchester, Eng.**Valves, Radiator and Air, Iron Body, Com-**position, Globe, Angle, Check
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Northern Electric Co., Montreal

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Gregg Mfg. Co., Ltd., Winnipeg, Man.

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Woodstock Wagon Mfg. Co., Woodstock, Ont.

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Chicago Flexible Shaft Co., Chicago, Ill.

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DesRochers, Ltd., Montreal, P.Q.

C. Kloefer, Ltd., Toronto

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Northern Electric Co., Montreal

Waste, Cotton

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Scythies & Co., Ltd., Toronto

Wilkinson & Kompass, Hamilton

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Swan Mfg. Co., Winnipeg

Wedges

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits

Collins Mfg. Co., Toronto

Spramotor Co., London, Ont.

Weeders, Garden (hand)

J. E. Gilson Mfg. Co., Port Washington, Wis.

C. S. Norcross & Sons, Bushnell, Ill.

Weights

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Well

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wholesale Hardware

Thos. Birkett & Co., Ottawa, Ont.

Caverhill, Learmont & Co., Montreal

Frothingham & Workman, Montreal

H. S. Howland Sons & Co., Toronto.

Lewis Bros., Ltd., Montreal

Miller-Morse Co., Winnipeg, Man.

Rice, Lewis & Sons, Ltd., Toronto

White's, Ltd., Collingwood, Ont.

White Lead

Brandram-Henderson, Montreal

Canada Paint Co., Ltd., Montreal

Carter White Lead Co., Montreal

Steel Co. of Canada, Ltd., Hamilton

McArthur Irwin, Montreal

Windows, Kalameined

Metallic Roofing Co., Toronto and Winnipeg

Windshields

Leeks & Potts, Hamilton, Ont.

Wire Cloth

B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters

Bridgeport Hardware Co., Bridgeport, Conn.

Northern Electric Co., Montreal

Wire Hoops

Laidlaw Bale-Tie Co., Ltd., Hamilton

Steel Co. of Canada, Ltd., Hamilton

Wire

Canadian Tube & Iron Co., Ltd., Montreal

Caverhill, Learmont & Co., Montreal

B. Greening Wire Cloth Co., Ltd., Hamilton

Laidlaw Bale-Tie Co., Ltd., Hamilton

Lewis Bros., Ltd., Montreal

Northern Electric Co., Montreal

Northern Bolt Screw & Wire Co., Owen Sound

Steel Co. of Canada, Hamilton

Western Wire & Nail Co., London

Wire Mats

B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Rope

Baines & Peckover, Toronto.

Wrapping Paper

McArthur & Co., Alex., Montreal, Que.

Wrenches and Accessories

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Goodell-Pratt Co., Greenfield, Mass.

Keystone Mfg. Co., Buffalo, N.Y.

L. S. Starratt Co., Athol, Mass.

Trimont Mfg. Co., Roxbury, Mass.

Will B. Lane, Chicago, Ill.

J. H. Williams Co., Brooklyn, N.Y.

Wrench Sets

Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator

Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet

L. S. Starratt Co., Athol, Mass.

Spielman Agencies, Montreal

Wrought Nipples

Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings

Canadian Tube & Iron Co., Ltd., Montreal

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Beatty Bros., Fergus, Ont.

Caverhill, Learmont & Co., Montreal

Dowswell, Lees & Co., Hamilton.

Kribs, Wm. A., Hespeler, Ont.

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Lewis Bros., Ltd., Montreal

Merchants Hardware Specialties, Ltd., Calgary, Alta.

Zinc, Bar

Canada Metal Co., Ltd., Toronto

Presto Allweather Protector

Summer---Car Cool



Shuts out the dust, dirt and the heat of the motor. Makes the inside of your Ford clean, cool and comfortable.

Does not interfere with operation of car—offering no resistance to the movements of pedals or brake lever.

Easily installed. Note illustration of under side of floor boards showing steel plates applied and securely holding rubber slot covers.

Price in Canada \$2.25

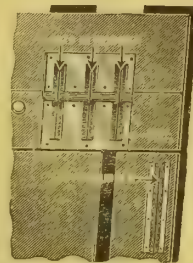


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No more frozen feet by drafts of icy air coming through the pedal and brake slots. The best all-weather protector made. Many splendid Presto accessories for you. Write for catalogue.

Dealers.—A real opportunity awaits you—Presto accessories are quality goods—over a hundred of them in the line. All business-builders. Write for particulars.

Metal Specialties Manufacturing Company
338-352 N. Kedzie Ave.
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MADE IN CANADA

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These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

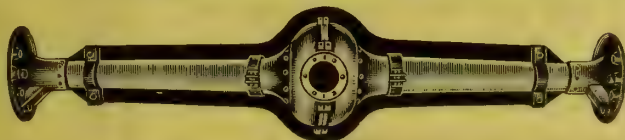
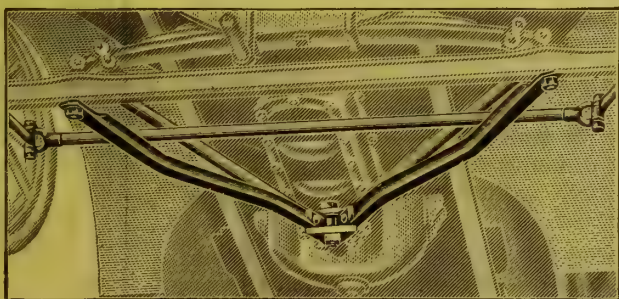
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Automobile Oil and Transmission Greases.



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SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.

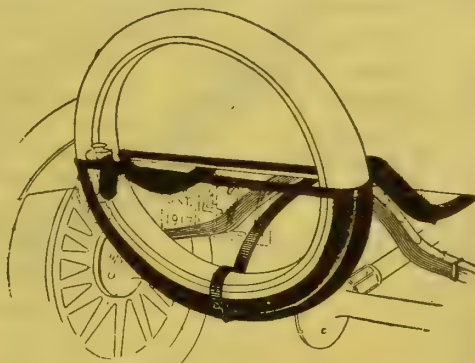
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Moose Jaw

Saskatchewan

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Quickly Attached, without drilling any holes.

Three Arm Support ensures rigidity.

No Chafing of Tires in Pressed Steel Basket.

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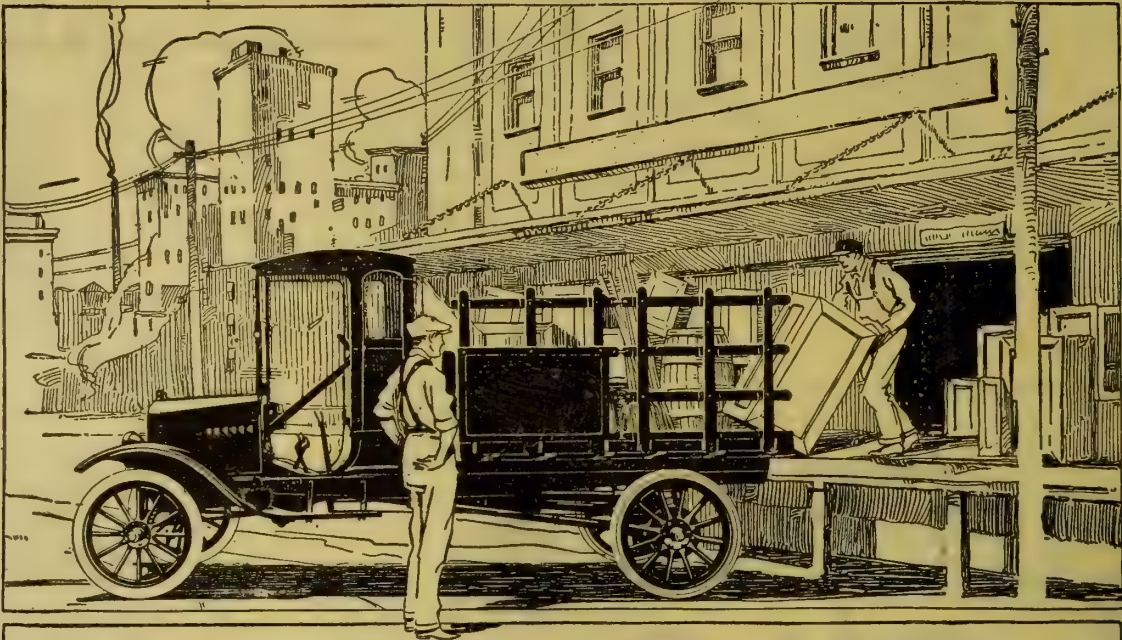
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Niagara Falls

Canada



“When Can You Deliver?”

THAT'S the customer's first question, usually. How do you answer him?

Your goods may be superior, your clerks may be courteous, your store attractive, but, after all, unless your deliveries are prompt and dependable, your customers will be disappointed and trade elsewhere next time. Do you realize how many people judge a store by its deliveries?

Is your delivery system on a par with the rest of your business? Does it draw new trade or lose customers for you? Are your horses as suitable for you as they were at one time? If not, why do you persist in being a little behind the times, when a Ford One Ton Truck would be more in line with your other business standards?

Perhaps your deliveries cost you too much. If you are using motor trucks, they may be too heavy for your line of business and therefore too expensive. The Ford Truck uses less fuel when handling a full load than some trucks use running empty.

The Ford One Ton Truck is a money saver, so why not modernize this department of your business at once?

All prices subject to war tax charges, except trucks and chassis

Ford

THE UNIVERSAL CAR

One-Ton Truck \$750

Runabout . . . 575

Touring . . . 595

Coupe . . . 770

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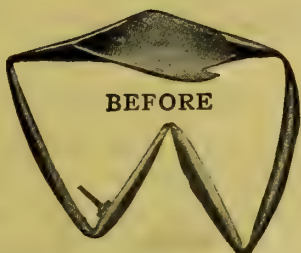
Chassis . . . 535

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Ford . . . Ontario

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BEFORE

For vulcanized patches on inner tubes. No burning. No shortening life of inner tube.

A Permanent Repair that costs only a few cents. Every customer will want it.



AFTER

For further particulars write.

AIR-TITE MFG., COMPANY
St. Thomas, Ontario

Good Sportsmen Want These Now

MARBLE'S

specialties listed below will be in great demand for the late Summer and early Autumn fishing season. Note that all list prices were advanced 10% August 1st.

Marble's Clincher Gaff

—is the best fish insurance money can buy. Fish are never lost when a Clincher Gaff is used. Controlled by one hand and is always ready. Safer, surer than a landing net. Humane—no steel trap feature—does not rip nor tear. New list price, \$1.10.



Marble's Compass and Match Box

The Outdoor Man's Two Best Companions

Marble's Compass never goes wrong. Attaches to outside of coat—always in sight—absolutely waterproof. List prices \$1.10 to \$1.65. Marble's matchbox is guaranteed waterproof. Made of brass and fitted with rubber lining cover. Holds several days' supply of matches. New list price, 55c.



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Prepares the fish from water to frying pan—cuts, rips and scales. Absolutely safe—blade locks when in use—folds into handle when not in use. New list price, \$1.40. Trade supplied by jobbers. Worth while discount to dealers.

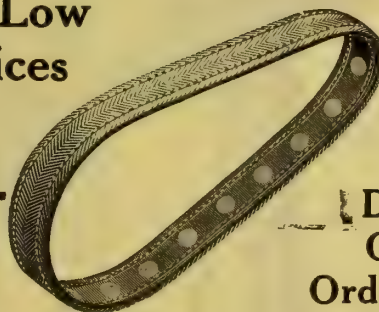
MARBLE ARMS & MFG. CO.

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ADVANCE FAN BELTS for Fords at Low Prices

In Canada:
\$1.50 for 1917 Model.
\$1.25 for 1916 and Earlier Models.



Positively Do Not Slip Outwears 3 Ordinary Belts

Nothing else will do the work of Cork Inserts Fan Belts.

There is no substitute.

They outwear three ordinary belts and do the work better.

They stop the cause of overheating. They keep the engine cooler because they do not slip.

1916 models, \$1.25; 1917, \$1.50. Let's have your order. Also manufacturers of Cork Insert Transmission Linings (sells at \$4.50 per set of 3.)

Garage service sets. (List Price \$32.00), etc., etc.

Prairie Motor Sales Co.

Moose Jaw,

Sask.



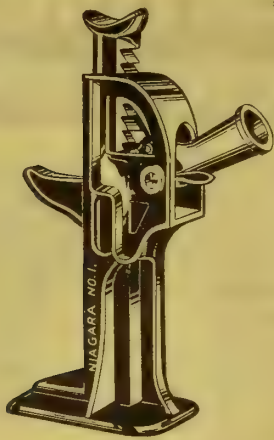
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We specialize in, and our Plant is fully equipped to produce
STEEL and BRASS STAMPINGS
of all kinds

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Makers of the celebrated
CLASCO Lamps for Motor Cars
FORD CITY, ONTARIO



The Niagara Jack For Medium Sized Cars Lifts up to 3,000 Pounds

This Jack is single-acting—works on short, downward strokes. Works between 6 and 12 inches. Main lift operates between 10 and 16 inches.

Of best quality Malleable iron, steel pins, steel springs, and maple wood handle. Each Jack is thoroughly tested before packing. Packed in individual cartons. Shipping weight 5½ lbs. Retail price, \$2.75.

No. 90 Folding Auto Seat Hangs on Rear Door of Ford Cars

A new folding auto seat for Fords. Just what Ford owners are looking for. Also

Channel Box Bumpers for Fords. Channel Box Bumpers for Chevrolet.

Aichandee Shock Absorbers. Rear Tire Carriers.

Write for prices. Illustrated catalog sent on request.



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Easy
on
Your
Back



Saves
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Tires

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Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
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"Oil Cup"



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"D"



"N"



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Catalogues and Prices
Sent Upon Application

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If interested, tear out this page and place with letters to be answered.

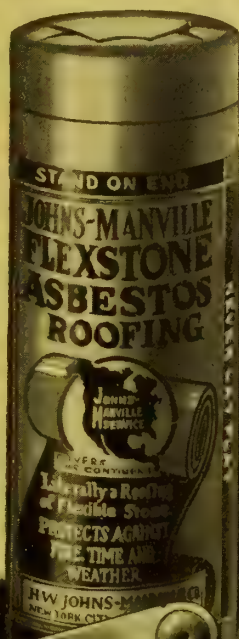
Every Building in your town is a prospect for Johns-Manville Asbestos Roofing

Both in construction and on their service record, established in hundreds of notable installations, Johns-Manville Asbestos Roofings meet every roofing requirement. They guard against communicated fire, and effectively resist time and the elements—yet over years of service they cost their owners practically nothing for upkeep.

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These roofs of shingles or ready-to-lay asbestos roofing have brought big business to dealers all over the country. Why not ask for details of our generous dealer proposition, and go after the profits yourself? Our nearest branch will answer your questions completely.

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H. W. JOHNS-MANVILLE CO., LTD.
Montreal Vancouver Hamilton
Toronto Winnipeg London
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JOHNS-MANVILLE ASBESTOS ROOFING

While Prices are high call Moose Jaw for Thresher Supplies



Dealers, we have a complete stock of everything needed at threshing season, such as belting, packing, special tools.

Also the famous Penberthy valve, oil cups, grease cups, etc., and everything for the traction engine.

MORRISON-BLACKWOOD HARDWARE LIMITED
MOOSE JAW, SASK.

CARTER'S

QUALITY
THE BEST

Your customers will need Red Lead to protect the iron work around their homes.

The Painters want a Genuine Red Lead for their work. Are you prepared for this demand? If not, put in a good stock of

Carter's Genuine Dry Red Lead
and

Carter's Genuine Powdered Litharge

They are the best quality you can buy. Made in Canada from the best grade of Canadian Pig Lead.

Do you know the quality of these goods? Your customers know it and will insist on using Carter's Brands. Look over your requirements and order now.

Manufactured by
The Carter White Lead Company
of Canada Limited
91 Delorimier Ave. Montreal

Becoming a Bigger Man

WHAT is the difference between some men you know and others known to you? Why are some men earning \$3,000 a year and some \$30,000? You can't put it down to heredity or better early opportunities, or even better education. What, then, is the explanation of the stagnation of some men and the elevation and progress of others?

We are reminded of a story. A railroad man, born in Canada, was revisiting his home town on the St. Lawrence River. He wandered up to a group of old-timers who sat in the sun basking in blissful idleness. "Charlie," said one of the old men, "they tell me you are getting \$20,000 a year." "Something like that," said Charlie. "Well, all I've got to say, Charlie, is that you're not worth it."

A salary of \$20,000 a year to these do-nothing men was incredible. Not one of the group had ever made as much as \$2,000 a year, and each man in the company felt that he was a mighty good man.

Charlie had left the old home town when he was a lad. He had got into the mill of bigger things. He developed to be a good man, a better man, the best man for certain work. His specialized education, joined to his own energy and labor sent him up, up, up. To put it in another way: Charlie had always more to sell, and the world wanted his merchandise—brain, skill and ability. Having more to sell all the time, he got more pay all the time.

Charlie could have stayed in the old home town; could have stagnated like others; could have been content with common wages. In short, Charlie could have stayed with the common crowd at the foot of the ladder. But Charlie improved himself and pushed himself, and this type of man the Goddess of Fortune likes to take by the hand and lead onward and upward.

Almost any man can climb higher if he really wants to try. None but himself will hold him back. As a matter of fact,

the world applauds and helps those who try to climb the ladder that reaches towards the stars.

The bank manager in an obscure branch in a village can get out of that bank surely and swiftly, if he makes it clear to his superiors that he is ready for larger service and a larger sphere. The humble retailer can burst the walls of his small store, just as Timothy Eaton did, if he gets the right idea and follows it. It is not a matter of brain or education so much as of purpose joined to energy and labor. The salesman or manager or bookkeeper or secretary can lift himself to a higher plane of service and rewards if he prepares himself diligently for larger work and pay. The small manufacturer, the company director, the broker—all can become enlarged in the nature of their enterprise and in the amount of their income, — by resolutely setting themselves about the task of growing to be bigger-minded men.

Specialized information is the great idea. This is what the world pays handsomely for. And to acquire specialized information is really a simple matter, calling for the purposeful and faithful use of time. This chiefly.

One does not have to stop his ordinary work, or go to a university, or to any school. One can acquire the specialized information in the margin of time which is his own—in the after-hours of business. Which means: If a man will read the right kind of books or publications, and make himself a serious student at home, in his hours—the evening hours or the early morning hours—he can climb to heights of position and pay that will dazzle the inert comrades of his youth or day's work.

IF business—BUSINESS—is your chosen field of work, we counsel you to read each week **THE FINANCIAL POST**. It will stimulate you mentally. It will challenge you to further studious effort. It will give you glimpses into the world of endeavor occupied by the captains of industry and finance. With the guidance of the POST, and with its wealth of specialized information, you, a purposeful man, aiming to go higher in life and pay, will find yourself becoming enlarged in knowledge and ambition, and will be acquiring the bases and facts of knowledge which become the rungs of the ladder you climb by.

It is the first step which costs. But this cost is trivial—a single dollar. We offer you the POST for four months for a dollar. Surely it is worth a dollar to discover how right we are in our argument. If you have the will to go higher in position and pay, sign the coupon below.

THE MACLEAN PUBLISHING COMPANY, LIMITED,

Dept. H.M., 143-153 University Ave., Toronto.

Send ^{me}_{us} THE FINANCIAL POST for four months for one dollar.

Money to be ^{enclosed}_{remitted}

Signed

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WANTED—Young, energetic salesman (speaking both languages), with good hardware and general store connection in Province of Quebec, to handle line of wallpapers. Permanent position. Highest salary paid to right party. Apply, stating experience, and giving references to Box 55, Hardware and Metal, Toronto.

AGENCIES WANTED

AGENCIES WANTED HALIFAX AND NOVA Scotia. Experienced sales manager invites correspondence from high grade manufacturers' hardware or similar lines. Commission or salary basis. Could carry local stock. Box G161, Hardware and Metal.

LINE WANTED FOR WESTERN ONTARIO by experienced salesman. Territory covered six times a year, calling on hardware and furniture trade. Commission or salary basis. Box 48, Hardware and Metal.

AGENCIES WANTED FOR PROVINCE OF Quebec and Eastern Canada. We are constantly in touch with hardware jobbers of this territory. Write Box 50, Hardware and Metal, Montreal.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

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ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

FOR SALE

FOR SALE—HARDWARE BUSINESS IN Alberta. About \$4,000 will handle. Write for particulars. Box 98, Hardware and Metal.

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100 DOZEN REED'S PERFECT BRASS LAMP Burners, with cone reflectors. Size B, \$1.50 doz.; 10 doz. size A, \$1.15 doz.; 10 doz. lantern Reed burners (brass), \$1.50 doz.; 100 doz. job Banner brass lamp burners, 75c doz. It's up to you if you want a bargain. Box 504, Hardware and Metal, 128 Bleury St., Montreal.

C. BRAND HORSE NAILS, GUARANTEED first quality, put up in 1-lb. carton, 25-lb. case, 15c. lb. (200 lbs. and over, 10c. lb.). Nos. 4, 5, 6, in stock. All the same prices. Box 505, Hardware and Metal, 128 Bleury St., Montreal.

FOR SALE—ONE McCASKEY 300-ACCOUNT Register. E. H. Insull, Craik, Sask.

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Sunlights, Silver Kings, Souvenirs. Welcomes Crown Hurons, Peninsulars, Jewels, Pandoras, Favorites, Imperial Oxfords, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

GOOD HARDWARE BUSINESS FOR SALE in a coming great, industrial town; stock about \$6,000. Anybody wanting to secure a good business with excellent prospects should not fail to investigate this. Box 83, Hardware and Metal.

If you want easy-fitting eavetrough and conductor pipe, etc., order from us.

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Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt, demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops. Ask any Thresherman, Mechanic or user. A sure good sale and splendid profit.



Order NOW of Your Jobber.
Manufactured only by
THE CANNON OILER COMPANY
Successor to R. E. Bloomer
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NEW GLASGOW, N.S.

Manufacturers of

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Keep your name to the front, so that you are in the market for the business that is going and for the new business that is coming. Do not let the world think that you have "gone under."

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Canadian Warren Axe Co.	12	Jamieson & Co., R. C.	69	Otterville Mfg. Co.	65	Western Wire Nail Co.	99
Canadian, The, Winkley Co.,		Jardine & Co., A. B.	8	Owl Metal Co., Ltd.	81	Wheeler & Bain	99
Ltd.	96	Jennings, Russell, Mfg. Co.	20	Parmenter, Bulloch Co., The. .	81	White Mop Wringer Mfg. Co. .	30
Cane, William, & Son	22	Jones Co., D. F. Back cover		Peterboro Lock Mfg. Co.	32	Wilkes-Martin-Wilkes Co.	81
Cannon Oil Co. successors to		Kinzinger, Bruce & Co.	93, 81	Pink, Thos., & Co.		Wilkinson & Kompass	28
R. E. Bloomer	99	Keystone Mfg. Co.	22	Inside back cover		Williams, J. H., & Co.	71
Carter White Lead Co.	97	Kloepfer, C., Ltd.	28	Plewes, Ltd.	23, 81	Woods, Walter, & Co.	30
Cartland & Son, Jas.	8	Laidlaw Bale Tie Co.	26			Wrought Washer Co.	30
Chesterman & Co., Jas.	75						
Chicago Spring Butt Co.	25						

The Stoneware Trade of Canada! Let's Introauce Ourselves

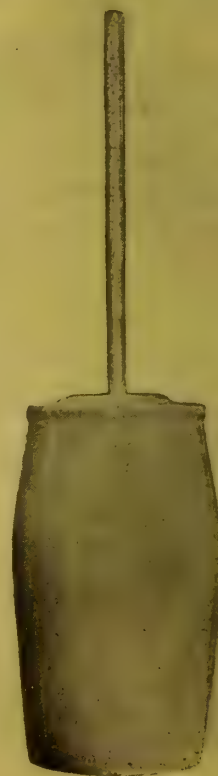


Stoneware Buyers of Canada! We solicit your patronage and acquaintance, knowing we can supply your needs more satisfactorily, at the same time affording a bigger saving to your customer and bigger profits to you.

Medalta Stoneware is a superior line of stoneware, made from Canadian Clay by Canadian workmen. In many cases you will find Medalta prices lower than inferior lines now imported.

Get our prices on Jugs, Churns, Water Coolers, Butter Cocks, etc.

Medalta Stoneware, Ltd.
Medicine Hat : Alberta



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

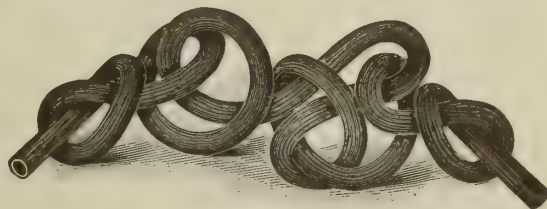
PEMBROKE - - - - - ONTARIO



It's a Pink any way you take it, and it's the best Peavey made.

"Multiped"

The Garden Hose That Doesn't Kink

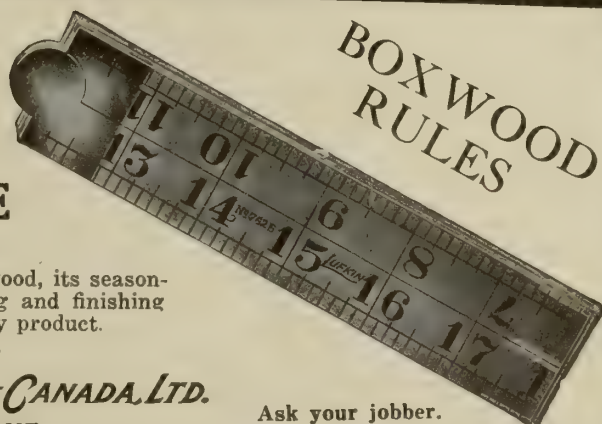


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria



RELIABLE

in every way

From the selection of the boxwood, its seasoning, the assembling, graduating and finishing of the rule, a uniform and high quality product. A complete line.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Send for catalogue.

Ask your jobber.

TINKER TOM'S TALKS.

Talk Number One Hundred and Fifty-Seven

Don't overlook our ability to furnish very promptly "PREMIER" GALVANIZED STEEL SHEETS for work of an essential war-winning nature. If you have any such contracts you can get SHEETS without delay.

I look out for Talk No. 158 next week.

TINKER TOM.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA





“An every day conversation:”

CUSTOMER : “Yes, of course I want a JONES, same as my father and grandfather used.”

Dealer : “I supposed so. This store has been selling JONES’ shovels and spades for over sixty years, and every live hardware man simply has to carry them. My son writes from the trenches in France that it is almost as good as a letter from home to see the boys using the JONES Entrenching Tools.”

Customer : “Well, the best is none too good for the boys ‘over there.’”

Dealer : “That’s right.”

HARDWARE AND METAL

Vol. XXX

PUBLISHED EVERY SATURDAY SINCE 1888

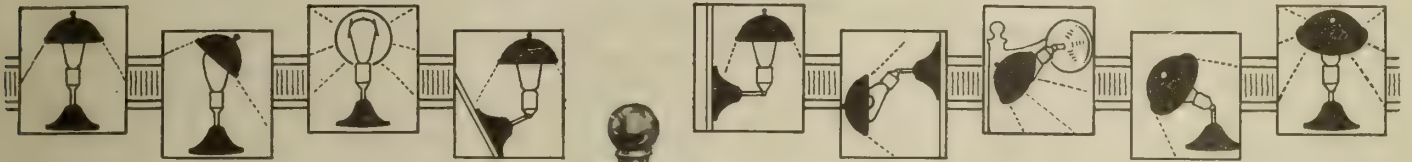
August 17

No. 33

THE MACLEAN PUBLISHING COMPANY, LIMITED

1918

PUBLICATION OFFICE: TORONTO, CANADA



Ten Times the
for the

Illumination
Same Money

MOVABLE SHADE
REFLECTS LIGHT
ANY ANGLE

Takes up little space—portable anywhere—gives ten times the **illuminating power** that the same amount of current used in other kinds of lamps can give, thereby cutting down lighting bills.

That's why the Wallace makes a real hit wherever demonstrated.

Hundreds of uses in every home and office. Display it strongly in your store and watch results.

MENZIES & COMPANY, Ltd.
TORONTO, CANADA

A. C. PENN - Incorporated - NEW YORK

JOINT HERE
FOR ADJUSTING
POSITION OF
LAMP.

Wallace
ADJUSTABLE
Lamp

*"Approved by the National
Board of Fire Underwriters"*

FOLDED WHEN
NOT IN USE
FOR TRAVELLING.

\$4.25

In Brass
Nickel
or Bronze

SPRING CONCEALED IN BASE WILL FASTEN
TO BACK OF CHAIR OR BED.



To Gillette Dealers:

These are YOUR OWN ADVERTISEMENTS

We pay for the advertising, but that is all.

The man who is converted by the argument to Gillette shaving does not write to us—

He looks around for a dealer—

He wants to buy, and if he has not a dealer in mind he will look out for window displays.

Ten to one, if he has a dealer in mind it is because of past window displays.

**DO YOU GET
THE POINT?**

A good display of Gillette Razors and advertising matter is equivalent to putting your own name and address at the bottom of our advertisements.

Gillette Safety Razor Company of Canada, Limited

Office and Factory

65-73 St. Alexander Street, MONTREAL



Yale
Products

Padlocks

Night Latches

made in Canada

Door Closers

Builders' Hardware

Your customers have more confidence in you if they have confidence in the goods you sell. The Yale line creates confidence and assures profit.

The name "Yale" helps make the sale.

Canadian Yale & Towne, Limited, St. Catharines, Ont.

"P.&W. Co."
SMALL TOOLS

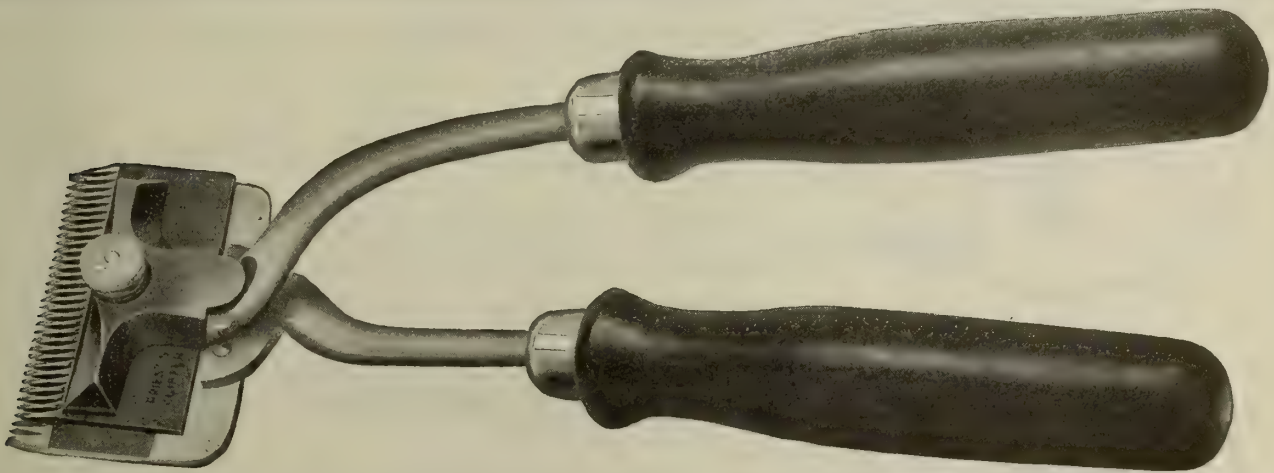
Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.



Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

Help Win the War ---in the Kitchen

Encourage the vast army of housewives in the conservation of the Nation's food supply. Help them by supplying war-time kitchen utensils to carry on the good work.



UNIVERSAL

HOME NEEDS

Save the Wheat

with UNIVERSAL Bread Maker. Makes nutritious, clean and wholesome bread out of wheat substitutes. Does the mixing and kneading in three minutes. Hands do not touch the dough.



Save the Food

with UNIVERSAL Food Chopper. A war-time utensil which is playing a leading role in the saving of food in the home; palatable dishes are made from left-overs which would under ordinary conditions go to waste.



Aluminum Percolator, makes coffee without boiling, extracts all the good and none of the bad from the coffee bean. With the UNIVERSAL percolating process the coffee is delicious in its making with all its strength and aroma preserved.

LANDERS FRARY & CLARK
NEW BRITAIN - - - CONNECTICUT

Canadian Representative: A. McFarlane & Company, Montreal

DISSTON BRAND TOOLS

Well-made Service-giving

DISSTON BRAND TOOLS

DISSTON

CROSS-CUT SAWS

Need no introduction to Lumbermen and Tie-makers. To sawyers the word **DISSTON** is

*Speed, Ease and Lasting
Quality*

The reputation of DISSTON CROSS-CUT SAWS has penetrated every forest in North America and their Fast Cutting and Lasting Qualities known wherever trees are felled and logs are sawed.

YOU

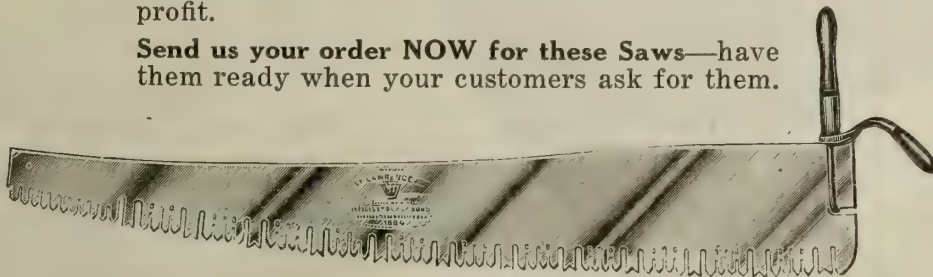
should profit by this

DISSTON REPUTATION

A great many Disston Cross-cut Saws will be sold this Fall—**Your Customers** will ask for "**Disston**" Saws and you should be in position to satisfy this demand and reap the resultant profit.

Send us your order NOW for these Saws—have them ready when your customers ask for them.

Beaver—Perforated Lance Tooth.



No. DOM—St. Lawrence—Perforated Lance Tooth.

Extra Refined Crucible Spring Steel; Toughened and Highly Tempered. Ground Thin on Back; Stiff Ends; Four Gauges Thinner at Centre of Back than along Tooth Edge. Will not Bind in the Kerf. Slanting Gullets Discharge the Sawdust Perfectly, Leaving a Clean Path to Cut on. No Sawdust left in cut to Pulverize and retard Sawing.

No. DNT—Disston Triumph—Lance Tooth.

DISSTON BRAND TOOLS

WE ARE HEADQUARTERS FOR DISSTON GOODS
**LEWIS BROS., LIMITED,
MONTREAL**

DISSTON BRAND TOOLS

Place Your Order Now & Anticipate the After War Rush

THE output of our famous WILKINSON Silver Sword-Steel Razors has been largely restricted through War requirements. We feel the time has arrived when factors and retailers should be placing their orders for "After-the-War" delivery, and we invite such orders, to be executed in strict rotation as received. Every effort made to meet sample orders from present limited output.



The
**PALL MALL
7-Day
SAFETY SHAVER,**

in Best Leather Case. Extra Blades may be obtained for the "Pall Mall" Safety Razor. The blades are *solid*, therefore most suitable for *stiff* beards and tender skins.

The
**World-Famous
WILKINSON
Sword-Steel RAZOR**

—The envy of every man who loves an easy shave.

Made from our Special Steel, and Ground, Hardened and Tempered by Special Process.



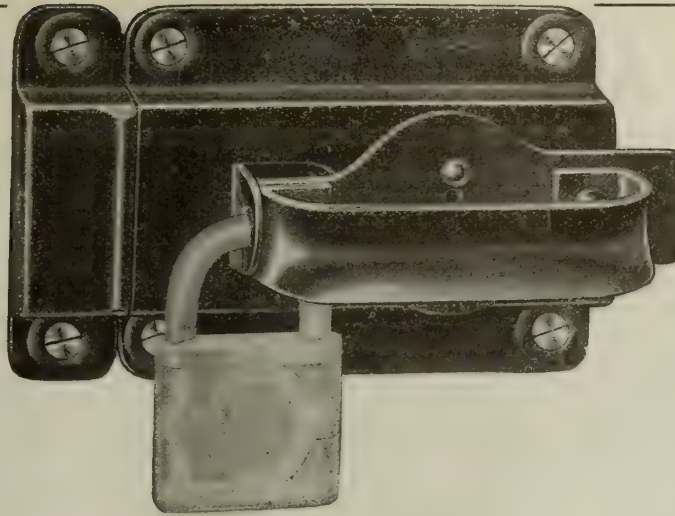
*These
Razors
are fully
guaranteed.*

*We are Makers of Razors,
Shavers, Swords, Guns,
Pistols, Camp Equipment,
Hunting Knives, etc.*

The
**WILKINSON SWORD
CO., Ltd.,
53, PALL MALL, LONDON.**

T. H. RANDOLPH, Managing Director.

It's
a
National



Sell this Steel Latch with an unbreakable, rust-proof lock

You can always close a sale for a National No. 25 Door Latch with the feeling of real service rendered to your customer. It is the superior latch for swinging doors. The handle is placed back of centre of case, away from the jamb, preventing any injury to the hand.

The little catch holds the door open—preventing the handles from being broken by banging against the building.

A positive lock is guaranteed by the wide opening in the strike, even if the door should sag. Can be locked with padlock, as illustration shows.



No. 25 is entirely of steel with exception of spring, which is of unbreakable solid brass that will not rust. Bolt is large, is sherardized, and has rounding face, which works easily on the roller-shaped edge of the strike. It is adjustable for doors $\frac{3}{4}$ inch to $2\frac{1}{4}$ inch thick. Installed by simply boring a half-inch hole for handle, and inserting screws.

Packed the "National Way," one in a box with screws and catch to hold door open. Five dozen in a case. Weight per dozen, 20 pounds.

Did you get your copy of our 1918 Catalog?

National Manufacturing Co.

STERLING, ILLINOIS

Canadian Eastern Representatives:

RICHARDSON & BUREAU

55 St. Francois—Xavier St., Montreal

YOU AND YOUR CUSTOMERS

are assured of service, satisfaction and value when you stock and prominently display

Canada Steel Goods Company

Strap and Tee Hinges packed one pair in a box with screws.

No pulling out drawers or emptying bins to find the proper size. No hunting for screws to fit a certain size hinge. No awkward parcel to wrap that permits screws to lose out.

No delay to make the buyer impatient.



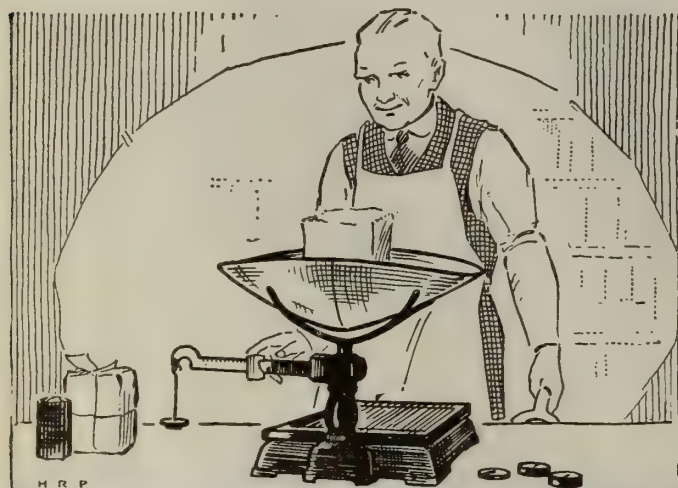
Cut of No. Sc. 935

Manufactured by

CANADA STEEL GOODS COMPANY, LIMITED, Hamilton, Canada

No disordered, unclassified stock, but everything as it should be, neat and properly labelled — making sales quicker, easier, more certain and more profitable.

Boxed Hinges is the common-sense method of supplying your customers with what they want.



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton,
Windsor, Winnipeg, Saskatoon, Calgary,
Vancouver, Victoria.



Canadian Rivet Forges are built to last.

Easy running blower, powerful, uniform blast, rigid steel plate construction.

Write for Catalog 100-19.

Canadian Blower & Forge Co.
Kitchener, Ont.

A DISPLAY THAT SELLS PLYMOUTH ROPE



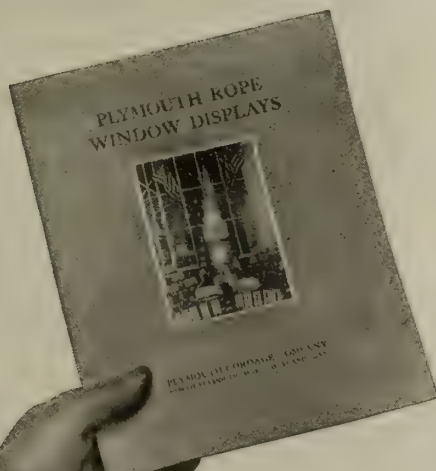
SUCH displays are easily installed by utilizing our free display material—hanks of manila hemp, lithographed window cards and Plymouth Rope sample signs.

A good, attractive window display creates interest and stimulates sales, and if your rope sales are conducted on the "Rope-by-the-Foot" plan, you can make an extra profit.

Several thousand dealers have already adopted the Plymouth Plan and say that it means greater profits and satisfied customers.

One dealer wrote: "We have given the Plymouth Plan a thorough test and find that we can figure *15% more profit* and can tell a customer how much his rope will cost."

Investigate the advantages of handling Plymouth Rope. Write for a copy of "Evidence" and "Window Displays."



**PLYMOUTH
CORDAGE COMPANY**
No. Plymouth, Mass. Welland, Can.
**INDEPENDENT CORDAGE
COMPANY, Ltd.**
TORONTO, CAN. *Canadian Sales Agents*



"YANKEE"

PLAIN RIGID DRIVERS

Cabinet Style No. 95
Standard Style No. 90

They cannot loosen in the handle in use or abuse.

You have our guarantee.

They are as durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

OFFICIAL
AWARD
RIBBON



PANAMA PACIFIC
INTERNATIONAL
EXPOSITION
SAN FRANCISCO
1915

Chas. H. Bunker
PRESIDENT

John G. Barker
PRESIDENT OF THE SUPERIOR JURY

John G. Barker
DIRECTOR OF EXHIBITS

Oct. 1915
SECTY OF THE INTERNATIONAL
AWARD SYSTEM

**MEDAL
OF
HONOR**

DEPARTMENT OF
MANUFACTURES AND
VARIED INDUSTRIES

Wm. H. Green
CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG
NO. 55.

**TRIMONT
MFG. CO.**

55-71 Amory Street
Roxbury, Mass.
U.S.A.



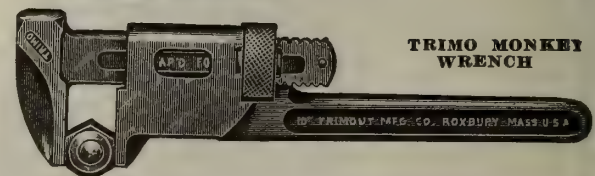
TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

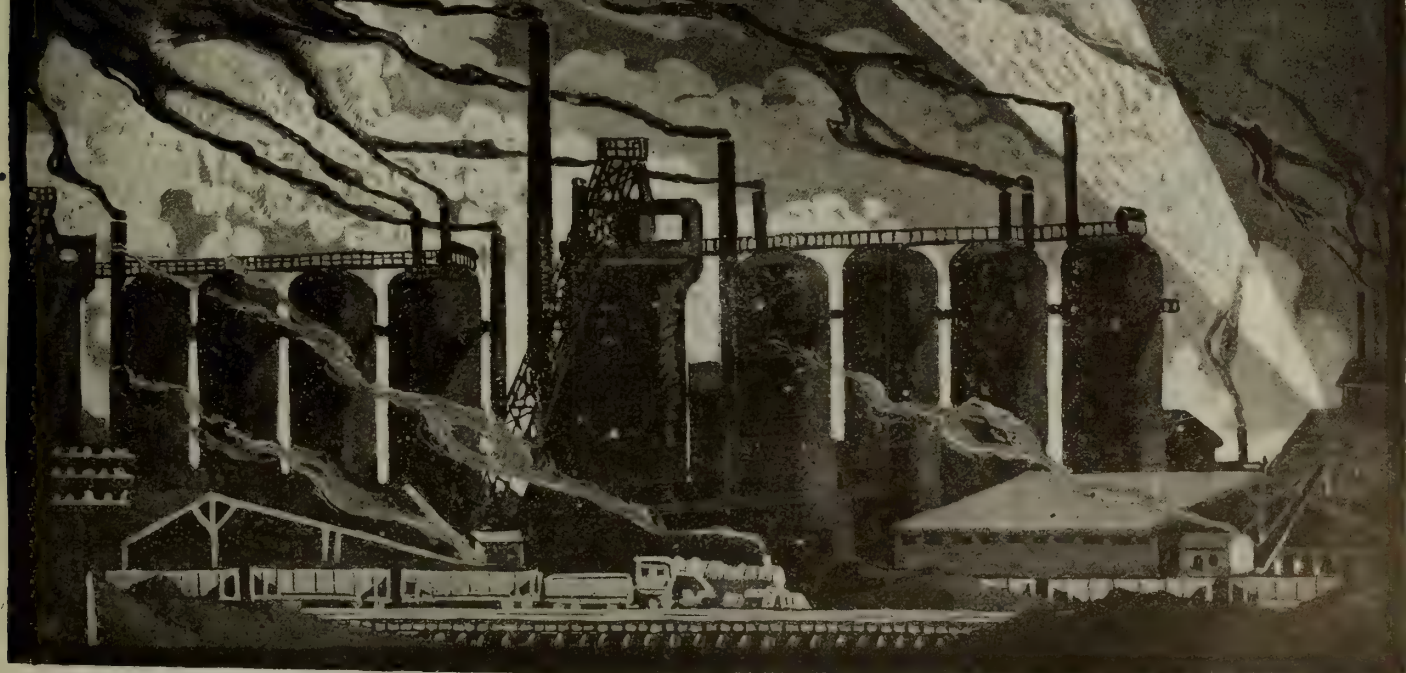
Quality

Service

PRODUCTS

"Hamilton" Pig Iron
Open Hearth Steel Billets
Steel and Iron Bars
Forgings
Railway Fastenings
Pole Line Hardware
Bolts, Nuts and Washers
Wrought Pipe
Screws, Wire
and
Wire Products
of every description

THE STEEL COMPANY OF CANADA LIMITED HAMILTON MONTREAL



If interested, tear out this page and place with letters to be answered.

STANDARD Floor Dressing

Aids the Tidy Storekeeper

IT is a means of freshening and brightening the whole store. It aids in keeping the shelves and the goods on them always fresh looking and attractive in appearance. It maintains the floor itself in smoother, better and more sanitary condition.

No mop or feather broom can control the dust as Standard Floor Dressing does. When spread evenly and economically over the floor surface, it catches and holds fully 90% of the atmospheric dust in the store. All that is necessary to keep the dressed surface in good order is regular sweeping of the accumulated dust and dirt with a stiff brush or broom.

As a material Standard Floor Dressing is sanitary and preservative. A gallon will effectively treat 500-700 square feet of surface and will last for months.

The dressing is sold in one and four gallon cans and in barrels and half barrels. It is easily applied with an ordinary floor sprayer.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES



Why You Should Be A Michelin Dealer

No.
18

A Combination of Value and Extensive Advertising

Even without Michelin advertising, Michelin Tires would be a good line to handle—for they give the motorist more for his money than do other makes, and this is the real basis of permanent dealer success.

But considering also Michelin's extensive advertising, Michelin's dealer-proposition is the best of all.

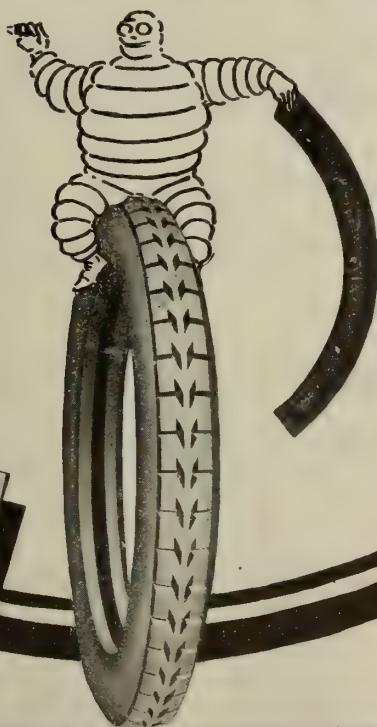
For the Michelin Dealer not only offers more for the money, but Michelin sees to it that every motorist knows that this is so.

Michelin Dealers make new customers easily and frequently—and what is more, they hold them.

Write for Michelin's Dealer proposition.

**Michelin Tire Co.
of Canada, Ltd.**

782 St. Catherine St. W.
MONTREAL



MICHELIN

If interested, tear out this page and place with letters to be answered.

NOW THAT LABOUR COSTS ARE HIGH

Shop superintendents are seeing to it that their men don't waste time and labour with inefficient tools.

They find it much cheaper to give a mechanic a new file than to have him waste time working with a file that has passed its "efficient point."

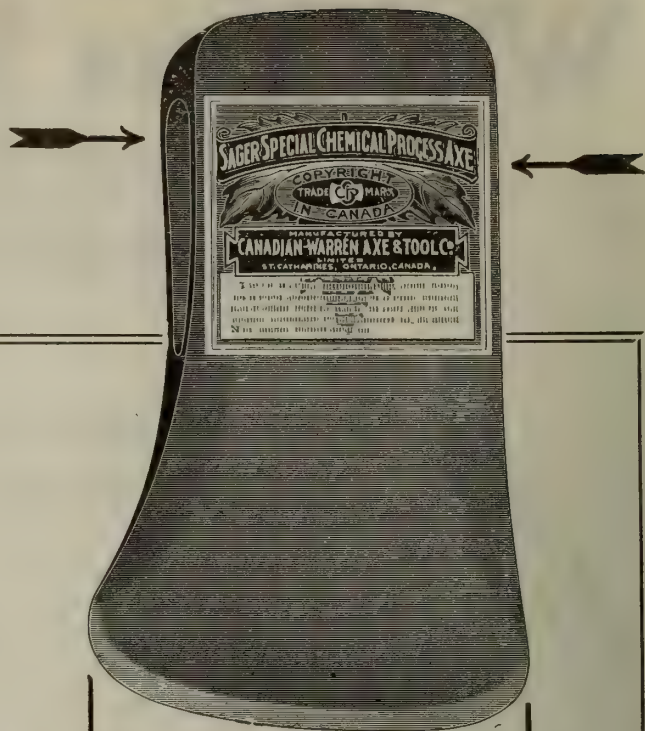
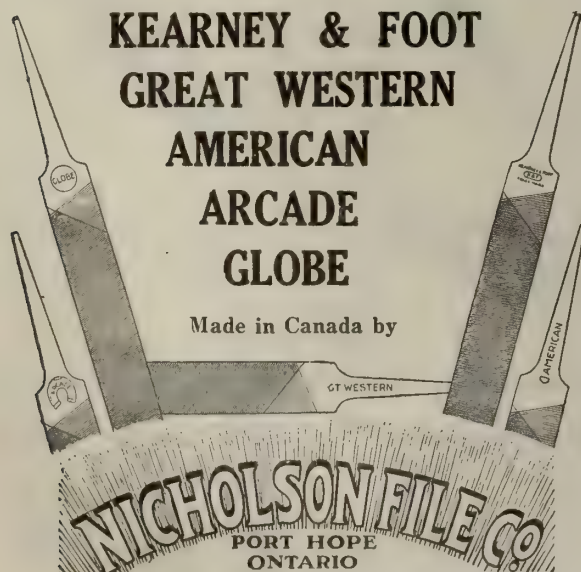
They find it pays to buy Standard quality tools because they give the best results for the longest period of time.

They recognize "Famous Five" as the standard quality files.

Consequently the dealer who sells "Famous Five" files gets their trade.

That's why you should specify "Famous Five" when ordering from your jobber.

They are:



WHY NOT BE GUIDED
BY THE JUDGMENT OF
HUNDREDS OF WELL
KNOWN LUMBERMEN,
WHO ACKNOWLEDGE
THE SUPERIORITY OF

"SAGER AXES"

AND

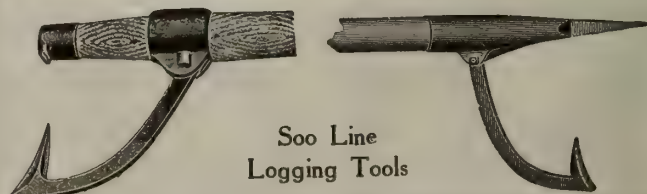
**"SOO LINE"
LOGGING
TOOLS?**

GET THE HABIT.

(AND THE PROFIT)

**Canadian Warren
Axe & Tool Co.
LIMITED**

ST. CATHARINES, ONT.



If interested, tear out this page and place with letters to be answered.

"Quality **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

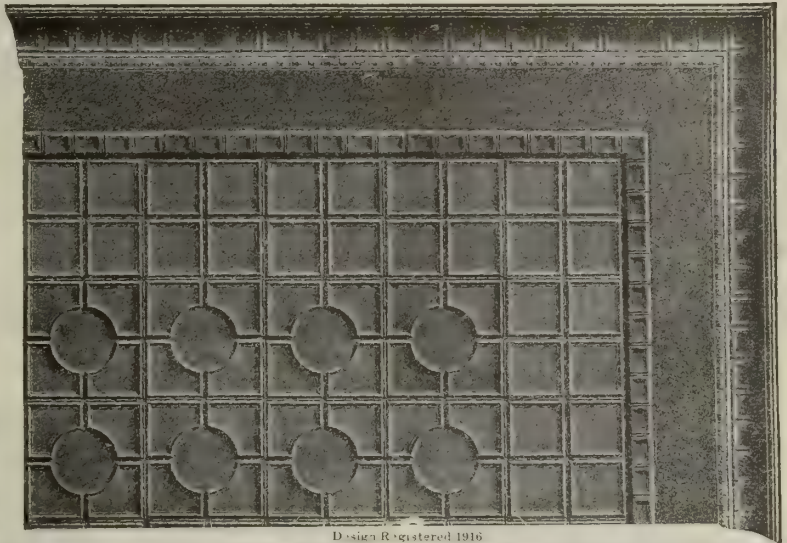
Head him off, quick

That repair or alteration job on the store across the road---don't let lath and plaster trim you out of an order for Metallic Ceiling and Wall plates. You can make a handsome profit and give a more durable, cleaner, smarter, quicker-installed job. We'll help you land the business.

Ask us how to-day and get our handsome catalogue and complete dealer-service information.

Stock carried by

GEO. W. REED & CO., LTD.
37 St. Antoine Street Montreal

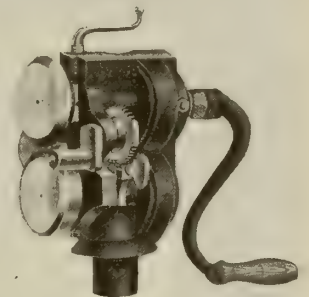


Design Registered 1916

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

SMALL MACHINES

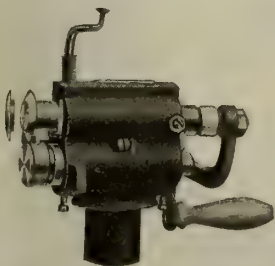
Are Made for Service. They Combine
Durability, Speed and Accuracy



No Tinshop can afford to be without a set of these machines

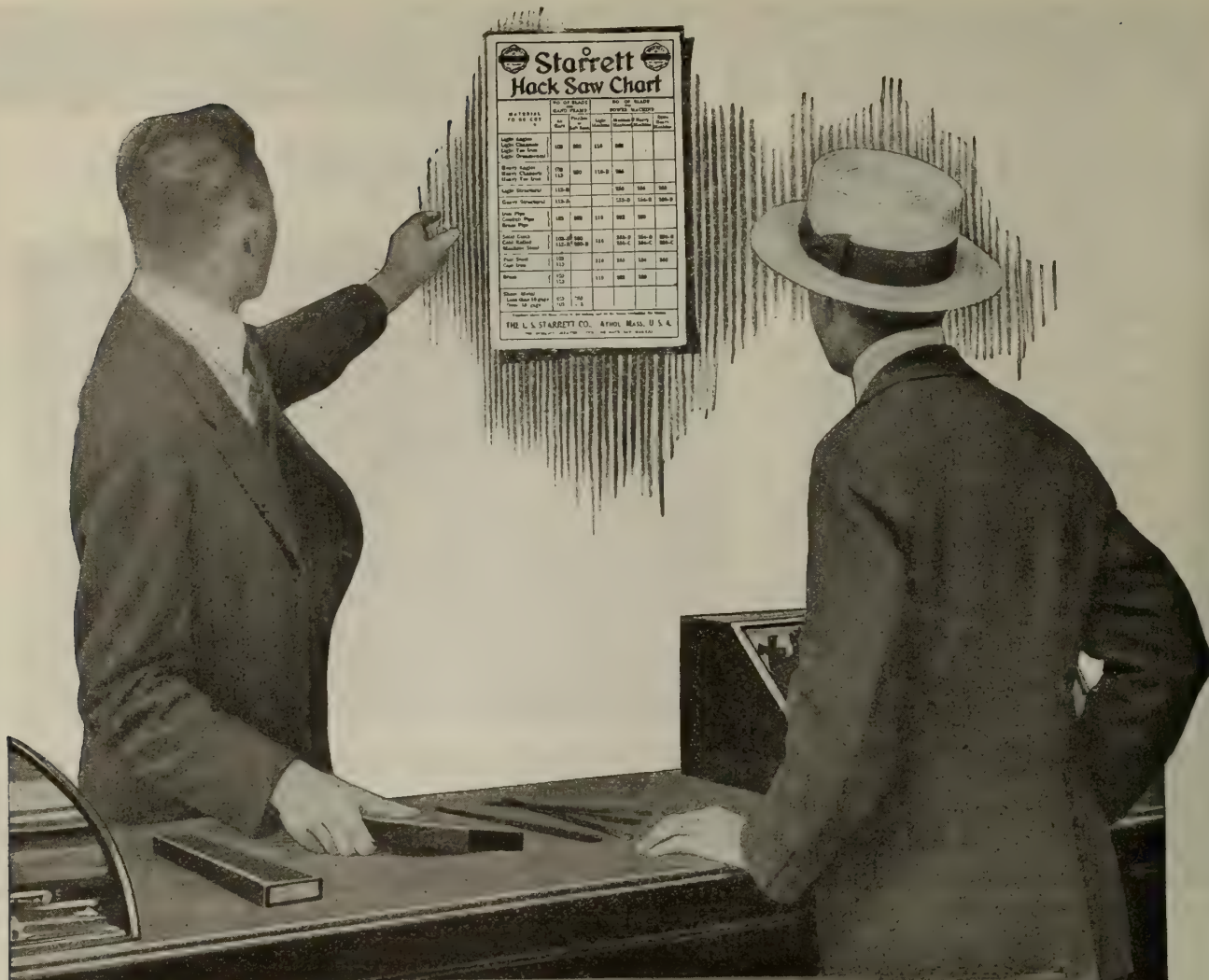
We manufacture a full line of Tinnners' Tools

Drop us a line for full particulars and prices



The Brown-Boggs Co., Limited
Hamilton, Canada

If interested, tear out this page and place with letters to be answered.



Valued by Your Customers

The Starrett Hack Saw Chart is a brand new service feature which goes with Starrett Hack Saws. It tells the customer exactly what number saw blade to use on any particular job. It guarantees quick cutting, a minimum of saw breakage, and a minimum of elbow grease.

As soon as you show a Starrett Hack Saw Chart to a prospective buyer, he will be agreeably surprised—and you make, not only a sale but a satisfied customer.

Send for a free Hack Saw Chart M. A. It will interest you.

THE L. S. STARRETT COMPANY



*The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled*

ATHOL, MASSACHUSETTS

New York
Chicago
London
42-821



If interested, tear out this page and place with letters to be answered.

GOODELL PRATT

1500 GOOD TOOLS

ACCURATE LEVELS

What would be the result if the element of accuracy were disregarded in the construction of Skyscrapers, Dams, Bridges, Machinery, etc.?

Goodell-Pratt Levels are constructed of the very highest grade of materials obtainable and by workmen especially trained in their manufacture. Absolute accuracy is one of the prime essentials of Goodell-Pratt level construction and the superior quality of Goodell-Pratt Wooden, Iron, Aluminum and Bench Levels is unquestionable.

Tool Book No. 13 contains detail reasons why



Goodell-Pratt Company

GREENFIELD,

Toolsmiths

MASS., U.S.A.



If interested, tear out this page and place with letters to be answered.

CANADA FOUNDRIES & FORGINGS LIMITED

The Silent Sanitary School Desk



FEATURES OF SUPERIORITY:

Sanitary—no dust—no germs. Beauty of design—simple, graceful proportions. Strength, Construction, Foot Rest and Protection Board. Book Shelf. Noiseless Automatic Seat Hinges.

Write for our special dealer's proposition.
Immediate shipment of all orders received.

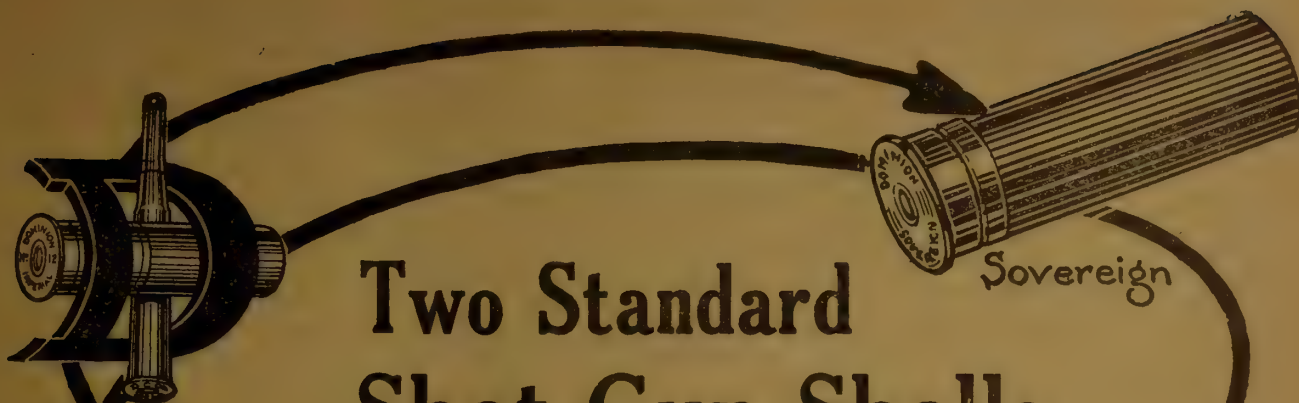
PRODUCED AT

THE JAMES SMART PLANT

Brockville, Ont.

Winnipeg, Man.

If interested, tear out this page and place with letters to be answered.



Two Standard Shot Gun Shells

The sportsmen—trapshooters and hunters—who stand at your counter know the superior qualities of

Sovereign and Regal *Shot Gun Shells*

The double assurance of strong, safe casings, due to the knurled base and the steel reinforced head in both the Sovereign and Regal are points that interest your sportsman customer. Care in loading — well seated wads — the large Dominion 3B primer all help to develop the

Speed—Pattern—Penetration

that have meant so many successful days for Dominion users —your customers.

Show the loading to the doubters by slicing the side of a Sovereign or Regal shell. Demonstrate further by pressing the cut paper back in place and firing the shell at a large piece of paper spread out on a board. Point out to him the number of pellets of shot that have hit and how evenly they are spread on the paper—Pattern. Show him how deeply the shot has gone into the board—Speed and Penetration. The customer will not mind missing a shell from a box when such quality is demonstrated.

Dominion Cartridge Co., Limited

120 St. James Street

Montreal



FIVE WORKS—OVER 3,000 EMPLOYEES

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

Gunmetal and Brass Valves and Cocks.

Steam, Water and Compressed Air Fittings generally.

Cast Iron Stop and Sluice Valves.

Semi-Rotary Pumps.

Extruded Brass and Bronze Bars.

Brass Bolts and Nuts, Studs and General Turned Work from the Bar

Cast and Malleable Iron Cocks and Pipe Fittings.

Pressure and Vacuum Gauges.

Injectors, Engine Governors.

Spraying Machinery.

Coppersmiths' Work.

"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

Business After the War

If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office at the address below.

**UNITED BRASSFOUNDERS
and ENGINEERS, Limited**

EMPRESS FOUNDRY

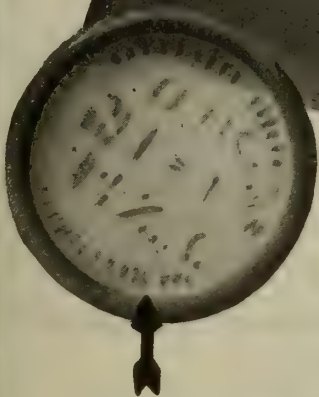
Cornbrook, Manchester, England



HERCULES

Smokeless Shotgun

POWDERS



At this end of the shell is the name of the powder. Ask for and look for

INFALLIBLE

A Story of Importance to You

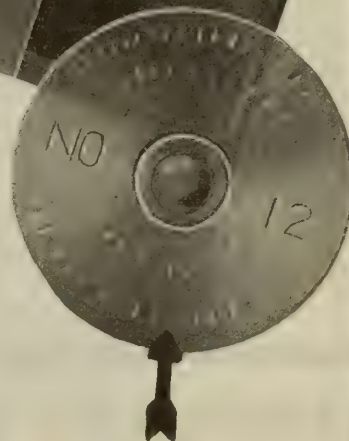
YOU can't know too much about the shells you carry in stock. The information you should have is easy to obtain for it is told on the shell itself. The two ends give the story—a story that is important to you because *it is important to your customers.*

On the base you will, of course, find the name of the maker and loader from whom you order the shell. At the other end, on the top wad, are printed the size and quantity of shot, the quantity of powder and, last but not least—the *name of the powder.*

Hercules Infallible Smokeless Shotgun Powder, may be obtained in any standard make of shell. Undoubtedly the names of the shells you carry in stock are given in the column to the right.

The next time you order shotgun shells it will pay you to specify that they be loaded with Infallible Powder. The cost of the shells will be the same and you will make sure that you are selling your customers as good powders as can be made, in their favorite brand of shells.

If you are not familiar with the advertising service which we give to retail hardware and sporting goods houses it will pay you to drop us a postal asking about it.



On this end is the name of the maker. Hercules Smokeless Shotgun Powders may be obtained in shells made by the following:

**PETERS
REMINGTON
SELBY
U.S.
WESTERN
WINCHESTER**

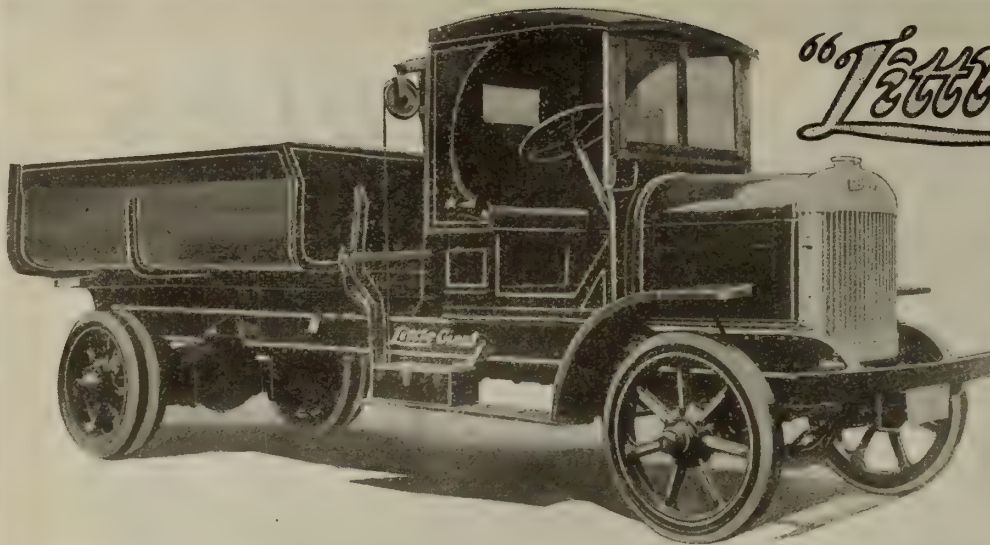
HERCULES POWDER CO.

127 West 11th Street

Wilm



Delaware



"Little Giant"

WORM DRIVE TRUCKS

Operated on
Coal Oil or Gasoline

MODELS FOR ALL CLASSES OF BUSINESS

1 Year Guarantee backed by a corporation with resources of \$14,000,000

Little Giant Trucks are equipped with Duntley Gas Generator, permitting the use of Kerosene, Distillate or other low grade mixtures at a saving in fuel costs of full 50%.

Canadian Pneumatic Tool Co., Limited

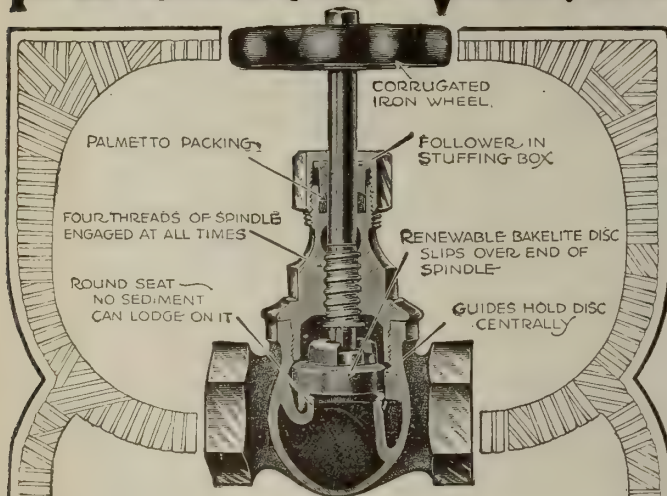
'Phone Main 1725

345 CRAIG STREET WEST

MONTREAL

Toronto Branch : 107 Church Street

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limite

"Canada's Departmental House for Mechanical Goods"

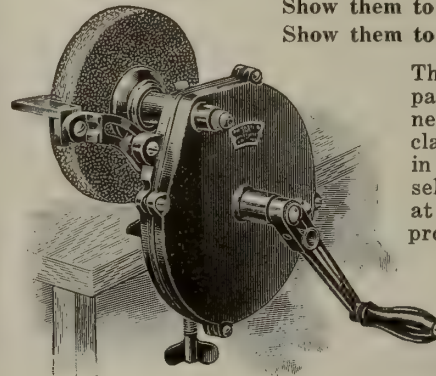
St. John. Quebec, Montreal, Ottawa,
Toronto: Hamilton, Windsor, Winnipeg,
Saskatoon, Calgary Vancouver, Victoria.



Now is the time for
Canadian dealers to
display in windows
and stores

"AMERICAN SELF-OILING GRINDERS"

Show them to MACHINISTS
Show them to CARPENTERS
Show them to GARAGE MEN
Show them to FARMERS



They will appeal particularly to the needs of above classes. They come in different sizes — sell at fair prices — at good margin of profit.

Sold and catalogued by
Leading Jobbers

Manufactured by

American Grinder Mfg. Co., Milwaukee, Wis.

Western Agents:—Merchants Hardware Specialties Co., Calgary, Alta. Eastern Agents:—John H. Graham Co., 113 Chambers St., New York City. Winnipeg and Manitoba Agent.—D. Philip, 138 Portage Ave., East Winnipeg, Man.

If interested, tear out this page and place with letters to be answered.

**Dealers From Coast to Coast
Sell These Ranges
With Utmost Satisfaction**

**DAVIDSON'S
Premier Marathon
Premier Cordova
Premier Leader
Premier Royal
Premier Chieftain**

The fine service-giving qualities of Davidson Ranges are known from coast to coast.

Supply and demand have been carefully studied by us, and we have in our Premiers a line of ranges that will meet your customer's every requirement.

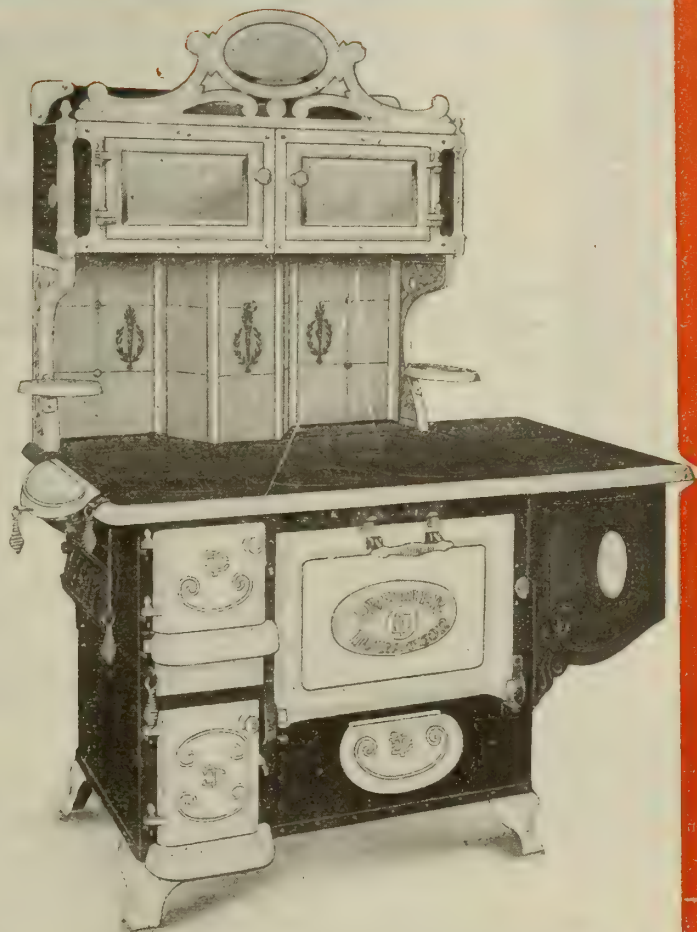
They're made of high quality materials and constructed with exacting care, even to the minutest details.

***The Famous Premier
Quintette***

Body is made of extra heavy polished steel. Cast-iron top very heavy, centres and covers ribbed, practically indestructible. Oven made in manner proven best by experience—can't buckle. Fire-box is one of the best ever designed. Grates and linings very substantial.

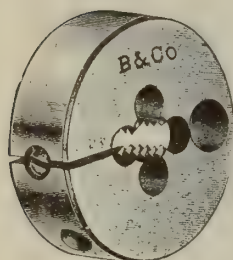
TWO BIG FEATURES—Duplex drafts which give draft to both ends of fire-box, and attractive and serviceable high Persian closets. Note illustration.

Write for your copy of our new illustrated stove catalogue. A post card will bring it.



**WE INVITE YOU
TO EXAMINE OUR
FULL LINE AT
TORONTO EXHIBITION**

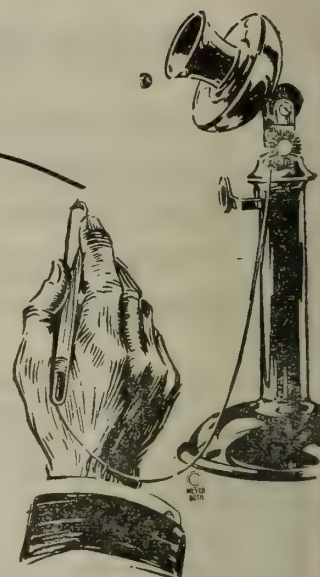
The Thos. Davidson Mfg. Co., Limited
Toronto MONTREAL Winnipeg



Butterfield

*Customer Satisfying
and Profitable
To-day—and All the Time*

Butterfield Tools—Taps, Dies, Reamers and Twist Drills, will establish a sounder basis for growth and yield a bigger net than cheaper substitutes. The name "Butterfield" embraces tools of sturdier, stronger and more capable qualities that squarely meet the present-day demand.



Butterfield & Company, Inc.
ROCK ISLAND, QUEBEC, CANADA

WAKYTE CLOSETS

Practically all wholesale and retail hardware dealers in Canada now handle Wakyte Closets and Chemicals in preference to other makes. Wakyte goods not only enable the dealer to make a substantial profit and meet competition, but they also

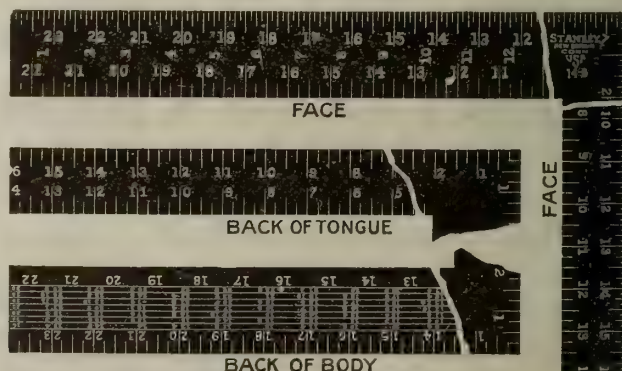
give better satisfaction to the purchaser and cost no more than inferior makes.

Wakyte Closets are made in three sizes, No. 2, No. 3 and Special. The two former are oval in design and the Special is round. Body of all Wakyte Closets is finished in Maroon Enamel and seat in Mahogany. All Wakyte Closets bear our well-known trade mark—an absolute guarantee of quality and satisfaction.



Wakyte Mfg. Co., Limited, Winnipeg

**Stanley
Tools**



Stanley Steel Squares

Every Stanley square is weldless, or, in other words, made from ONE piece of steel, and all four edges are machined. Particular attention is called to the finish of all numbers and the depth and accuracy of the graduation.

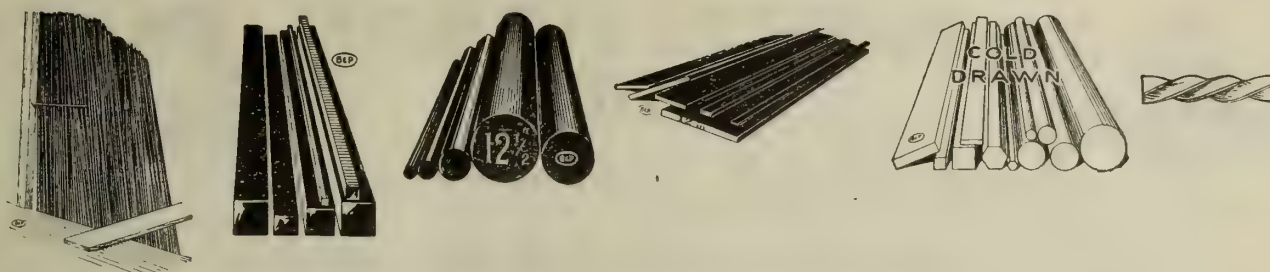
Special care has been given to the simplifying of all tables used, so that the workman can get the measurements he desires with ease and rapidity.

They can be furnished in a number of different styles, and the variety of finishes offered include Royal Copper, Blued, Nickel Plated, Galvanized and Polished. All Royal Copper and Blued finished Squares have white enamel figures and graduations.

Each Square is packed in an anti-rust wrapper and this stamp appears on the surface of all numbers.

Send for special circular containing complete description.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



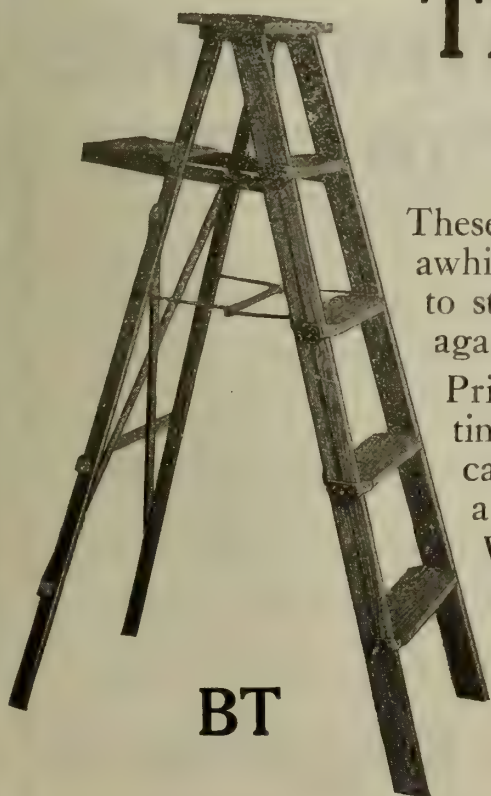
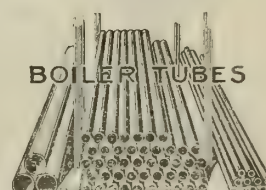
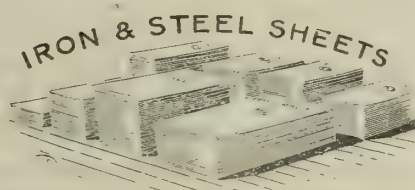
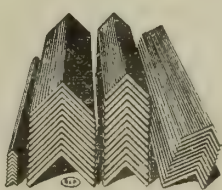
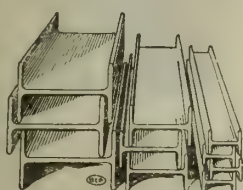
BAINES & PECKOVER

FOR USUAL AND UNUSUAL ROLLED IRON AND STEEL

Warehouses:
98-116 Esplanade

TORONTO

Yards:
Harbor District



BT

The Wise Merchant Orders Early

These days the merchant who holds back to "look around awhile" is a loser. He not only misses his opportunity to stock quickly but he more often than not runs up against higher prices.

Prices on ladders, as on all things are going up all the time, and our advice to you is to buy now when orders can be taken. No one can say how stocks will be in a month's time.

When the BT man gets round to you give him your order for ladders and be sure then when Spring and Housecleaning time comes round again you'll be ready with the best ladders that can be had.

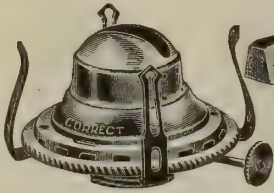
Beatty Bros., Limited Fergus, Ont.

St. John, N.B.

Montreal

Winnipeg

Edmonton



A and B Size
Correct Lamp Burner



Photo Reproduction
Illustrating Flame of B or No. 2
Correct Lamp Burner

BURNERS BURNERS BURNERS

"CORRECT" Lamp and Lantern
Burners GIVE:—

25% to 50% More light than any other
Burner manufactured.

WHITER and BETTER light.

And mainly, they give SATISFAC-
TION.

The Burner with the Patented FLAME
SPREADER.

Every Hardware Merchant should
carry them.

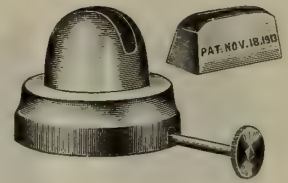
Manufactured only by

The SCHULTZ MFG. CO., LIMITED

HAMILTON, ONTARIO

Sold by all Wholesalers and Jobbers.

Give us your Wholesaler's name and we will send you
a sample.



No. 2 Cold Blast
Correct Lantern Burner



Photo Reproduction
Illustrating Flame of No. 2
Cold Blast Correct
Lantern Burner



"Silent Salesman" B
Display Board
Length 54 Inches
6 Wrenches Each Size

Williams' Superior Drop-forged Wrench

"Silent Salesman"

We have all heard of the "influence of the spoken word." Why not give the unspoken word a chance? Let a "Silent Salesman" demonstrate its ability to tell the story of Williams' Superior Drop-Forged Wrenches without words—save your breath and effort for other goods which need more pushing!

These Display Boards are constantly and consistently on the job in such a quiet, unobtrusive way that you'll be surprised by their efficiency. They induce sales because selection to suit individual wants is simplified. Practically all you do is to issue the charge slip and wrap up the goods.

We supply the Board without charge—you simply buy the wrenches, which virtually sell themselves.

Ask for descriptive booklet.

**Large Stock of Wrenches—
Prompt Shipment.**

J. H. Williams & Co.

"The Wrench People"

30 Richards St., Brooklyn, N.Y.

The A. G. Low Co., Ltd., Saskatoon, Sask.

Agents for Manitoba, Saskatchewan, Alberta and
British Columbia.

HARVEST GLOVES COTTON GLOVES

Also a full line of Leather
Gloves and Mitts, Horse
Blankets in stock for next
season.

Fall goods arriving every day.

Order early and be certain of
your fall and winter supply.

Thos. Birkett & Son Co.
LIMITED

OTTAWA, ONTARIO

If interested, tear out this page and place with letters to be answered.

A High Class Business Building Line —plus Service

Order from us once direct and you will afterwards discard the old-fashioned method of dealing through the middleman.

ELECTRIC LAMPS

Carbon, Nitrogen and Tungstens. All Standard Brands, any quantity.
Immediate Delivery.

AUTO ACCESSORIES
ELECTRICAL SUPPLIES

JOBBER'S TOOLS
AUTO TOOLS

HAMMERS, ETC.

Write for your copy of our Catalogues just off the press.

North American Hardware Supply, Limited

Wholesale Hardware, Tires and Accessories

222 NOTRE DAME ST. WEST

MONTREAL

"Distributors for Diamond Tires"

HARDWARE DEALERS TAKE NOTICE

We will not have exhibit at Toronto Exhibition this fall, but want you to call at our sales rooms at 141 King street East, where we will have a better chance to talk to you and demonstrate the Reliable Churn.

Don't forget the number, we are about three minutes' walk from King Edward Hotel, and near St. Lawrence Market.

This is something you need in your business, and shows you a good profit.

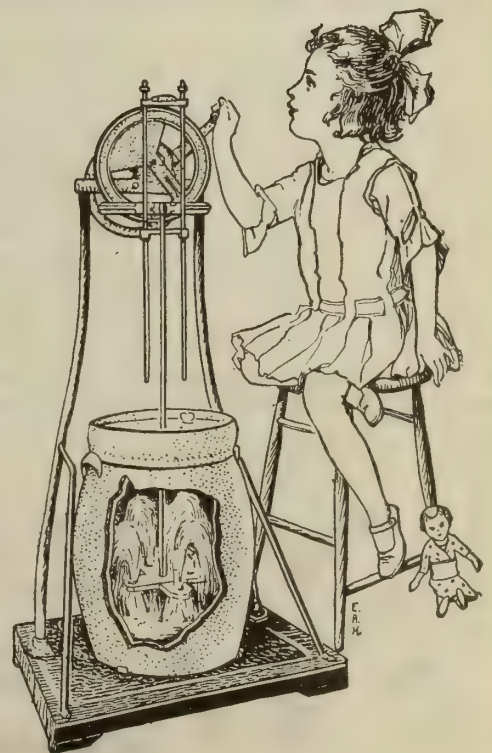
THE RELIABLE CHURN CO.

OF CANADA

T. W. Foster

TORONTO

141 King St. E.



THERE'S only one right way to clean water closets—and the public is rather generally aware of that fact. They know that they need **Sani-Flush**. It's simply a matter of procuring it at the most convenient place.

Call attention to your stock of

Sani-Flush

Display cans of **Sani-Flush** on your counters and in your show window. Keep your stock on a shelf where it will be plainly seen.

Harold F. Ritchie & Co., Limited

10-12 McCaul Street,
Toronto, Ont.



MADE IN CANADA

**Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools**

Write for
Catalogue

**A. B. Jardine & Co.
LIMITED
HESPELER, ONT.**

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink any-
way you take it,
and it's the best
Peavey made.

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



**4 Good Reasons
---READ 'EM!**

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

If interested, tear out this page and place with letters to be answered.

Here are Two Popular Types of Floor Hinges that You Should Carry

They're Easiest to Instal---Last Longest!

These two types of Floor Hinges are popular because they're low-priced, strong and easy to instal.

They are extraordinary Floor Hinges at ordinary prices.

The Chief Spring Floor Hinge. Wrought Steel. Ball Bearing.

No mortise to be cut in floor.

Water cannot get into working parts.

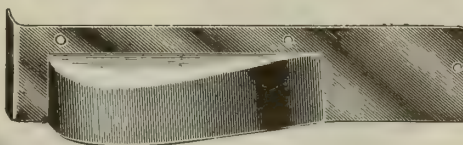
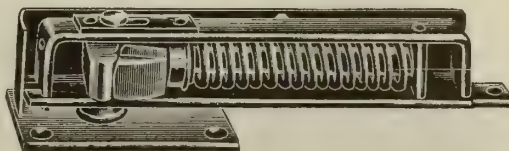
Tensions of the spring can be adjusted any time.

First Piece is Pivot for Upper Jamb. Second Piece is Socket for Top of Door. Third Piece is the Hinge for Bottom.

"THE CHIEF"



"THE DOMINION"



The "Dominion" is a Double-acting Floor Hinge. $1\frac{1}{8}$ " to $1\frac{1}{2}$ " thickness of door; will be finished as ordered.

Packed in boxes of 1 set; or 1 case of a dozen (weight 49 lbs. per doz.)

Packed with screws to match.

When writing ask about other profitable Taylor-Forbes lines.

Taylor-Forbes Co., Ltd.

Head Office and Works: GUELPH, ONT.

MENDETS

A PATENT PATCH

**When Prominently
Displayed
Are Ready Sellers**

Mendets are known everywhere for quick and permanent repair of Kitchen ware utensils, etc.

Alarming prices of aluminum, granite, iron and tin ware have made friends for Mendets everywhere. They sell themselves because they're needed in every home.

**Order from your
wholesaler.**

Collette Mfg. Co.,

Collingwood, Ontario, Canada



Mr. Merchant:

When you are finished with this paper pass it on to your clerks. It will help them to help you, which means increased business.

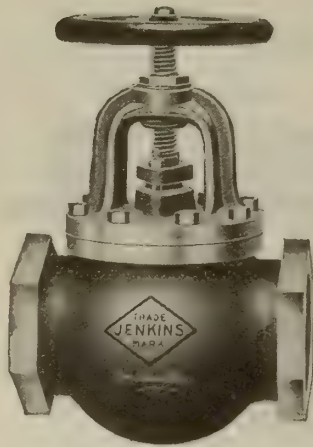


FIG. 141

JENKINS BROS.

Standard Pattern Iron
Body Globe Valve
Screwed with Yoke.

For use under steam service there are no
valves quite as satisfactory as

JENKINS BROS. Globe and Angle Valves Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes
tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flak-
ing and unrivalled durability in working steam pressures
up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL
6 GREAT QUEEN STREET, KINGSWAY, LONDON, W.C. 2, ENGLAND

Manufacturers

OF

WIRE

HEADQUARTERS FOR
Wire Bale Ties

LARGEST CAPACITY AND STOCK
IN CANADA

Prompt Shipment

**LAIDLAW BALE TIE
COMPANY, Limited**

HAMILTON, CANADA

Winnipeg

Toronto

Montreal

London, England

More-Profit Pumps ---Real Profit

No use to sell a pump that makes
trouble for a dealer with his customer.

The trouble is remembered. The cost
of repairs is dead loss
of time and temper.
The dealer suffers.

"Aremacdee" hand
and motor metal
pumps for force or
lift use, every kind,
are shown in the big
catalogue.



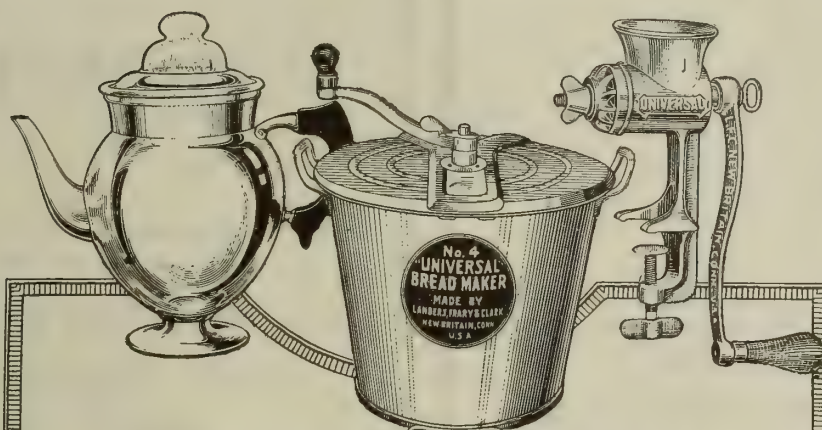
Dealers, ask for prices and terms. Get
real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

HELP CONSERVE FOOD

BY SELLING

UNIVERSAL HOME NEEDS



THREE UNIVERSAL APPLIANCES THAT SHOULD BE IN EVERY HOME

Not only eliminate much of the drudgery of home cooking but improve the quality of the food and materially reduce the average cost of living saving their original cost in "no time." They are known as the

UNIVERSAL BREAD MAKER by aid of which, light, delicious, wholesome homemade bread is easily obtainable with a few minutes turning the crank instead of the customary half hours tedious kneading.

UNIVERSAL FOOD CHOPPER which from leftovers make many dishes such as Salads, Hash, Croquettes, etc. and the

UNIVERSAL PERCOLATOR which insures clear, sparkling, aromatic coffee uniformly good every day in the year, with one-third less coffee than the ordinary coffee pot.



**UNIVERSAL TOASTERS
MAKE STALE BREAD
TASTY**



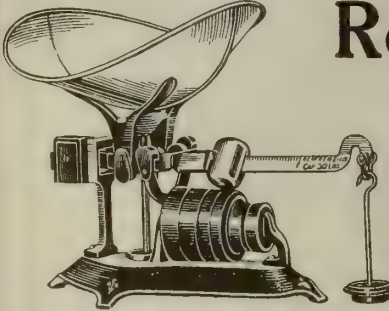
Order them through

Caverhill, Learmont & Co.
MONTREAL

If interested, tear out this page and place with letters to be answered.

The Dispute Settler

Here is a scale that captures confidence the minute you show it. And confidence "sells goods." In a dispute over correct weights, for instance, the owner of a Renfrew can defend its accuracy against any other scale, no matter how elaborate. The Government Inspector's Certificate, accompanying every Renfrew, is indisputable evidence of accuracy in every weight from $\frac{1}{2}$ oz. to 30 lbs. That is one reason why the Renfrew sells like everything, these days. The housewife is ferreting out every leak due to honest mistakes in weighing. Get the



Renfrew

HOUSEHOLD SCALE

Capacity $\frac{1}{2}$ oz. to 30 lbs. Government inspector's certificate with every Renfrew.

Finished in black or all nickel plate styles. Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch, Sussex, N.B.

Western Representative: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scales, Tractors, Wood-Saws, Grain Grinders, etc.

FILES



TRADE MARK

"THEY CUT FASTER AND WEAR LONGER"

IMPERIAL

Manufactured and unconditionally guaranteed by

Port Hope File Mfg. Co., Ltd.

Port Hope, Ontario

"Ask Your Jobber"

Sell Handles that are Most in Demand STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS

--

ONTARIO



"TALLMAN'S SPECIAL" ARCTIC METAL

a medium priced babbitt specially adapted for Saw Mill and Wood-working machinery.

Will remain cool under exceptionally high speed.

Its long life proves its efficiency.

Tallman Brass & Metal Limited
HAMILTON, ONT.

If interested, tear out this page and place with letters to be answered.



See Our Catalogue on Furniture Trimmings and Builders' Supplies

We want every Hardware Dealer to send for his copy of our new catalogue that he may acquire some of the latest ideas we are showing in beautiful Furniture Trimmings of all kinds.

Sash Locks, Sash Lifts, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

**The Stratford Brass
Company, Limited**
STRATFORD, ONTARIO

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.



Quotations given on heavy Chemicals and Metals

U.S.P. CASTOR OIL

in barrels only

IMMEDIATE SHIPMENT FROM STOCK

B.&S.H. THOMPSON & COMPANY LIMITED

MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Co.
Exporters for American Sheet & Tin Plate Co.

STOVER HARDWARE

This popular hardware is salable during all seasons of the year. Many items are suitable for 10 to 25c counters. The quality is the best and will make your stock more attractive to the trade.

Send for our new catalog, P-17. Some of the articles it shows are:

Mop sticks	Stove Trimmings
Fireplace fixtures	Pulleys (all kinds)
Latches	Coat & Harness
Ice Picks & Shaves	Hooks
Chest Handles	Hinges
Saw Vises	Lamp Brackets
Cast Hatchets	Waffle Irons
Lemon Squeezers	Door Pulls
House Numbers	Nut Crackers

WE ALSO MAKE

Wind Mills, Feed Mills, Ensilage Cutters and Gasoline Engines.

STOVER MFG. & ENGINE CO
Freeport, Ill.

Canadian Agents:

Cadman & Bauslaugh,
322 McIntyre Block,
Winnipeg.

G. L. Cohoon, 11
St. Sacramento St.,
Montreal.

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send us hardware catalogue No. P-17.
Name.....
Business.....
Address.....

When in need of

Wrapping Paper
Twines & Cordage

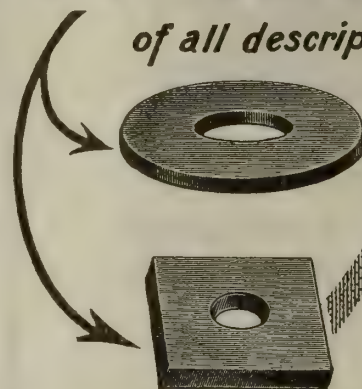
Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton & Winnipeg

Wrought and Steel Plate WASHERS

of all descriptions



Annealed
Rivet Burrs,
Felloe Plates,
Sheared and
Punched Plates.

Round & Square
Plain or
Galvanized

Malleable Washers
and Cast Iron Washers.

Prompt Shipments

Wrought Washer Mfg.
Company
Milwaukee, Wis.



All
Copper
Tea Kettles
Nickel Plated



Seamless body, made from one piece of metal, tinned inside. Spout double seamed to body. Spout edge curled to prevent denting. Rim of cover opening reinforced with wire, stiffening the breast and keeping opening in uniform shape. Bail—one piece solid steel wire, tinned, running through wood handle. Knob fastened to cover with rivet and burr. Bent or straight spout, pit or flat bottom. Sizes 6 to 9.

The Wentworth line of Kettles, Tea and Coffee Pots, Brass and Steel Hinges, Lawn Sprinklers, etc., is a line worthy of your sincerest backing.

Wentworth Manufacturing Co., Ltd.
HAMILTON, CANADA

Gasoline Lamps

Coleman's Quick - Lite Lamps and Lanterns. You save freight on them by buying at Moose Jaw. You can carry light stocks and get them by express when needed. You can get them from us by freight as quickly as you can by express from any one else. You need not lose a sale when you can get them so quickly.

Morrison Blackwood

Hardware Limited

Moose Jaw,

Sask.

600,000

Rounds of 30-30

Winchester Smokeless Cartridges (Hard Point)

LESS THAN HALF PRICE

This is part of a purchase of 30-30 hard point cartridges from the City of Toronto, and as long as they last we will sell them at a price which is less than half the present price of Winchester soft point cartridges.

For many purposes, such as practice or target shooting, the hard point cartridge is just as good as the soft.

This lot will not last long, so place your order as early as possible. Write to-day. Immediate delivery can be had on any quantity.

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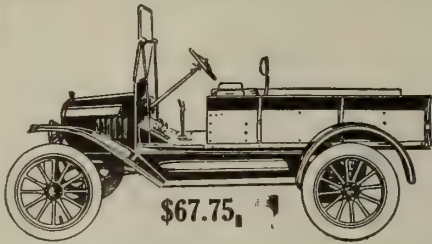
We are quoting jobbers a special price on quantities.

**RICE LEWIS
& SON**
LIMITED
TORONTO

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*"The House of
the Padlock"*



\$67.75



\$105.25

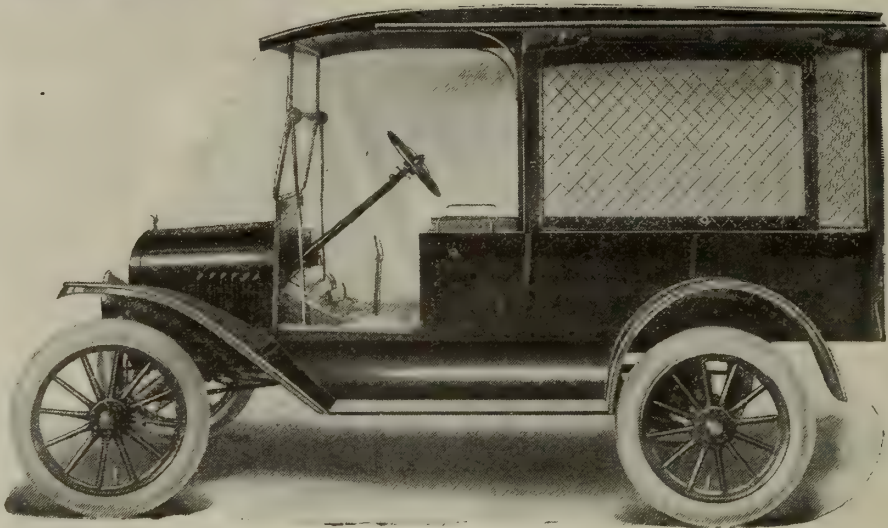
THE BEST FOR GENERAL DELIVERY

Light

Durable

Strong

Economical



This Style \$125.50

Babcock Commercial Bodies

STEEL-SKELETON CONSTRUCTION giving STRENGTH with LIGHTNESS, DURABILITY and ECONOMY. The best built and best looking Delivery Bodies on the market. So simple that anybody can put them on a Ford or any other chassis without a mechanic to assist. All styles are standardized and interchangeable. Mention make of chassis when ordering.

We sell direct to Trade where no dealers represent us.

WE WANT AGENTS

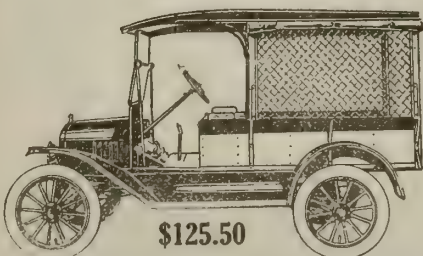
A good proposition for the garage owner or motor agent to handle. The reputation for selling the best built body the market affords goes with the Babcock Agency. If you are interested as an agent, write for particulars. If you are interested as a merchant who wants an auto body for delivering goods, write full particulars, with illustrations, by return mail.

WRITE FOR ILLUSTRATED FOLDER AND PRICES

CARRIAGE FACTORIES, Limited

Head Office, Excelsior Life Bldg., TORONTO

Sales Offices, Montreal, Winnipeg, Toronto



\$125.50



\$138.00

If interested, tear out this page and place with letters to be answered.

"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX.

TORONTO, AUGUST 17, 1918

No. 33

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Again

*We Offer O-Cedar Dealers
a Splendid Series of Fall Advertisements*

Our new series of Hardware advertisements is, we believe, an improvement on anything we have previously attempted in this direction.

There are seven snappy, business-getting ads in the series—we send the electros of all seven free to the first Hardware Merchant, in any town, who requests them.

Our Fall Advertising Folder which will be mailed in August, contains re-

productions of these ads. If you do not get your O-Cedar Folder by the end of this month, you may assume that it has gone astray and it will then be advisable for you to write us for a copy of it.

The merchant who avails himself of our offer of free advertising electros obtains a unique series of Fall ads, all ready for use in his local paper. At no cost whatever he gets the ads on which we have expended much

thought and considerable money—for these dealer ads are prepared by an expert and illustrated by artists whose work commands a high price.

If you have never used this free advertising service which we offer to all who sell O-Cedar Products—we suggest that you give the plan a trial this year—judging by what we learn from dealers who have used our free service, we can assure you that these ads will bring real business to your store.

Channell Chemical Company, Limited - Toronto

LIST OF ADVERTISERS

featured in the seven new dealer ads.

- No. 25—O-Cedar Polish and Varnishes.
- No. 26—Children's Sleighs.
- No. 27—An assortment of Christmas suggestions.
- No. 28—Skates.
- No. 29—Oil Heaters.
- No. 30—Stoves.
- No. 31—Paint.
- No. 32—Paint and Varnish.

O-Cedar Polish

Always seasonable, in demand the whole year through, a line that Hardware Merchants find it profitable to feature in their windows and in their advertising.

War Board May Ban All Pleasure Cars

Canadian Auto Manufacturers Are Awaiting Ruling From Washington With Keenest Interest—Many Dealers, in Anticipation of Drastic Action, Are Buying Up All Old Autos in Sight—Whole Canadian Trade Will be Affected

THE entire automobile business of Canada will be affected by a ruling which is pending from the United States War Board regarding the manufacture of pleasure and passenger cars. While the order has not yet been issued and many big auto firms are doing a great deal to endeavor to have it at least modified, there is every indication that the order will be most drastic and far reaching. The letter which the War Board sent to the American manufacturers of autos speaks for itself. It is another striking example of the thoroughness with which the United States is going into its war preparations. Fearing that something was in the wind the auto manufacturers recently held a meeting and after discussing the situation sent Hugh Chalmers to Washington and voluntarily offered to curtail their production of pleasure cars by fifty per cent. Many of them thought that this was going pretty far and the letter of the War Board intimating that all manufacture of pleasure cars may be prohibited after January 1, 1919, came as an unexpected and unpleasant surprise.

The letter of the War Board says: "We note that manufacturers voluntarily agreed among themselves to curtail the production of passenger cars 50 per cent. While this is clearly a step in the right direction and furnishes a basis for each and all of the manufacturers without further delay to make appropriate reductions in selling, general and overhead expenses, still, it is only a step, and further curtailment is inevitable.

Cannot Get Supplies

"Fairness to your industry impels us to frankly state that the situation as it is presented to us to-day indicates very clearly that there will be little, if any, of the principal materials required in the construction of passenger cars available for non-war industries after war requirements shall have been provided for, and the War Industries Board cannot at this time make any promise whatsoever regarding the supply to your industry of steel, rubber, or other materials for any definite period in advance. We strongly believe that it is to the best

interest of your members and all other manufacturers of passenger automobiles to undertake to get on 100 per cent. war work as rapidly as possible not later than January 1, 1919, for in no other way can you be sure of the continuance of your industry and the preservation of your organization.

Take Firm Stand

"No material will be furnished to any passenger automobile manufacturer until he has filed with this board a sworn statement embodying the information requested on July 16 coupled with an agreement to furnish this board with such additional information from time to time as it may require."

The information requested of the manufacturers by the War Industries Board on July 16 was an inventory of all stocks on hand. Until this has been received, it is the intention of the Board to allow no more materials for passenger car construction.

Take Over Stocks

It is the intention of the Board to take over wherever needed all manufactured stocks of materials on hand. It was stated that many concerns have in stock sufficient to manufacture at full capacity for six months, and that if a steel shortage compelled it, these stocks may be commandeered for war purposes.

Manufacturers of motor trucks are to be given preferential treatment in obtaining supplies of fuel, iron and steel, when their products are to be used for direct or indirect war purposes or for essential civilian purposes.

Effects In Canada

If the American War Board shuts down on the manufacture of all pleasure cars the effects in Canada will be felt by the trade in general just as quickly and just as severely as by American firms. Canada is absolutely dependent upon American manufacturers for about eighty-five per cent. of the auto parts and auto equipment used in this country. Many of the great American firms have branch plants in Canada. These will of course, be affected just as quickly as the parent institutions.

Many of the managers of American branch plants stated to **HARDWARE AND METAL** that it is impossible at the present time to tell just where they stand until the War Board makes a definite ruling. While they realize the absolute importance of doing everything possible to assist in winning the war many of the firms are inclined to view the action indicated in the letter of the War Board as decidedly drastic. Several of the heads of Canadian branch plants have been called to the head offices of their firms for conferences regarding the situation and expect to know more definitely what course they will pursue by next week.

On the Same Basis

"Canadian auto manufacturers will be in exactly the same position as American firms, whatever happens," said the head of one firm to **HARDWARE AND METAL**. "As far as the American Government is concerned Canada is being put on an absolutely equal basis with home manufacturers. We are to share equally in supplies of coal and many other things. Business has been excellent and the only thing to handicap it has been difficulties in getting materials. This is, of course, at the basis of the American War Board's contemplated action. The American Government is now at war and proposes to divert its entire energies to producing war essentials and getting men and equipment over. No one can find any fault with a policy of this kind. The huge factories, if put on a war basis by January, will be making war trucks, ambulances, sub chasers and all kinds of war implements and munitions at a rate that will be most satisfactory to the Allies. This will mean that the war will end that much quicker and that I guess is what we all want."

Boom In Old Cars

One of the immediate effects of the proposed ruling will be to create an enormous home trade in used cars and in automobile accessories of all kinds. Already many dealers are advertising and buying in all the old automobiles they

Continued on page 43.

The Question of Mark Up vs. Profit

Dealers' Prices Often Represent Nothing More Than an Advance Over Their Purchase Prices, and Such a Mark Up in the Cold Light of Figures Often Shows an Actual Loss

THE distribution of goods by retail methods is the greatest business in the world. It is now estimated that there are close to a million retail stores in America. These stores exist only because they serve the people and this method of distribution will not give way to any other until some plan is discovered which will prove itself better able to serve the people.

For service rendered the retail merchant is entitled to a reasonable compensation. He is entitled to a profit over and above his store expenses, sufficient to enable him to live comfortably, clothe and educate his family, and take his place in the life of the community. At this time, as perhaps never before, making a profit is a social as truly as it is an economic problem.

Are Often Confused

A great many merchants confuse "mark up" with "profit." The two terms are not always synonymous. Not long ago a merchant sent in a statement showing that his cost of doing business was \$3,000 on \$9,000 sales, or 33 1-3 per cent. Assuming the cost of the goods sold to be \$6,000, adding fifty per cent., or \$3,000 to the cost would appear to most merchants as a very satisfactory mark up, or gross profit, but in this case on the basis of a fifty per cent. mark up the retailer is simply back to where he started.

This is a striking example of the difference between mark up and profit. The mark up is there but the profit is minus.

Mark up is an amount added to the invoice cost plus freight, and may easily mean a loss as a profit.

Profit is what is left after all expenses are paid.

Figuring Costs

The simplest and easiest way to figure the cost of doing business is on sales.

The simplest way to mark goods is by adding the profit to the invoice cost, providing always that you know how, and don't figure that adding 20 per cent. to the invoice cost is equivalent to 20 per cent. on the selling price. Right there is where a great many merchants become confused.

Determining the price at which goods shall be sold is a real job for the biggest man in any retail store.

Fixing the selling price is a matter of judgment, competition, circumstances and locality.

I do not believe that merchandise can be marked to the best advantage on a fixed percentage basis.

To mark goods intelligently each item should be considered as to quality, its utility, its relation to similar merchandise, the demand whether already exist-

ing, or to be created, the character of competition at home and abroad.

A great deal of staple merchandise is being sold at less than the overhead expense, or cost of doing business.

This means just one thing, and that is, that other lines must carry sufficient profit to offset this loss. How to get this profit is often a real problem.

Figuring Profits

I am going to try and make it plain that the time to determine the profit is when the goods are marked.

I do not believe it necessary for the merchant to wait until inventory time to know whether or not his business is profitable.

Very few merchants have a well defined plan for marking goods.

If some goods are marked at a price to show a loss is of vital importance to know, and not guess or assume that the average mark-up of gross profit is sufficient to show a net profit after the expense account has been deducted.

I have compiled some figures on the chart included with this paper.

We can I am sure profit by a study of these figures.

I said a while ago that merchandise could not be intelligently marked on a fixed percentage basis, but for the sake of this illustration it was necessary to use a fixed percentage. We will assume, however, that it was obtained as a result of extending a selling price on each item on the invoice, and when the selling price extensions were totaled the percentages used was the result.

Analysis of Chart

The first item, tools, etc., shows a mark-up or gross profit based on the invoice cost of 50 per cent.

In considering the percentage added, please bear in mind that these figures represent the average profit, and not the long profit that may be obtained on some goods.

Keep in mind also that the figures used are based on normal times and conditions, not on the present abnormal conditions.

Freight and dray or express should always be added to the invoice cost before the profit is added. I find, however, that it is the practice of very many merchants to add the profit to the invoice cost. The explanation is that freight bills are usually not presented until several days after the goods have been delivered.

For the purpose of this chart we have added 3 per cent. for freight and dray or express. It is believed that 5 per cent. will more nearly represent the average cost.

The item of tools shows an invoice cost of \$300 plus \$9 freight, or a total

cost of \$309, a total selling price of \$450 or a profit of 50 per cent. on the invoice cost, with an actual mark-up or gross profit of \$141.

By dividing \$141 by \$450, the selling price, we find that we are going to make 33 1-3 per cent. profit on the selling price. Provided the goods are all sold at the marked price.

Miscellaneous Hardware

The next item is miscellaneous hardware. On this invoice are some post mauls, grindstones and cast hollow ware.

Speaking of cast hollow ware, if you have never figured the percentage of freight on a separate shipment of this ware, do this on your next shipment and you will probably be surprised to find that instead of 3 per cent. or 5 per cent., it will be anywhere from 15 per cent. to 25 per cent.

On an invoice amounting to \$250 covering miscellaneous hardware, including a number of staple items, it is doubtful if the profit will average 40 per cent. the country over.

Steel Goods

The next item is steel goods. Malleable rakes are very generally sold at a very close margin to meet racket, and 5c and 10c store prices. Hay and manure forks are often marked on a basis to meet mail order competition. The quantity sold of these staples will easily cut the average profit to or even below 40 per cent. But we are going to concede 40 per cent.

Hay Tools

It is doubtful if any merchant, anywhere, has ever been able to get an average profit of 40 per cent. on hay tools. But for the sake of what we are trying to prove we are going to be generous and give you 40 per cent. on this line.

Cutlery

In discussing profits on cutlery with a merchant a short time ago, he said, "Why man you're crazy. We make a lot more than 50 per cent. on cutlery. Here is a razor I am buying at \$12 a dozen and selling at \$3 each. Right there I am making 200 per cent." He admitted that his cost of doing business was 20 per cent., based on sales. It took but a minute to show this gentleman that instead of 200 per cent. he was making a net profit of 47 per cent. 20 per cent. of \$3 is 60c. 60c deducted from \$2 mark-up, leaves a gross profit or mark-up of \$1.40. $140 \div 300 = 47$ per cent.

Another Angle

A brief study from another angle of the percentages used will be found interesting.

Continued on page 49.

Suggestion for Seasonable Window



This window will furnish the window trimmer with some ideas for a fall hunting goods display. Note the use of hunters supplies including guns, rifles, traps, hunters' axes and other lines.

BIG FUTURE MARKET FOR HARDWARE AND METAL GOODS IN CHINA

ACCORDING to the weekly bulletin of the Canadian Department of Trade and Commerce there is going to be an excellent opening in China for trade development by hardware manufacturers and firms making many lines of metal goods. The bulletin says in part:

"A more or less constant demand exists in China for such articles as cotton and woollen textiles, cotton yarn, Berlin wool, hosiery, underwear, metals, tinned plates, galvanized sheets, corrugated iron, iron and steel bars, angles and plates, ships' plates, bolts, nuts and rivets, wire nails, general hardware, paints and paint oils, wire gauze and netting, wire cables, brushes, kitchen utensils, enamelled ware, cutlery, leather, paper of all kinds but chiefly newsprint, iron beds, sewing machines, rubber goods, druggists' sundries, medicines, caustic soda and other chemicals, soap, perfumery, machinery, asbestos packing, steel tubing, cocks and valves, plumbing material, railway material, locomotives, railway coaches and trucks, motor-cars, electrical material and fittings, window glass, roofing material, timber, doors, barrel staves and headings, tea boxes, provisions, condensed milk, biscuits, confectionery, tinned fruits and vegetables, fresh fruits in season, butter

and cheese, jewellery, watches and fancy goods and novelties.

Go Over the Ground

Very few Canadian wholesale houses attempt to do business at home by correspondence only, therefore why should they expect to do an overseas trade with foreign countries by methods which are found to be unsuccessful at home? It is a notorious fact that business houses in China with few exceptions make little attempt to push the sales of any articles for which they are agents. They take on an agency for almost everything, but make little attempt to push trade in the interior. There are some firms that employ travelling salesmen who make periodical visits to other ports, but their number is not great, and consists mostly of the representatives of drugs, soap, chemicals and dyes, biscuits, hardware and sundries. The cigarette establishments and the kerosene oil companies have their own resident managers and salesmen in all parts of the country. Nearly all advertising of special lines and proprietary articles is done by home manufacturers. Personal representation then in many lines of special manufacture and new products is the means most likely to meet with success in establishing a connection in the China market. All manufacturers of such lines as building hardware, roofing, paints and

oils, special machinery, gasoline engines, electrical supplies, enamelled ware and similar products, if desirous of or seriously wishing to develop an overseas trade should, if possible, send their personal representatives over the ground at least once. It is quite impossible for anyone intelligently to judge of China or the China market without having seen and investigated both for himself. The same also applies to the markets of Japan, the Philippines, the Straits Settlements and India.

Might Club Together

The representative should not be too young and should have an intimate knowledge of the business which he represents. If possible a principal or some members of the firm should be the first to visit the overseas markets. The firm would thus acquire a personal knowledge of the country and its trade conditions. They would also be able to form business connections and to establish agencies, which would be of value for future operations. In the machinery and engineering trades any representative sent abroad should have technical knowledge of the lines which he represents, and be able to talk with a clear understanding of his subject, for he must meet engineers and practical men, and must be in a position to answer their inquiries and to meet their criticisms. A good and workable plan might be for several manufacturers of lines of goods not in competition to club together in

((Continued on page 42.))

War on Pilfering and Shoplifting

Association of Retailers, Wholesalers, Manufacturers and Forwarding Firms Formed in Montreal—Leading Criminal Lawyers Will Conduct Prosecutions—Rewards and Educational Campaign in Papers—Loss \$2,000,000 a Year

SOMETHING distinctly new in the direction of co-operation of merchants in a community is being attempted in Montreal under the title of "Merchants' Association of Montreal: To Foster the Trade and Welfare of Montreal." Somewhat different from the ordinary local organization of "merchants," this body combines not only retailers in dry goods, hardware, groceries, etc., but has secured the active co-operation of the jobbers, manufacturers, forwarding companies, including the railways, express companies, and all others that are concerned with the protection from theft of goods, whether in transit, or after they have been taken into stock in the stores. In a word, the immediate cause of the formation of this association was the extensive losses each year in the city through pilfering of goods on consignment, and the heavy losses sustained by stores through shoplifting. It is stated that these losses exceed \$2,000,000 in a single year. A pretty fair basis for mutual action!

Will Broaden Out After Making Good

This purpose may seem a little narrow for expending the energy of such an organization upon, but this, it should be pointed out, is only the initial object. It is intended by those who conceived the idea that the association should "make good" in lessening pilfering and theft, and after concentrating on this for a time, should then extend its activities in other directions in which there is mutual interest as well. It may be that when these are decided on that the organization would be sub-divided in cases where all are not bound by equal interests, and work as sub-sections, but this would be a mere matter of detail. It is likely that the Montreal movement will grow to other centres in Canada and in the United States, for so far as is known there is no duplicate there as yet.

Carried Off Even the Horse

A very realistic incident caused the association to be formed. A produce merchant, E. E. Wallace, had had a number of packages stolen from his delivery wagon. The limit was reached when one day as the driver was upstairs in an apartment house, horse, wagon and all the contents disappeared. Mr. Wallace appeared before the police; he wanted a reward offered. They could not do this, but took the particulars of the runaway theft. Some time later the horse and wagon were recovered, but minus the contents. Dissatisfied with the casual protection of the law, Mr. Wallace conceived the idea of a co-operative group of all concerned, in which, in addition the assistance of the public might be solicited, and the association was formed.

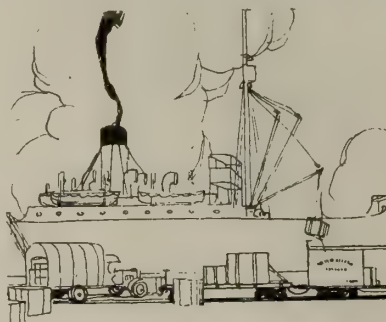
Its methods are direct. It has engaged one of the leading firms of criminal lawyers in the city, and every case of pilfering or shoplifting that can be prosecuted will be handed to this skilled group. As a rule even the name of the store where the shoplifter worked her game will not be given publicly; the prosecution will be conducted in the name of the association, and in this way the store will avoid the annoyance that is the inevitable accompaniment of most such cases. Indeed, it has been found that the expense of prosecution, as well as the bother, have deterred more firms from carrying out the meaning of the law than otherwise. The cost of experienced counsel is covered by the membership fee, although the fees for warrants and subpoenas and others incident to each case are a charge on the firm itself.

Reward of \$50

In addition, an appeal will be made on behalf of the association, not the individual store to the public and to the employees of each store for assistance in checking this prevailing evil of shoplifting. There will be a reward of \$50 offered for information that leads to conviction of a guilty party, and the announcement displayed on cards, neat plates in elevators, and other prominent points in the store. These will carry more significance, as there will be a campaign in the press to educate the public to the evils the association is seeking to wipe out, and it is believed that an intelligent co-operation of the public at large will be secured in this way. On the other hand, the publicity that will be given to the trials of those prosecuted by the association and the greater risk to those who are caught of being prosecuted by an outside body, the reward itself, and other influences that will work out from these, will, it is confidently believed, act as a powerful deterrent upon the would-be shoplifters or freight pilferers.

Record of Those Discharged

To some extent there will be a record kept of those who are discharged for



shoplifting or theft in stores—that is, in cases where it is evident that this is being carried on systematically by an employee, who, as has been found, goes from one store to another, gets a position, steals, and is discharged, only to connect with another store, and repeat the offence.

"Prosecuting Attorney"

An effort will be made aiming at a widespread improvement in the manner of handling such conditions from the point of view of the department of justice, presided over by the Attorney-General in the case of a province. As is set forth in an official notice, there will be asked "the appointment of a prosecuting attorney by the Government, or such improvements in the present system as to ensure proper preparation and handling of evidence in a manner to secure convictions and to relieve the public of endless expense and trouble often misdirected."

After the "Receiver"

The receiver of stolen goods will also receive the attention of the association. This class of the community, the "fence" in criminal terminology, usually goes scot-free. Evidence directly implicating him is, of course, difficult to secure, but several proposals have been made to render the commercial existence of the "receiver" more hazardous than it has been in the past, including civil prosecutions and a closer scrutiny as to his means of livelihood than he has met with before. It is recognized that if this link in the chain were broken that thefts of goods in transit and in the stores would decline to a very large extent.

From \$25 Upwards

The financial support of such an association is an important matter, and in the Montreal case a scale of charges, fees, has been arranged on the basis of number of employees. As is explained, "the employee basis for determining fees is adopted, not because he represents the hazard, but the number indicates the size of the firm, quantity of goods handled, and extent of contact with the public."

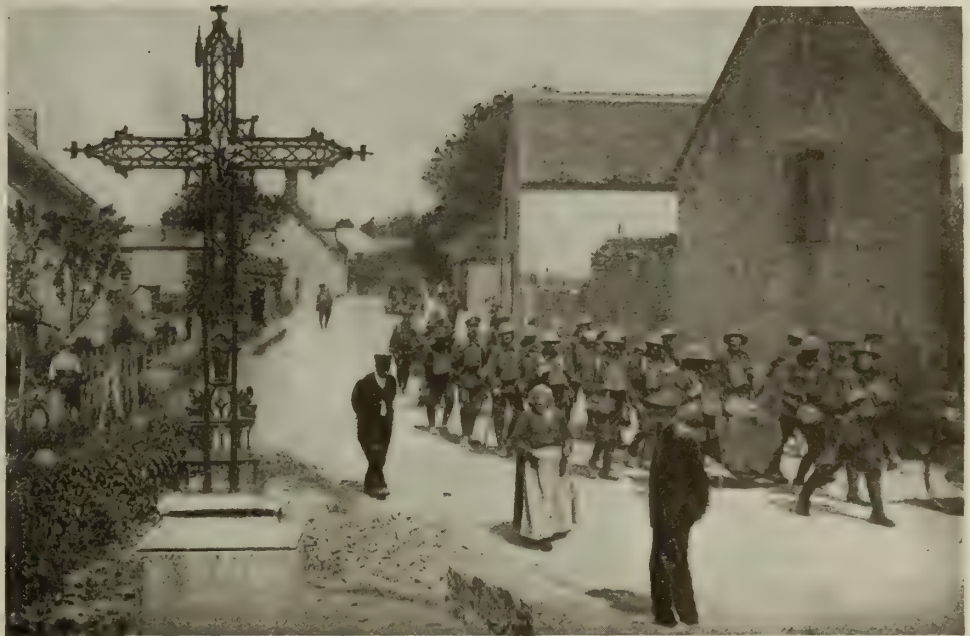
The scale of fees is as follows: Fifty employees or less, \$25; 50 to 100, \$40; 100 to 150, \$50; 150 to 250, \$60; over 250 and under 500, 25 cents for each; over 500, \$125 for the first 500, and 15 cents for each additional.

The prosecuting attorneys are Bero-vitch, Lafontaine & Gordon, and the manager, John J. Fitzgerald, who was formerly secretary of the Board of Trade of Sherbrooke.

Current Events in Photograph--32

THE BAND COMES BACK.

The photo presented herewith is typical of the changed condition of affairs in France. The band, which has been sent to the rear, is marching back through the quiet French villages to once more find its quarters near the front. It is a circumstance that marks the passing of the period of retreat and marks the days of the advance.



Stove Makers May Cut Out Nickelling

Many Ontario Manufacturers Willing to Eliminate All Fancy Finishing and Cut Their Costs From Ten to Fifteen Per Cent.—Question Will Likely be Taken Up Very Shortly With the Government

A MOVEMENT may be made very shortly with a view of having the Government eliminate all nickel plating and fancy work from stoves. Many manufacturers, it is stated to **HARDWARE AND METAL**, would welcome this move as it would enable them to reduce the cost of manufacture from ten to fifteen per cent., and also assist in solving the labor shortage problem which has been and from all appearances will continue to be for some time somewhat serious.

It is pointed out that while many manufacturers would willingly fall in line with any orders or suggestions the Government might make in this direction, they are not willing to take the initiative themselves. If one or two firms cease putting out stoves with nickelled work on them and the others do not the trade of the one or two will naturally suffer.

It is stated that manufacturers throughout Ontario are willing to cut out nickelling but not unless the manufacturers in Quebec and other parts of the country do it also, as if the Ontario firms took this step Quebec stove firms, aided by the advantage they

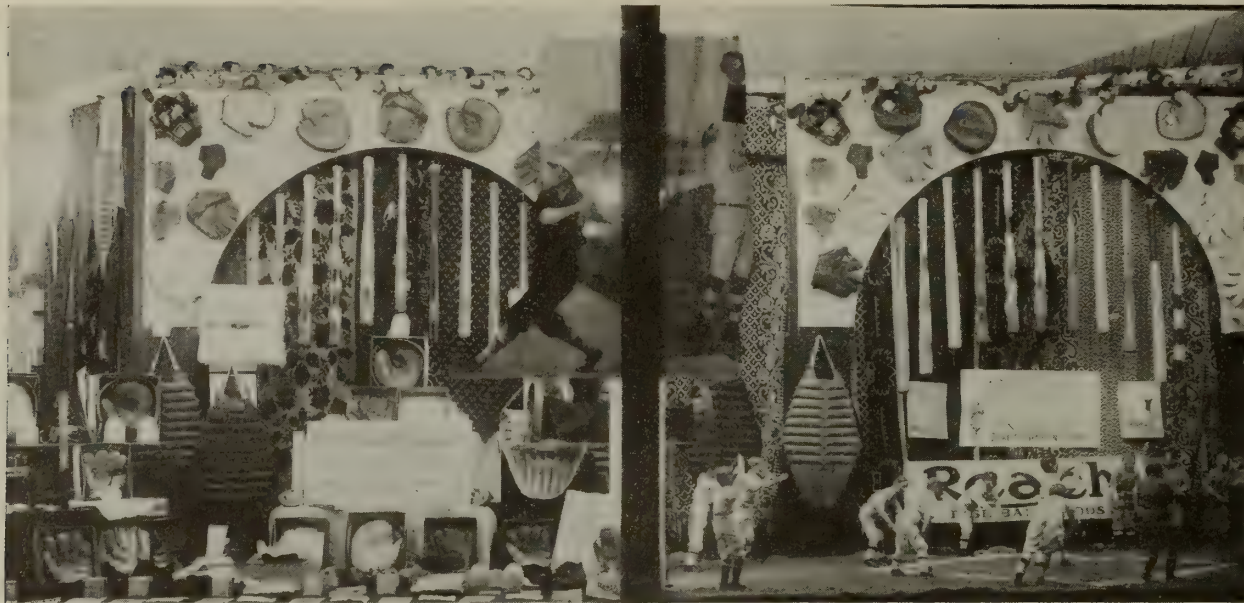
possess in being able to secure abundant and cheap labor, would immediately invade this territory with highly finished goods.

The reduction in price that Ontario firms could make by cutting out nickelling would not be sufficient to counteract the difference in wage prices between Ontario and Quebec.

At the present time notwithstanding this Ontario stove manufacturers are doing a big business in Quebec. Manufacturers report that in spite of conditions brought about by the war, labor shortage, restriction on materials and similar troubles, business has been uniformly good. There is every indication they say that it will continue so.

It is likely that a meeting of the manufacturers may be called shortly to see what can be done towards eliminating nickelling and taking the matter up with Ottawa.

As far as retail hardware dealers are concerned the trade this fall will not be affected in any way. Many retailers spoken to by **HARDWARE AND METAL**, considered the plan a move in the right direction.



Several ideas for baseball and sporting goods window are shown above. A display of this kind will interest the boys, old and young.

BIG FUTURE MARKET FOR HARDWARE AND METAL GOODS IN CHINA

Continued from page 39.

sending a salesman. This would greatly lessen the expense to each, and if the man was equally alive to the interest of all this arrangement as an initial experience should be satisfactory.

Value of Trade Mark

It is important to note the great value of a trade mark for all special articles to be sold in the China markets. Such marks are familiarly known among the Chinese as "Chops," and several lines of goods—notably cotton cloth of certain counts—have been sold under a special "Chop" for the past fifty years or more. In handling a new brand of tinned milk the importing firm in introducing the brand to his trade must do a certain amount of advertising, but he is not willing to do this, nor to be put to the expense of establishing the brand unless he can be certain that he can obtain the identical same milk and the same brand for all time. If the article is sound the brand acquires an added value year after year, and the goods are always in demand, and can be sold on the established reputation of the name. This particularly applies to tinned milk, tinned vegetables, fruits, and jams and other products, to pickles, sauces, condiments and biscuits, to white lead and paints, tinned plates and galvanized sheets, and many other lines of goods which are familiar to the different trades.

Worth Developing

The object of this report has been to call attention again to the market in China and to stimulate a study of the country and its possibilities for Canadian trade. The difficulties attendant upon the development of Canadian trade with China at the present moment are fully understood, but while we are waiting it would be well to obtain infor-

mation and familiarize ourselves with the very important possibilities for the future. It is generally regarded as the greatest undeveloped overseas market yet presented to trading nations. Canada is in an excellent position to furnish many of the lines of raw products and manufactures which China will have to obtain from other countries in future years. Canadian firms should make preparation for what is reasonably certain to follow:

China as a Market

No greater proof of the importance of the China market is needed than the knowledge of the manner in which all commercial nations at the present time are cultivating China and its trade possibilities. No one who has made a study of the question has any doubts upon the subject. It is inconceivable that 400,000,000 people inhabiting one of the most productive portions of the world can forever fail to be influenced by the activities of other countries and peoples; as it is, even during the period of the war with many factors operating to prevent expansion, the foreign trade of China has yearly increased, reached a maximum last year, when its foreign trade exceeded \$1,000,000,000 gold, or to be exact:

HK. Ts.	
Total imports of foreign goods	577,381,333
Total Chinese exports to foreign countries	462,931,630
	1,040,312,969

which at an average exchange of \$1.03 for the tael, represents a total of \$1,071,522,358 C. C.

Heavy Importers

This is no inconsiderable volume of business, yet it only represents a per capita trade of about \$2.50 per annum or an import per capita of less than \$1.50. Expansion and increase may perhaps be slower than in many other coun-

tries, for many factors are concerned in the problem, and undoubtedly the purchasing power of the mass of the people is lower than in almost any other country, but this must improve with time. The country is not over-populated, but its methods of production are primitive and insufficient, and as before stated, transportation facilities are urgently needed, but in a measure this has been provided for, and will eventually be established and in order to carry out this, foreign material will be required.

Routes of Communication

No country in either Europe or America is better placed than Canada in respect to direct communication with China. The Pacific Coast ports of Canada are nearer to the Pacific coast of Asia by a considerable number of sailing miles than any of the United States ports. There are now three transcontinental lines of railway across Canada, where previously there was only one. With the further development of Canadian ports shipping will increase, and other lines of steamers will engage in the service, and freights will not always remain as they are to-day. Reliable and active shipping agents are always ready to offer their services in forwarding cargo and securing space, and the more frequently shipments are made the more simple the process becomes. It is largely a question of familiarity; if the market were regarded as being too far away then no foreign countries would engage in the China trade. It is not so much a question of distance as of unfamiliarity with the market, its requirements and means of access. For Eastern Canada the question of the Panama route for Far Eastern shipments should be given careful study. In the matter of such lines as machinery, heavy castings, boilers, locomotives, railway trucks, and cars and all heavy cargo from the Atlantic side of Canada, this route should present several advantages.

More Paint Will Be Made in Australia

Prior to the war, considerable paint was manufactured at various points throughout Australia, and the works then established have—in the interval—been enlarged through the increased demand for domestic lines, as many British makers have been unable to maintain their old established hold on the trade.

Since the war, a prominent paint company—with extensive interests in Canada and elsewhere—has erected a large plant at Sydney, N.S.W., in which white lead and other paints are manufactured. A combination of British corrodors has recently formed a company, with a capital of £300,000, for the erection of a plant at Melbourne to manufacture white lead and other paint products. Hitherto these manufacturers have operated in the United Kingdom from which exports were made to Australia. Ample supplies of raw material will be obtainable by the new works from Broken Hill, N.S.W., where the process in operation is stated to produce metal in every way equal to that supplied—chiefly by Spain and Mexico—to British corrodors.

For some years, a linseed oil factory has been in operation at Sydney and the output has greatly increased since the war owing to the high costs of imported oil and their irregular supplies. Generally, the quality of the Australian linseed oil has given the trade satisfaction, and the ruling prices have been considerably below those quoted for the well-known British brands which have been on the market for many years.

Some months ago a second factory started operations at Sydney, and the competing companies have had almost a clear trading field for exploiting their linseed oil, oil cake and meal.

As a result of the lack of tonnage from India to Australia for the carriage of linseed, it is announced that the oil factories at Sydney have been compelled to close down. Sufficient stocks of oil are held to meet reduced consumption until the end of August, but as the oil takes from 10 to 12 weeks to mature after manufacture it is probable there will be a considerable time in which no supplies will be available. The outlook is, therefore, serious for white lead manufacturers, waterproof and tarpaulin makers, painters and others directly interested in using linseed oil for various purposes.

Sheffield Preparing For After War Trade

All of the principal manufacturing works situated in Sheffield and many essential commodities used by them are under entirely Government control. Exportation of manufactured products is almost without exception also under Government regulation. The result is that practically no manufacturing is being carried on except in connection with the prosecution of the war, and exports are

largely confined to allied countries and limited to commodities used by them for war purposes. Plants which heretofore devoted their energies to the pursuits of peace have been transformed and put upon war work, and numerous extensions to existing plants and new plants of large capacity have been erected. Sheffield firms have also extended their activities to places abroad, branch establishments for shipbuilding have been constructed, and existing branches have been enlarged.

Although all present energies, so far as output is concerned, are being devoted to war work, the immense task that will confront this country during the reconstruction period is not being lost sight of. This task includes primarily the re-establishment of export trade, with which the exigencies of the present situation have so seriously interfered. With this object in view the local chamber of commerce has considerably enlarged its activities, in which it is being assisted by other organizations. In the early part of 1918 a large combination of iron and steel interests was formed. It is expected the position of the industry will be materially strengthened by this amalgamation and the rehabilitation of the trade to peace conditions rendered more easy of accomplishment.

WAR BOARD MAY BAN PLEASURE CARS

Continued from page 37.

can secure. If new cars are not available, they plan to rebuild and remodel these old "busses," equip them with many of the latest improvements and put them on the market. Many of them expect to sell everything they can turn out and to make a handsome clean up.

What He Thinks

It is rather interesting perhaps to note what a branch manager for one of the biggest auto factories in the world thinks of the efforts that the Canadian Government is not making to help not only auto manufacturers, but all manufacturers.

"It is undoubtedly true, is it not," he asked **HARDWARE AND METAL**, "that not only Canada, but the United

States, is face to face with one of the most serious coal shortages that has ever been known? Can you show me one thing that the government has done at any time to help meet this situation? Has it made any move towards supplying either manufacturers or the public at large with coal from the Western Canada fields or from any other point? What has it done to increase the production or distribution of electrical energy? There are immense power possibilities in Ontario and Quebec along the St. Lawrence. I venture to say that there is enough undeveloped power at points along the St. Lawrence to meet a great percentage of the needs of the manufacturers in all Eastern Ontario. Is the government taking hold of this big project and getting the power to the firms and thus relieving the situation in other parts of the province and also helping in this way to solve the coal problem. Is it? It is not. There are scores of private firms and individuals who might gladly finance enterprises of this kind but they are not going to put their money into it as long as they are likely to experience the treatment that some other competitors of hydro have received. This power and fuel shortage is really a tremendous problem and has got to be handled in a big way. Do you think from what you know of things and what has been done in the past that Ottawa handles things in a big way or even a business-like way?"

Col. Thompson Appointed Supervisor of Arsenal's

Col. John Thompson, a retired officer of the American Army, has been appointed as supervisor of all manufacturing arsenals. He will continue to serve as advisory engineer to the Chief of Ordnance.

Col. Thompson was in charge of the development of the United States model 1917 rifle, and saw this model through to quantity production. Up to August 15 approximately 1,500,000 rifles of this type had been produced, inspected, and accepted.

No Pint or Half-Gallon Paints to be Sold by Montreal Firms After January 1

It is evident that the paint and varnish manufacturers are appreciating the nature of difficulties confronting them in the matter of containers for their products. This is an ever-increasing problem and while the 1918 season will pass without real difficulties manifesting themselves it is anticipated that the prospect for 1919 is one of much uncertainty.

The Montreal Paint and Varnish makers have decided that there will be absolutely no sale of paint or varnish in pints or half gallon tins after January

1. Many have been working toward this end and are altogether or nearly sold out of these sizes already, while some have small stocks of odd colors still.

It is possible that someone may put on the market a substitute that will afford a container suitable for holding paint. In view of the large army of troops that must have foods that are packed in tin the situation will be watched with much interest as far as the paint trade is concerned. There is no indication of relief in sight.

EDITORIAL COMMENT

CURTAILING AUTO OUTPUT

CANADIAN manufacturers of automobiles are awaiting the final decision of the American War Board in regard to the making of pleasure cars with a little more than particular attention. While the American Board has as yet issued no definite statement it has sent a letter to the automobile manufacturers of the United States stating that it is advisable for them to put their entire machinery for production on a war basis by January 1, 1919. Just before this letter was received the auto makers had a conference and decided voluntarily to curtail their output of pleasure cars by fifty per cent. They were hoping apparently that this would meet with the approval of the War Board and the intimation, therefore, that all pleasure cars must be forgotten as far as manufacturing goes until the big job of winning the war is over came rather as a surprise. The manufacturers are hoping that the order will not go into effect or that it will at least be modified so that they can continue their output of passenger cars even in limited numbers. This decision of the American War Board will have almost as far-reaching results in Canada as across the border. The Canadian auto trade is to a very large extent directly dependent upon American producers for essential parts and equipment. Even if the War Board's order is modified it seems certain that there will be a very extensive curtailment of the output of pleasure and passenger cars. This will naturally result in an enormous demand for second hand and rebuilt cars, and many firms and dealers are already busy buying up everything in sight. Another effect will be to increase the demand for auto accessories as thousands of old cars will be completely re-equipped and put on the market to take the place of cars that would ordinarily have been turned out by the auto manufacturers.

STANDARDIZATION IS COMING

ONE of the great benefits that will result from the war from a business standpoint will be the standardization of many products.

Before the war, every man who manufactured followed the inclination of his own sweet will. Was it not a free country, and were we not at liberty to conduct our affairs exactly as we pleased, so long as

we did not interfere directly with the rights of those about us?

This meant that there were countless duplications of stock and supplies which varied but little and which must be marketed at great expense because of the resulting keenness of competition. Every business man was obliged to carry a number of lines of supplies but slightly different when one, two, or even three of these would have given ample selection. This meant the tying up of large sums of money, the straining of credit, increased overhead, and higher prices for the customer because of the higher cost of advertising, additional selling expense, etc., etc.

Now the war is steadily changing all this. The Government is taking a hand in every line of business. Uncle Sam is telling the clothing manufacturer how he shall line and trim his garments and the conditions under which they shall be produced; he is regulating the leather in the making of shoes; the dye stuff with which our clothing shall be colored; the amount of coal we shall burn; and the price we shall pay for transportation; he is regulating our utilities as well as our luxuries and telling what shall be made and how.

When we emerge from the clouds of the Great War, we are going to find that business will be done strictly along standardized lines. There will be no more catch-as-catch-can, no more drifting and uncertainty.

Standardization is going to be the watchword. It will regulate our bookkeeping methods, the products we sell, the way we do business, as well as the hours we work.

NOTHING TO WORRY ABOUT

THE decrease of nearly \$200,000,000 in Canadian trade figures for the year does not indicate any unsound business conditions. The greater part of the decrease is in domestic exports. The lack of shipping facilities, especially ocean tonnage which has been concentrated for war purposes and troop movements, undoubtedly accounts for this decrease. Manufacturers all over the country have been working to capacity. Even at that they have been hampered by restrictions of labor. Handicapped by conditions of this sort it is to be expected that there

would be a decrease. The agricultural exports will also show a decrease as crop conditions in some sections of the Dominion will not be such that any large amounts will be available for export even with favorable shipping conditions. Taking the situation as a whole, however, business is good in Canada and the people, especially the farmers, prosperous.

THE FUEL SITUATION

ESTIMATES of the coal consumption for the year, which were judged high in April, are now proving inadequate.

It becomes increasingly apparent that despite the phenomenal increase in the rate of production at the mines, despite the splendid effort of the mines and miners under pressure from the American Fuel Administration, the strictest fuel economy must be enforced if the country is to escape a serious coal shortage next winter. Every means of coal conservation must be observed, and every wasteful and unnecessary use of coal must be eliminated.

The demand for fuel on the part of the war-making branches of the Government and the war industries is growing by leaps and bounds. Every increase in the war-making efficiency of the nation is forcing a corresponding increase in the fuel demand.

THERE IS ANOTHER FACTOR TOO

The increased demand for coal for the American Navy reached almost 100 per cent. in July. Whereas three and a half million tons was allotted to the Navy in April, the requirements by the middle of July had reached a basis of 6,000,000 tons. By the end of the calendar year 1919 it is estimated that approximately 8,000,000 tons will be required to cover these demands.

With the launching of new ships, the requirements of the Shipping Board have likewise grown beyond all expectation.

There is only one answer to all this—Canadians must use as little as possible or go without.

LESSONS IN THRIFT

WE have been learning a little something about the possibilities of saving during the last three years. The call of our country's needs made an appeal to us which mere prudence could not. And we have learned that it can be done; that Victory bonds bought in an impulse of patriotic self-sacrifice can be paid for out of our regular income without much noticeable sacrifice at all; that we can make various contributions we would have thought large in proportion to our wealth, and still get along just about as comfortably as ever.

But there is one thing which has not even yet been sufficiently impressed upon us. That is the

tremendous difference in the actual worth of the money that we spend just now and the money that we save.

We know that prices are abnormally high, which means that the value of money is reduced. But we don't seem to take that knowledge fully into our consciousness.

The dollar that a man spends to-day is worth what 65 cents was worth in normal times. But the dollar that he SAVES is worth what the dollar was worth in those times; because it will still be in his possession when normal times return, and its purchasing power will be then just what it used to be—more than half again what it is to-day.

PACK RETURNED GOODS PROPERLY

THE sending back to the manufacturer of goods which for some reason are not accepted by the retailer is occasioning a great deal of loss through improper packing.

Every retailer should make it a point to see that his clerk, delivery man or shipper, packs the goods so that they may be returned without damage through breakages or other losses.

It sometimes happens that customers of the merchant have to send back to the store goods which they bought and which are unsuitable for some reason or other. The retailer naturally expects these goods to be returned in as good condition as he sends them out. The majority of retailers, no doubt, see that similar care is taken in returning goods to the manufacturer or wholesaler, but some are not as particular as they should be. They may figure as the loss is not theirs they have not a great deal of interest in the manner in which the goods are returned but in these times of shortages of so many lines it is the patriotic duty of every merchant to take every care of every bit of merchandise he handles whether in his store or whether they are returned. There should be no waste that can possibly be avoided. Each and all of us owe it to our country to do everything possible to conserve supplies of all kinds.

EDITORIAL BRIEFS

A STRIKING example of the value of conservation is shown in the report of the Imperial Munitions Board. In turning the copper driving bands of shells produced in Canada all the scrap was carefully saved and later refined and cast into ingots. Up to date no less than 10,000 tons of first class copper valued at approximately \$5,000,000 has been saved. Scrap steel to the value of over \$5,000,000 is also being saved. Both the copper and steel are converted into ingots by an economical electrical process.

EVENTS IN THE TRADE

Business Changes

Quebec—The Asbestos Products Manufacturers Co. has been registered.

Ottawa—The business of Rosenthal Martin & Co., cut glass is advertised for sale.

Hargrave, Manitoba—R. A. Knight, dealer in lumber, hardware and coal, has sold his coal business.

Montreal—A petition for a winding up order for Steffens & Nolle, Ltd., iron, steel and metals, has been granted.

Personal

Chas. Screaton, sales manager H. S. Howland, Sons & Co., Toronto, returned to his desk the first of the week after a two weeks' illness with quinsy.

Raymond Durham, formerly manager of the linseed department of the American Linseed Co., in Chicago, later sales manager of the Corn Products Co., and National Starch Co., and then vice-president of the Chicago Savings Bank & Trust Co., has been appointed United States Fuel Administrator for Illinois.

J. M. Thompson, manager Beatty Bros., Winnipeg, passed through Toronto Saturday last on his return to Winnipeg, after a three weeks' sojourn in the East. Mr. Thompson was a delegate to the Grand Orange Lodge meetings held in Charlottetown, P.E.I. For a few days prior to his departure for the West, he was in attendance at a convention of Beatty Bros.' Ontario and Quebec salesmen held at headquarters, Fergus, Ont. Mr. Thompson returned by way of the Great Lakes.

Trade Notes

Damage amounting to \$1,500 was caused by fire at the factory of the Canadian Tumbler Co., 83 King street E. Toronto. Most of the damage was done in the finishing room.

Fire in one of the high pressure stills at the plant of the Imperial Oil Co., while making a most spectacular blaze by sending flames 150 feet into the air, caused a loss of only \$500.

Obituary

Laughlin McLean, of the firm of McLean Bros. hardware, died recently at his home in Tiverton, Ont.

Montreal News

A. H. Jenkins, of A. C. Leslie & Co., wholesale metal merchants, is holidaying in Muskoka.

W. G. Carter, with the Eagle Lock Co. of Terryville, Conn., was a recent Montreal visitor.

W. A. C. Hamilton, secretary of the Consumer's Cordage Co., Montreal, was in New York last week.

F. C. Dannenberg, representative for J. Wiss & Sons Co., Newark, N.J., called on the Montreal trade this week.

W. S. McLennan, sales manager for Brandram-Henderson Ltd., takes his holidays next week and will visit Algonquin Park.

George Henderson, president of Brandram-Henderson Ltd., is in Halifax and will spend several weeks in the Maritime Provinces.

A. A. Seeley, representing L. B. Wasserstrom, manufacturer of razor strops, 16-18 Ferry street, New York, called on the Montreal trade this week.

Gordon P. Seybold, general manager for the Cochrane Hardware Co., Sudbury, attended the funeral of Wm. Starke in Montreal this week.

Binder Twine Sales Brisk in Ontario

A. E. Welch, of London, Ont., Western Ontario traveller for the Plymouth Cordage Co., of Welland, spent Sunday in Toronto visiting his brother, Captain J. W. Welch of Vancouver. Captain Welch after an absence of two years overseas with the 13th Ambulance Corps recently came home in charge of a party of invalided soldiers. While on his way back east he stopped over a day in Toronto and the brothers had a little reunion that proved most enjoyable.

"The binder twine business all over Ontario is good," Mr. A. E. Welch stated to HARDWARE AND METAL. "The crops in general in Ontario are in magnificent shape and farmers are buying freely. Many of them, in the interests of greater production, put in much larger acreages of grain than usual and the demand for binder twine has increased."

For some time past Mr. Welch has been making practically all his calls by automobile. He finds that he can cover twice as much territory as he could in any other way and that the cost is greatly reduced. This season he expects to cover at least 10,000 miles.

While in Toronto he received a letter from his son, Pte. Chester Welch, who is in France with the Canadians. The young soldier proved himself a good prophet for in a letter written about the middle of July he says: "Just wait and see what we will be doing a month from now. Old Fritz is going to get the greatest licking he ever got."

Axe and Tool Plant Is Damaged by Fire

Fire caused by an explosion in an oil feeder in the forging room at the Canadian Warren Axe & Tool Company of St. Catharines caused damage amounting to about \$25,000. The loss is partly covered by insurance. The fire had made great headway before being discovered and quickly enveloped the building, the woodwork being entirely consumed. Only the brick walls remain. The other large buildings of the works were saved.

Retailers Raised \$563 to Aid Sanitarium

The third annual picnic of the London, Ont. retail hardware men was attended by more than 1,000 people and was a splendid success from start to finish. A feature of this year's outing was a drawing contest in which the hardware men sold tickets at ten cents. The proceeds which totalled \$563 were turned over to those in charge of the big Queen Alexandra Sanitarium at Byron, and the money will be expended in purchasing high grade cows to provide the patients with milk. In addition to the tickets the hardware men sold in their stores several hundred were sold on the picnic grounds.

The hardware men and boys all worked hard for this cause and were pleased with the results. Mr. Jones of the Cowan Hardware Co., president of the London Retail Hardware Association, sold the largest number of tickets for the drawing.

The committees worked well, and as there were only three members, each had lots to do. T. H. Purdon Jr. was chairman of the finance committee, J. A. Brownlee of the sports committee, and Thos. Jones of transportation.

The judges were: Fred Crooks of the Ohio Varnish Co.; O. N. Parent, Canadian Yale and Towne Co.; Fred Floyd, Cowan Hardware Co.; Chas. McGuire, Imperial Oil Co.; W. B. Gillespie, Brandram-Henderson Paint Co.; J. V. Givins, D. H. Howden and Co.; J. Rose, Hobbs Hardware Co.; T. G. Dochstader, D. H. Howden Co.; Mr. Chown of Toronto; Mr. Roughley, Hobbs Hardware Co.; Fred Forsythe, Sheet Metal Co.; Geo. A. McMurtry, St. Thomas; A. E. Nabbs, McClary Co.; Geo. Gunn, McClary Co.; W. Abbott, London; Lieut.-Col. Gartshore, McClary Co.; C. W. Summers, London; W. O'Dell, London; Chas. Craig, D. H. Howden Co. Starters: Thos. Purdon Jr., London; N. S. Van-

zant, Canada Foundries and Forgings Co.

Many out-of-town merchants and travellers representing different factories and wholesalers were present and helped make the event a success.

Death Takes President Of Starke Seybold Co.

The death occurred in Montreal on August 9, after an illness of only ten days of William Starke, president of the wholesale hardware firm of Starke-Seybold Ltd. He was 57 years old and a native of Montreal. His first business appointment was in a hardware establishment.

Several years later he went into partnership and started in business for himself in the firm of Howden Starke & Co. This concern grew and was later known as Starke-Seybold Co., which a little later merged into the present firm of Starke-Seybold Ltd. Mr. Starke was also interested in many other commercial enterprises and business firms, and for some years was a director of the Dominion Transport Co. and the Consolidated Realty Co. He was a member of the Forest and Stream and Canada clubs.

Besides his wife he is survived by one son, Lieut. George Russel Starke, who served with the 148 Battalion under Lieut.-Col. A. Magee overseas and is at present at home on duty, and by two daughters, Mrs. Howard Lewis and Miss Annie Starke, who is serving as a V.A.D. in England. Three brothers also survive, Col. George R. Starke, Lieut.-Col. R. Starke and Allan Kinloch Starke, two sisters, Mrs. Thos. E. Hodgson and Mrs. F. W. Lamplough, and one grandson, William Howard Lewis.

Gasoline Containers are Becoming Scarce

Latest New York reports state that the crude and refined petroleum markets remain on an even basis, with the same general undertone of strength. The demand for gasoline continues to tax available supplies heavily and the question of containers is becoming more acute. A statement by W. Champlin Robinson, director of oil conservation of the United States Fuel Administration, places the total output of gasoline for the current year at 70,000,000 barrels (3,500,000,000 gallons), comparing with approximately 55,000,000 barrels (2,750,000,000 gallons) for last year.

May Interfere With Exports From Canada

A proclamation issued as a war measure and applying to the islands of Trinidad and Tobago, prohibited the importation of the following articles after August 1:

Arms and ammunition, all kinds; bags (travelling), trunks and valises; baskets, all kinds; carriages, carts and wagons, including bicycles and tricycles, all kinds motor cars and motor vehicles;

chinaware or porcelain, earthenware and pottery; clocks and watches; furniture, all kinds; glass and glassware; jewellery; musical instruments, all kinds, including phonographs; perfumery, all kinds, including perfumed spirits; plate and platedware; toys and games, all kinds.

Automotive Exposition Planned for Montreal

Strong efforts are being made in Eastern Canada to organize an automotive exposition to be held in Montreal in the early part of 1919. It is proposed



WILLIAM STARKE

President of the Starke and Seybold wholesale hardware firm who died at Montreal.

to include every division of automotive industry, including trucks, tractors, farm lighting outfits, farming machinery and accessories. Canadian made automobiles and trucks will be an outstanding feature and accessories of every description will be exhibited. It is proposed to give the entire profits to the Montreal Soldiers' Wives' League, and it is worthy of note that independent auditors will be appointed to see that the entire profits are devoted to this cause.

Ritchie Co.'s Salesmen At Annual Convention

As announced in last week's issue, during the week July 29 to August 3, Harold F. Ritchie & Co., Ltd., 10-12-14 McCaul street, Toronto, held their annual salesmen's convention. Those present represented the entire Dominion from coast to coast. Harold F. Ritchie, president, W. J. Millsap, manager drug department, S. G. Amsden, manager grocery department, W. H. L. Usher from the Maritime Provinces, C. G. Armstrong, and R. A. Sonne, Montreal, Quebec City and Quebec Province, E. J. Knight, Ottawa and Eastern Townships, Joseph E. Johnston representing West-

ern and Northern Ontario, including Hamilton and London, S. D. Steinberg, Eastern Ontario, Harvey Davis from Manitoba and Saskatchewan, Percy Hill from Alberta and British Columbia.

A programme of entertainment and sales talks was arranged by the president, Mr. Ritchie. It included a noonday luncheon daily at the St. Charles Hotel, and addresses from sales managers of the different lines represented by Ritchie & Co.

One meeting was addressed by Mr. Strassburger, sales manager for S. Sternan & Co., New York, on Serno canned heat. This is a recent line taken on by Harold F. Ritchie & Co., Ltd.; Mr. Ketchen, president of the Sunset Soap Dye Co., gave an instructive lesson on the manufacture of dyes; W. A. McDermid, sales manager for the G. Mennen Chemical Co., Newark, N.J., gave a review of the manufacture and preparation of the Mennen products, drawing attention to the new powder, Kora Konia, prepared for use as a dusting powder for irritations of the skin; J. W. Palmer, president of the Hooton Chocolate Co., of Toronto, gave the boys an interesting talk on the manufacture of chocolate from the cocoa bean to the 5c bar.

Frank Sheriff, president, Will Sheriff, vice-president, and Mr. Waterhouse, all of the Imperial Extract Co., Toronto, gave a talk on the preparation of extracts and marmalade. The meeting was held by the Ritchie Co. All expressed pleasure and gratification as to the manner in which they were entertained, but voted the meeting to be the most instructive they ever attended.

Captain E. Phillips Killed in Action

Captain Edward H. Phillips, E Co., 104th Infantry, an employee of the L. S. Starrett Co., of Athol, Mass., was killed in action in France on July 25. Captain Phillips was an example of the finest type of young American manhood. Last spring he received the Croix de Guerre from the French government. He was a sergeant when the company was formed and was rapidly promoted to 2nd lieutenant, 1st lieutenant, and captain. The L. S. Starrett Company has one hundred and twenty-four employees in the military or naval service of the United States and Great Britain.

Gun Relining Plant To be Built in France

Approval of plans for a big gun relining plant, to be built in France at a cost of from \$25,000,000 to \$30,000,000, has been announced lately by the United States War Department. It is said engineering work for the great project, which will compare in size to the Krupp Works at Essen, Germany, were completed and orders for equipment actually issued within thirty days after conception of the plan by the ordnance officers.

THE CLERKS DEPARTMENT

A SINGER WHO IS ALSO A GOOD BUSINESS MAN

John McCormack's Income Tax is \$75,000—Royalties From Records Run to \$200,000 a Year—His Victory Loan Activities

THE bulk of the sketches appearing weekly on this page have been of business men. Herewith a story is offered of a man who is not a business man in the strictest sense of the word but who after all must be a very capable business man because he has made a fortune out of a set of well developed vocal chords. John McCormack has been sufficiently successful to invest \$150,000 in Liberty Bonds on his own account. The following sketch which appeared in *Pictorial Review*, deals chiefly with his patriotic endeavors and is particularly interesting in view of the approaching Victory Loan campaign in this country:

Sixteen months ago, when the United States declared war on Germany, someone asked John McCormack this rather vital question, "Are you an American citizen?" And this was his answer:

"I've already taken out my first papers—long before this war was declared—and I'm a good American for the simple reason that I'm a good Irishman. And as far as this war is concerned, I'm in it with America from the start to the great and victorious finish."

Along about the time the man asked him that pertinent question, Mr. McCormack was doing a lot of deep thinking. He was not yet a full-fledged citizen. He could not enlist, nor could he be drafted. But he must do something for the country that had done so much for him. Perhaps the American Red Cross could use him, so to the Red Cross he went, and secured an interview with Mr. John D. Ryan.

"Just what does the Red Cross need most that I could do for them?" Mr. McCormack asked.

"Well, of course we need money, lots of it," Mr. Ryan declared, "but what we need most from men like you who reach the public through their hearts is money—and propaganda. Many men can raise money alone, but you have unusual facilities for spreading the propaganda that is most needed at this time."

"Very well," assured Mr. McCormack, "count on me for one hundred thousand dollars. I'll sing until I've raised that amount, and thus I'll spread your propaganda to the best of my ability." And he has made doubly good on that promise.

To-day the Red Cross has one hundred thousand dollars and more paid in the golden notes of his voice, of which there are no counterfeits! He opened each of these concerts with the singing of "The

Star Spangled Banner," amid wild applause. He closed each one with the soft, sweet strains of "God Be With Our Boys To-night." No mad applause greeted this closing song. In its place was silence, as mothers and fathers and sweethearts tried in vain to keep back tears that would come.

In order to give this series of concerts for the Red Cross, Mr. McCormack canceled several personal concert engagements and the manner in which the series was conducted is worth more than mere mention. The Red Cross received gross receipts on all concerts, Mr. McCormack and his management paying absolutely all expenses. If the hall was not donated, Mr. McCormack paid the rent of it. He paid for all traveling expenses, while all advertising and printing expense was paid for by the management, so that every dollar received meant 100 cents for the Red Cross.

"It's very interesting to recall what the boys like best in these camps," Mr. McCormack said. "One fellow asked me to sing 'A Hot Time in the Old Town To-night.' Some of them ask me for the latest Broadway hit, and I try to give it to them. Most of them, however, want simple ballads that appeal to the heart and recall love and home. They seldom ask for these cheap war songs that take such liberties with the flag and the nation. You don't hear the men in the camps bellowing about following the flag. They have too much reverence for it."

At Washington the great tenor sought an interview with President Wilson.

"I have come to offer you my services in any capacity that you may see fit to use them. I realize that the boys overseas can not come home when they get their leave. The French boys get home to mothers and wives and little children; so do the British boys; but our Americans can only go 'somewhere in France.' Let me go over and cheer them up with songs and stories from home," he begged.

But President Wilson dissuaded him from going. Mr. Wilson said truly that the war will not be won by men in the trenches alone. The war must be won by those at home as much as by those abroad, so long as all are doing their duty. And the public knows without any word from President Wilson that John McCormack is best fitted to "keep the home fires burning" and the fountain of sentiment flowing.

To-day Mr. McCormack is the owner of \$150,000 worth of Liberty Bonds. In order to meet the payment on these bonds he sold at a great sacrifice two of his most valued treasures—his precious violins—one a Stradivarius, the other a Guarnerius, for which he paid \$26,000.

One Song Raises One Hundred Thousand Dollars

It was during this third bond drive that Mr. McCormack was giving a concert in Buffalo. In the hotel where he was stopping lived a very rich gentleman, blind and a hopeless invalid. He had always longed to hear the great tenor. His secretary had read that McCormack had offered to sing a song for any one who bought a \$5,000 bond at some rally. "I'd give a good deal more than that to hear him sing," said the invalid. "I'd give a hundred thousand." At noontime the secretary of the invalid met Mr. McCormack in the lobby of the hotel, and told him the little incident, just by way of a bit of flattery. But Mr. McCormack was for America first and flattery could go galley-west. He found out that the invalid could be moved about in a rolling-chair. "Bring him down here to the ballroom where I have space for my voice, and I'll sing any song he selects. Uncle Sam needs that money."

The invalid was brought down and asked for "God Be With Our Boys To-night." And in less time than it takes to tell it, the McCormack voice was rounding up \$100,000 for Uncle Sam, meanwhile assuring the crowd that he had several other songs to offer at the same figure. In doing this the singer broke a hard and fast rule. He absolutely never sings or speaks publicly on a concert day.

The money this one man's voice has raised for various war relief funds in addition to the Red Cross covers a long, long trail.

He has not forgotten his own home town in Athlone, Ireland. The main industry of the town was its woolen mills, all closed down by the war, leaving many men without employment. Mr. McCormack gave a concert and raised in one night \$7,000 for his little home town where his parents still live.

He dropped in at a bazaar one night in Chicago, given for the Fatherless Children of France, and there he paid \$2,400 for a tiny scrap of old yellow paper—the original manuscript of that immortal poem of Eugene Field's, "Little Boy Blue."

Just a Bit of His Irish Humor

His personal income is, of course, tremendous. He paid an income tax of approximately \$75,000 and as he wrote out his cheque for that rather startling amount his Irish humor did not desert him. As he signed his name to the cheque—equal to the salary of the President of the United States—he said: "Somewhere it is said that 'The Lord giveth and the Lord taketh away. Blessed be the Lord.' And I hope I shall be pardoned if at this time I say, 'America giveth and America taketh away. Blessed be America!'"

The sale of his talking-machine records is phenomenal, all of them selling at popular prices. One of the most popular of these is "I Hear You Calling Me," which has been a steady seller for the past seven years. It is safe to say that every owner of a talking-machine owns this record. In the year 1917 he received nearly \$200,000 in royalties from the sale of records alone.

THE QUESTION OF MARK-UP VS. PROFITS

Continued from page 38.

Assuming the cost of doing business to be 20 per cent., based on sales, we find that field fence is the only item which is being sold at less than the cost of doing business.

20 per cent. on the invoice cost is equivalent to 16 2-3 per cent. on the selling price. 30 per cent. mark-up on stoves and paint, is equivalent to 23 per cent. on the selling price. 33 1-3 per cent. equals 25 per cent. on the selling price.

With the exception of field fence, every line shows a net profit ranging from 3 per cent. to 13 1-3 per cent., and yet if you will turn to the last figure in the right hand column, you will find that the average profit, based on sales, is only 24½ per cent.

Please do not lose sight of the fact

on staple articles reduces the average profit, and how necessary it is to study each invoice to be sure that it is carrying its share of the load.

If some lines cannot be made to carry their share, if you are armed with this knowledge, the burden can be distributed through other lines.

Bethlehem Steel Co. Now Training Women

The Bethlehem Steel Co. has two different types of training schools in operation for new women workers. School No. 1 is a separate building equipped with necessary machines and tools. The new workers are brought into this building and assigned to skilled mechanics of known ability who act as instructors. These instructors teach the proper method of doing the work. The new

charge. Schools Nos. 1 and 2 are under the direction and supervision of the training department of the Bethlehem Steel Co.

All women learners are given the rate of 25 cents an hour while in training. This rate is increased to 29 cents an hour as soon as the learner develops ability to handle production work. The bonus system enables the workers to earn from \$4 to \$6 a day and, in some cases, even more than \$6 a day.

Few British Women In the Metal Trades

Recent reports concerning the replacement of men by women in Great Britain are made available in the August issue of the *Monthly Labor Review*.

In April, 1917, the number of women

MARK-UP VS. PROFITS

Kind of Goods	% Added To Cost	Amount of Invoice	3% Freight and Dray or Express	Total Cost	Total Selling Price	Mark-Up or Gross Profit	% of Selling Price
Tools, etc.	50	300.00	9.00	309.00	545.00	141.00	31 1-3
Miscellaneous Hardware	40	250.00	7.50	257.50	350.00	92.50	26½
Steel Goods	40	200.00	6.00	206.00	280.00	74.00	26½
Hand Tools	40	180.00	5.40	185.00	252.40	66.60	26½
Cutlery	50	240.00	9.00	309.00	420.00	111.00	26½
Tinware, etc.	40	300.00	7.20	247.20	360.00	112.80	31 1-3
Miscellaneous Hardware	50	200.00	6.00	206.00	300.00	94.00	31 1-3
Stoves	30	350.00	10.50	350.50	455.00	94.50	20¾
Field Fence	20	500.00	15.00	515.00	600.00	85.00	14 1-6
Implements	33 1-3	525.00	15.75	540.75	700.00	159.25	22¾
Paint	30	100.00	3.00	103.00	130.00	27.00	24¾
Total		3145.00	9 1-35	3239.35	4297.00	1057.65	24½

\$1057.65 divided by 4297.00 equals 24½% average gross profit on sales.

\$1057.65 divided by 3145 equals 33 1-3% average gross profit on invoice cost.

\$1057.65 divided by 3239.35 equals 32½% average gross profit on cost. Freight added. If 5% is added for freight.

Gross profit on sales 23 %

Gross profit on invoice cost 31 2-3%

Gross profit on invoice cost and freight 30 %

The four staple lines, Stoves—Fence—Implements—Paint, total \$1475.00

Miscellaneous lines \$1670.44

Total invoice cost \$3145.00

The figures in the last column are obtained by dividing the mark-up by the total selling price.

that this profit is based on what the goods are marked. We all know that goods are rarely sold at more than the marked price, but often and for various reasons, are sold for less.

If your cost of doing business is 20 per cent., with an average gross profit or mark-up of only 24½ per cent. on the selling price you are skating on very thin ice. A 5 per cent. average cut on the selling price would show a loss.

If 5 per cent. is added for freight, which is more nearly correct, you have then reduced your gross profit on sales to 23 per cent.

From information at hand it is estimated that stores selling stoves, field fence, implements and paints, that these lines will closely approximate 50 per cent. of the total sales.

The purpose of this chart is to show how rapidly a low per cent. of profit

workers are taught to operate any of the following types of machines: Drill presses, gun boring lathes, turret lathes, planers, shapers, milling machines, and to do bench work.

As soon as they develop ability in the training school to handle themselves with a certain degree of skill they are placed into the production shops at the kind of work for which they are trained. Supervision over them is exercised in the production shops until they complete their training. In the training school the instructor will have from four to eight new workers under his instruction. In the shops the instructor may have as many as 12 to 15 under his supervision.

School No. 2 is located in the production shops. A number of machines are set aside. New workers are placed at the machines and an instructor is placed in

directly replacing men was estimated at 1,256,000, of whom over three-fourths were found in industrial and commercial occupations and in Government employ. In January, 1918, according to the *British Labor Gazette* of June, 1918, this number had increased to 1,442,000.

The degree to which women replace men varies widely in different industries. In Government establishments, not including controlled establishments engaged in munitions work, they formed 36 per cent. of the total employees; in banking and finance, 24.6 per cent.; in commercial occupations, 16.9 per cent.; in engineering firms, 7.14 per cent.; and in all metal trades, 6 per cent. These figures refer only to the women directly replacing men. Many others are engaged in work in which they replace only partially or indirectly men who have been withdrawn.

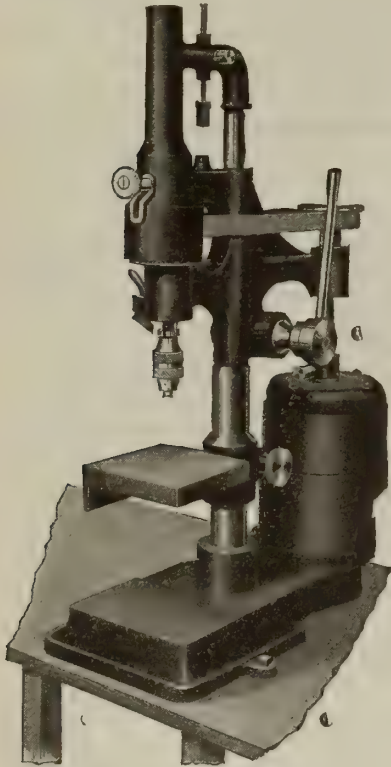
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

HIGH SPEED DRILL PRESS

Below is shown a model E50 high speed, ball bearing, motor driven, sensitive bench drill press manufactured by the High Speed Hammer Co. of Roches-

ter, N.Y. It has two speeds and it is claimed is especially efficient for all small works, ranging from the smallest to 3/16 inch. The machine may be operated either by hand or foot control.

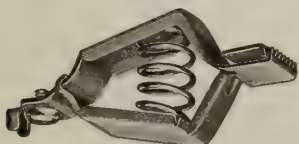


High Speed Drill

ter, N.Y. It has two speeds and it is claimed is especially efficient for all small works, ranging from the smallest to 3/16 inch. The machine may be operated either by hand or foot control.

UNIVERSAL BATTERY CLIP

A Universal Battery Clip in a new size has just been put on the market by the R. S. Mueller Co. of 417 High Ave., Cleveland. It has a capacity of

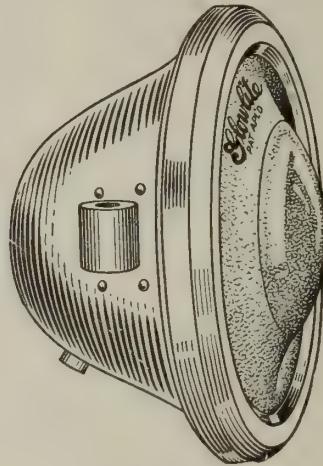


Battery Clip

fifteen amperes, is made of steel and is lead plated. This clip has been introduced to supersede the firm's No. 13a Battery Clip. One of the improvements

THE GLOWLITE LENS

The Glowlite Automobile Lens, it is claimed, provides a 500-foot range, illuminates both sides of the road from ditch to ditch, and is of sufficient capacity to penetrate dust, smoke or fog. In the



Glowlite Lens

centre of the lens there is a glass disc of yellow which modifies and tempers the intensity of the light rays, thereby preventing the blinding glare of a high power transparent light which often confuses persons on foot or drivers coming from the opposite direction. The lens, which is made for both autos and trucks, is manufactured by the Glowlite Co., 110 West Broad St., Columbus, Ohio.

THEROZ MESS KIT

The Theroz Mess Kit, a new line manufactured by the Basic Products Corporation, New York, is being handled in Can-



Theroz Mess Kit

ada by W. G. Patrick & Co., Ltd., 51 Wellington St. West, Toronto.

This mess kit is made entirely of aluminum, weighs less than two pounds, is heated with specially prepared cubes, and it is claimed permits three kinds of food or drink to be prepared at once.

There are nine separate parts to the



Kit in Use

lit, permitting it to be easily cleaned and scalded. For quick meals, quick shaves or for the rapid heating of water for surgical purposes, it is said to be very handy. Coffee, soup and beans may, it is claimed, be prepared at the same time and in but seven minutes, irrespective of wind and weather.

THE RAYFIELD THERMOSTAT

The Rayfield Thermostat is an instrument used for regulating the water circulating between the radiator and motor. It is claimed that it causes the water around the cylinders to be heated in from



Rayfield Thermostat

two to four minutes to the proper temperature, and to retain a constant high temperature regardless of the temperature of the water in the radiator.

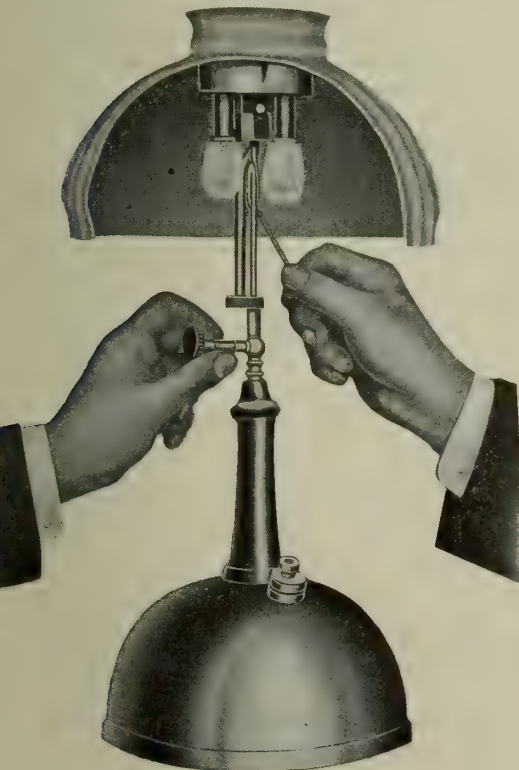
The Thermostat is so constructed that

when the motor is stopped it automatically shuts off the circulation of the water. This is a great advantage in cold weather, as the engine remains warm for a greater length of time, making starting easy by a quicker acting motor which also makes driving conditions much better.

The Rayfield it is claimed is different in operation and construction from any other device of its kind on the market. It stops the circulation in the motor block but does not prevent circulation in the radiator at any time. It is stated that it makes for easy starting and saves lubricating oil, and also that it saves repair bills by preventing carbon formation on spark plugs, valves and pistons. By preserving the quality of lubricating oil in the crank case the destruction of bearings, scored cylinders, and other troubles arising from lubricating oil being mixed with unconsumed gasoline are prevented.

DIXON SAFETEE LAMP

This is a match-lighting gasoline which it is claimed has great brilliancy and is extremely simple to operate. No torch or alcohol, it is stated, are required. The claim is made for the lamp



Dixon Safetee Lamp

that in the experimental tests it was found that one generator would burn from 500 to 1,000 hours without cleaning. On this basis if the lamp were in use for three hours each evening it would burn from six to twelve months with little or no attention. It is equipped with a universal shade holder. The lamp, it is claimed, gives 300 candle power from two Junior rag mantles which are used. This new line is being introduced in Canada by the Hamilton Gas Mantle Co. of Hamilton, Ont.

THE JANITOR MOP

Janitor mops are made of malleable and wrought steel and are finished in black enamel. It is claimed this mop is practically indestructible and that it will stand all the wear and tear that such a utensil is subjected to in its use in con-



The Janitor Mop

nection with a wringer pail. The handle is of hardwood, dipped in creosote at the point entering the ferrule to prevent its rotting. The mop shown in the illustration is six inches wide. It is manufactured by the W. S. Mop Company of Toledo, Ohio.

NEVERLUCE SASH SKIDS

The Neverluc Sash skid is claimed to be a quick, easy and absolutely certain means of stopping the rattle and chatter of loose windows. It is also claimed that it equals weather stripping for keeping out wind, cold, dust and dirt. The skid is made of special vulcanite steel and is said to be proof against rust and unbreakable. It is also claimed it will stand the constant test of flat pressure without losing its tension. This product is made by the A. W. Drake Co. of Hazelton, Pa.



Neverluc Sash Skids

RAIN TROUGH SUPPORTS

Randolph A. Rehrauer & Co., of Two Rivers, Wis., have recently brought out a patented hanger for the attachment and support of rain troughs which it is said can be attached to the trough without the need of a single tool. Formed ready for attachment the hanger is so constructed as to allow same to be sprung upon the trough when by the aid of a novel locking device it is securely held in position and cannot be accidentally disengaged. Made of a single piece of band iron, its practical arrangement provides a safe means of support even when in open position. This new hanger the concern claims can be attached in less than one minute, thus saving labor and expense. Made in standard shapes and sizes for single and double bead troughs.

THE SMITH LIFT OUT

This is a new line which is claimed to be a practical and powerful device that is invaluable to motorists while touring. It is claimed it has ample strength to pull out any car that is mired or stalled. It can be attached to a stake driven in the ground, or fastened to a telephone or fence post if within reach. It is furnished with eight feet of pulling



The Smith Lift Out

chain and four feet of anchor chain with hooks. The crank is self-locking.

The whole outfit weighs seven pounds. If used in connection with block and tackle this apparatus, it is claimed, will pull a car through mud hub deep.

The outfit is said to make a very handy and practical hoist for garage use.

It is manufactured by the C. F. Smith Manufacturing Co., De Kalb, Ill.

NEW AUTO ACCESSORY

Donald F. Johnston, of Toronto, formerly of Ridgeway, sole Canadian agent for the Stewart-Warner Speedometer Corporation and inventor of the Johnston instrument board for Ford cars, has been allowed a new patent in both the United States and Canada on an automobile robe attachment which rolls the robe up under the instrument board or in the foot rail, putting it out of the way and making it theft-proof.

Plan to Make Steel Direct From the Ore

The *British Board of Trade Journal* says: A bill has been introduced into the Netherlands Chamber for the approval of a contract concluded between the State and an inventor of:

(1) A system for producing iron and steel direct from ore, called ferro-carbonate; and

(2) A system of separating metals from ore by sulphates.

According to this contract, His Majesty's Minister at The Hague states, the State will place six hundred thousand florins at the disposal of the inventor for the purpose of erecting experimental plant for investigations as to the value of these inventions, and for the exploitation on a large scale of those systems in the Netherlands and the colonies. The State will have the right to participate in a company to be formed for exploiting the inventions.

It is stated in the explanatory memorandum appended to the bill that according to the ferro-carbonate process, iron and steel can be prepared direct from ore without the use of blast furnaces and with only one-third of the quantity of coal required at present by blast furnaces.

The metal separation process is intended to recover copper, zinc, lead, cadmium and silver from mixed ores which are usually valueless.

Hemp Prices Fixed By Industries Board

The price fixing committee of the American War Industries Board has established a maximum price of 14 cents f.o.b. Manila for 1 current hemp.

As the Government consumes nearly all manila rope manufactured it will pay a price for rope based on the maximum price fixed for hemp, and the War Trade Board will restrict export licenses to foreign countries to hemp purchased at maximum fixed prices. This practically insures the hemp grower 14 cents basis for his hemp, although the price as stated is only the maximum price.

The section of the price-fixing committee expires August 31, before which time the whole matter will be thoroughly considered, in consultation with Gov. Gen. Harrison and the importers and manufacturers, with a view to stabilizing and protecting the future interests of the Filipinos.

If any sales are made below said maximum price, such sales will largely determine future action of the price-fixing committee.

Shortag of eTin Is Acute In Germany

Paraffin paper containers are being used in Germany to a considerable extent in place of tin cans for condensed milk, preserved fruit, and vegetables, and in place of tin drinking cups; untinned steel sheets are also used exten-

sively as a substitute. As to the seriousness of the shortage of tin there appears to be no doubt.

The *Hamburgischer Correspondent* states that the Upper Silesian tin-plate industry is working under exceptional pressure, being engaged almost exclusively on army orders. The article in question states that a new plant has recently been erected for the purpose of remanufacturing old and scrap tin-plate, and that Upper Silesian tin-ore mines, which were formerly regarded as being too poor to warrant working, are now being worked as far as possible.

The same paper contained an article originating from the Hamburger Chamber of Commerce, in which the whole country was urged in the interests of the national welfare to surrender for war purposes all stocks of tin and other scarce metals (including copper, brass, nickel, and aluminum).

It would appear that as yet no thoroughly satisfactory substitute for tin has been found.

Quick Easy Method of Washing Windows

As in everything else there is a right way and a wrong way to wash windows. The following method will save both time and labor. Choose a dull day, or at least a time when the sun is not shining

on the windows. When the sun shines on a window it causes it to be dry streaked no matter how much it is rubbed. Take a painter's brush and dust the windows inside and out. Wash all the woodwork inside before touching the glass. The glass should be washed slowly in warm water diluted with ammonia. Do not use soap. Use a small cloth and a pointed stick to get the dust out of the corners. Wipe dry with a piece of cotton cloth. Do not use linen as it will make the glass linty when dry. Polish with either an old newspaper or a piece of tissue paper. By these methods the work can be done in half the time that it takes when soap is used and the result will also be that the windows will be cleaner and brighter.

HUN ZINC WORKS LOSES

The report for 1917 of the Metal (Zinc) Works at Duisburg, in which the Metallbank und Metallurgische Gesellschaft of Frankfort has a large interest, shows a loss of 1,033,857 marks. In 1916 there was a net profit of 229,692 marks. The directors attribute the unfavorable balance sheet to the company's having no mines of its own. The zinc works, they say, have manufactured at a loss, as the increase in the selling prices of spelter has not made good the rise in producing costs.

ENGLISH CONSUMERS FIGHTING SHY OF HIGH-PRICED TURPS

LATEST reports from England indicate that English consumers are fighting shy of high-priced turpentine from the States and other countries. This may have an effect in keeping prices steadier for Canadian buyers.

Discussing the turpentine situation in the United Kingdom a recent issue of the *London Oil and Color Trade Journal* says:

"A rather curious position has arisen in regard to turpentine. The original limit placed on the price of American turpentine in February last was 125s., and the market was left in the control of the Baltic traders. Previous to that turpentine had been quoted up to 129s. 6d. per cwt., but since the limit was adopted the market has gradually inclined to weakness. It is possible that the price has done something to check the demand for many purposes."

Used Substitutes

Certain consumers have used a substitute spirit for quite a long period, and even before the war it was commonly affirmed that those who had accustomed themselves to substitutes would never return to the genuine article, even at the same price. Now, although substitutes are controlled it appears that consumers can obtain them under license, and some of them, if not all, seem to be able to buy what they want. Indeed, we have come across cases where the consumer does not take all that he is licensed to buy within a given period. The prices range from 2s. 3d. to 3s. 6d. per gallon,

and it is not to be wondered at that consumers object to pay 9s. or 10s. per gallon for turpentine. Towards the end of this month, therefore, it became possible to buy turpentine at 116s. per cwt. and we should not be surprised to hear of lower prices.

Some From Spain

There is some Spanish and Portuguese spirit coming into the market, and it is expected that this will sell at 112s. or 113s. per cwt., but it remains to be seen whether the quality will give the same satisfaction as American turpentine. It seems very doubtful whether much American turpentine can be brought over during the remainder of the present year, and hence it is difficult to see how the prices can fall to a low level, for even the diminished demand should be greater than the supply. Rosin was cheaper during June, but the lower prices did not last very long. This product is very much dearer in proportion than turpentine or most of the other articles which have been driven up by the war, and hence the danger of collapse, should peace come into sight, is all the greater. The rise is something like 1,200 per cent. on normal prices, and compares rather with the rise in permanganate of potash and in some photographic chemicals than with the 300, 400 and 500 per cent. advances in other articles. Manufacturers who are ascertained to have stocks of rosin should therefore be particularly careful and watch the course of events."

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

WHITE lead in oil advanced 50c per 100 pounds during the week. Linseed oil prices, which are now at high levels, combined with a situation decidedly strong in the pig lead market, are contributing factors. These may be expected to hold prices at levels now established at least, and the undertone can be termed decidedly firm.

Linseed oil supplies show some improvement, and an advance in the seed market over declines registered last week may stiffen prices and narrow the range. Difficulty in getting seed is still very apparent, and crushers are unable to get sufficient so that they can accumulate any appreciable surplus.

Turpentine shows a weaker tendency locally. Supplies generally are sufficiently good to more than take care of the demand, and a downward feeling is noticeable. Primary points, however, show an upward trend again, and this may result in a firmer feeling here.

A 2½ per cent. advance in American ammunition, guns and rifles has been found necessary to overcome question of exchange. An increase in some lines of baseballs has also been made, which will mean a retail value for official league balls of \$2 each.

One large importer of sheets reports present stocks depleted to 10 per cent. of what is normally held on hand. Practically no sheets are rolling towards Canada, and the outlook is considered serious. Distribution continues to be made principally to manufacturers engaged in war work, and the outlook seems to be that maintaining this method of sale is the only prospect jobbers have of replenishing dwindling stocks.

Sash weights have gone to higher levels, the advance ranging from 10c to 35c per 100 pounds. Cement has been affected by revision in freight rates, and increases of from 10 to 15c per pound have become effective. Shaving soap is decidedly higher, and another line of scissors has gone up 10 per cent. Electric irons and toasters are also on the upward trend, changes to higher levels being made this week.

A new basis of quoting rope is being established, and extras on the smaller sizes are being increased ½c all around. It is intimated that increased manufacturing costs have fallen more heavily on the smaller sizes, and for this reason a change in the base has become necessary.

MONTREAL MARKETS

MONTREAL, August 15.—Changes are more numerous and all are of an advancing nature, with the single exception of tin, in which there is an improvement and quantities may be bought for \$1.10 per pound. Manufacturers of ammunition across the line are asking about 2½ per cent. more for their goods to cover the difference in exchange rates, the same applies to

rifles and shotguns. Wallpaper paste, solder, chair seats, grindstone fixtures, mirrors, hand and breast drills, hinges, padlocks and hammers are up. The state of trade keeps satisfactory, season considered. It is apparent that there will be frequent and considerable changes in the price of many lines in coming weeks. Many manufacturers, confronted with serious problems as to supplies of

steel and the price thereof, in addition to the labor difficulty, are already selling on an advanced basis or will in all probability do so in the immediate future.

Exchange Situation Has Advanced Shells and Guns

Montreal.

AMMUNITION AND ARMS.—Advances were made by the Winchester Repeating Arms Co. aggregating about 2½ per cent. This applies to metallics which are now priced at list plus 12½ per cent.; Winchester loaded shells which are list plus 17½ per cent., and Winchester rifles and shotguns which are list plus 7½ per cent. This action is in consideration of the difference on exchange between Canada and the States.

Chair Seats Marked Higher, Wall Paper Paste

Montreal.

CHAIR SEATS AND PASTE.—Chair seats, sold extensively in many places by the hardware trade, are marked up and new prices are out. Some of these are as follows: Veneer B. T. 14 in. \$1.68; 15 in. \$1.92, and 16 in. \$2.16. Ulster dining seats in 14 in. size are priced on the same basis. "Local" style is made in 13 in., and this size is priced at \$1.56, the other sizes taking the same rates as corresponding sizes above. In addition to these "Square," "Crown Dining," and "Round" are the same price. Stickfast paste is selling at \$1.90 for the one pound size and at \$3.30 for the 2 pound.

Common Mirrors Advance; Grindstone Fixtures

Montreal.

MIRRORS, GRINDSTONE FIXTURES.—Prices have changed on mirrors considerably since the first of the year, some lines advancing in all nearly 75 per cent. Two of the most common styles in the best selling sizes are now priced as follows. White enameled 8 x 10 inch \$3.15, and 9 x 12 inch \$3.95 per dozen. Grindstone fixtures too are up; the following prices apply: No. 1 x 15 inch \$7.50; No. 2 x 17 inch \$8, and No. 3 x 19 inch \$9.60 per dozen sets.

Padlocks Higher; Hand Cleaner and Hinges Also

Montreal.

VARIOUS LINES.—Padlocks have advanced again. This applies to the Slaymaker line and approximates about 10 per cent. of an increase. The discount

from the list of light tee and strap hinges is now 15 per cent. Snap hand cleaner is advanced slightly although this increase is small.

Nail Hammers; Hand And Breast Drills Up

Montreal.

HAMMERS AND DRILLS.—Increases are put into effect at once as affecting hammers of Maydole make. The whole line is subject to the advance which approximates from 15 to 20 per cent. Hand and breast drills of Goodell Pratt make and a few lines of automatic screwdrivers of the same make are advanced. The increase on these is very small.

New Trade and List on Brass Fittings

Montreal.

BRASS PIPE FITTINGS.—Advances are made in the price of brass pipe fittings used around automobiles. The following will give a good summary of the trade prices on single fittings with the manufacturer's number. No. 40 20c; 41, 24c; 42, 28c; 43, 30c; 44, 44c; 45, 67c; 46, 25c; 47, 28c; 48, 40c; 49, 16c; 50, 21c; 52, 11c; 58, 17c; 59 27c; 60, 47c; 64, 7c; 65, 11c; 66, 14c; 61, 4c and 62, 6c. Both Nos 63 and 55 are listed at 9½c each; Nos. 56 at 15c and 57 at 22c.

Auto Creepers and Hand Pumps Higher

Montreal.

AUTO CREEPERS, HAND PUMPS.—Increases are asked for auto creepers which makes the new prices some 10 per cent. above the old. Advances are recorded in various lines of hand pumps also, these being from 10 to 20 per cent. over previous quotations.

Brass Air Cocks; Gaskets, Ball Bearings Higher

Montreal.

AIR COCKS, GASKETS, BALL BEARINGS.—Advances of from ten to fifteen per cent have been made in the price of various kinds of brass air cocks. Steel ball bearings, too, have gone up and the advance is about 25 per cent. Copper cylinder head gaskets are much higher, the increase on these averaging 25 per cent. Still higher prices are quoted on Leader thrust ball bearings, the new trade prices each being as follows: No. 607, \$1.12; 608, 610 and 611 are each \$1.47; 613 and 614 \$2.57; 616 and 617, \$2.70; 618 and 619, \$3.13; 621 and 622, \$3.27; and 624 and 626, \$3.47 each.

Steadiness is Feature of Nail and Wire Market

Montreal.

NAILS AND WIRE.—It is stated that the amount of business coming to hand for wire nails is very satisfactory. While prices are without change the tone is firm and the market steady, with the

base price of standard wire nails \$5.35; cut nails \$5.60 per 100 pounds. Smooth steel wire is unchanged at \$6.25 per 100 pounds. For this there is but small sale at the present time.

Summer Orders For Wares And Stoves Seasonable

Montreal.

STOVES, RANGES AND WARES.—It is not the season when much sale is anticipated for stoves and ranges, and while there has not been a great deal of large selling the movement has been steady throughout the past weeks of limited quantities. All tendencies are very firm, and it remains to be seen just how far the trade can be supplied with their needs of stoves this fall. Doubt-

NEW ROPE BASIS; EXTRAS REVISED

A new selling basis is being adopted on rope, which will provide for a change in the base and a revision in all the extras. Quotations being made will be worked out from ¾ inch in the future instead of ⅝ inch, i.e., base quotations named will apply to ¾-inch and larger diameter rope. The extras over and above the base for smaller sizes are to range as follows: ⅝-inch, ½c extra; 9/16 to 7/16 inch inclusive, 1c extra; ⅞-inch, 1½c extra; 5/16 and ¼-inch, 2c extra; 3/16-inch, 2½c extra per pound. Increased manufacturing costs, it is intimated, fall most heavily on the smaller sizes, and for this reason these changes have been found necessary.

A change in the weight of the coils and method of selling the smaller sizes of rope is under consideration. With the scarcity of materials for wrapping and labor, it is felt a change can be made which will prove beneficial to the trade as a whole. Manufacturers intimate that a full announcement as to their plans in this respect will be available as soon as details can be worked out and no hardship may be expected as far as the retailer is concerned.

less the retailer wanting a stock will have made his selection early to avoid being disappointed. There are no changes of any kind in the various wares manufactured.

Situation on Rope is Expected to Rule Steady

Montreal.

ROPE AND CORDAGE.—There is not more than a seasonable movement of rope. Buyers are exercising every care with regard to their requirements and these are bought often and in decreased volume rather than stock up heavily. The easier situation in sisal across in the States has not had any effect here. In fact the increased freight rates, wage increases and exchanges have all contributed to offset this reduction. The position rules steady and without change. British manila selling at 33c; pure

manila at 39c and sisal at 27½c base per pound.

Fuel Oil Sales Better, Refined and Gasoline Hold

Montreal.

OILS AND GASOLINE.—There is a good movement of fuel oil, the munitions activity calling for a great deal of this. Supplies are adequate and an improvement in demand is evident. Coal oil is on a steady but unchanged basis, with Royalite grade moving out at 19c and Palacine and Electrolene at 22c per gallon. Gasoline is in heavy and steady demand, with ample supplies on hand to meet this. Price is unchanged at 34c.

Movement of Steel Sheets Steady; Firm Undertone

Montreal.

PLATES AND SHEETS.—As far as heavy plates are concerned there is nothing to report. Many of the large importers simply refer enquiries to the War Trade Board, at least trade requirements are so dependent upon their action that little supply is available at all. The regular demand for black and galvanized sheets holds on a steady and unchanged volume, the tendency being to a higher level as stocks decrease.

BLACK SHEETS—	Per 100 lbs.	\$	¢
10 gauge	9 75	9	75
12 gauge	9 75	9	65
14 gauge	8 25	9	00
16 gauge	8 35	9	15
18-20 gauge	8 60	9	25
22-24 gauge	8 75	9	60
26 gauge	9 70	9	75
28 gauge	9 90		

GALVANIZED SHEETS—	Per 100 lbs.	\$	¢
10½ oz.	10 00		
28 gauge	9 65		
26 gauge	9 35		
22 and 24 gauge	9 05		
20 gauge	8 85		
18 gauge	8 85		
16 gauge	8 70		

Iron and Steel Move Quite Freely; Unchanged

Montreal.

IRON AND STEEL.—There is a remarkably good movement of iron and steel bars. This must be interpreted as applying to a usually quiet time of the year. Sales are more of a limited volume but repeat business keeps up well. The market is steady, and while there does not seem to be any prospect of an early shortage it is felt that stocks cannot be excessive this fall in view of the general position caused by the war.

Common bar iron, per 100 lbs.	\$4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb. ...	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20 -0 21

Sheet Lead and Solder Firm, Advance Some

Montreal.

LEAD PRODUCTS.—In view of the advances that have been made for some time on lead the price of lead sheets has been increased. This is in accord with the strong tendencies pointed out in **HARDWARE AND METAL** for the past week or two. Solder also has been advanced, although the outside range quoted last week still holds. The absence from the city of buying staffs and of many others taking holidays has served to create less interest in buying and trading is confined to a small compass.

Lead pipe, lb.	0 15	
Lead waste pipe, lb.	0 16	
Lead traps and bends	Net-list	
Lead wool, lb.	0 14	
Lead sheets, 2½ lb. s. ft., lb.	0 14½	
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 14½	
Lead sheets, 4 to 9 lbs. sq. ft., lb.	0 13½	
Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder (guaranteed)	0 61¾	0 65
Solder, strictly, lb.	0 56¾	0 64
Solder, commercial, lb.	0 51¾	0 64
Solder, wiping, lb.	0 51½	0 55
Solder wire (8 gauge)—		
40-60		0 61
45-55		0 66½
Zinc sheets, casks		
Do., broken lots		

Old Zinc is Firmer; Movement From Country

Montreal.

OLD MATERIALS.—There is a stronger feeling for zinc scrap and prices paid are a little better. In view of the fact that the copper "fixed" price will continue unchanged until November, copper is without any change, and the same applies to other items in the list. There is some activity in old iron, the better grades of heavy melting steel, etc., being most in evidence at maintained prices. A considerable movement of old material from country points is now manifest.

Tea lead	0 06½	
Heavy lead pipe	0 07½	
Yellow brass	0 15½	0 14
Red brass	0 23½	0 24
Light brass		0 08

TORONTO MARKETS

TORONTO, August 15.—Many important changes have been put into effect during the week. Maydole hammers show a stiff advance and Winchester guns, rifles and ammunition show a 2½ per cent. increase. Sash weights are higher and other lines similarly affected include cement, spruce sheathing, shaving soap, electric irons and toasters and hand cleaner. A new schedule of extras on rope is being put into effect. Supplies of sheets, both black and galvanized, are reported down to 10 per cent. of normal in some quarters.

Sash Weights Make Further Advance

Toronto.

SASH WEIGHTS.—A further advance in the price of sash weights has occurred during the week. This ranges from 10c to 35c over former quotations for the solid and as high as 35c for the

Scrap zinc	0 06½	0 06¾
Heavy copper	0 24½	0 24¾
Wrought iron, No. 1, per gr. ton		27 00
No. 1 machinery cast	38 00	40 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	26 00	28 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	0 08¼	0 08½
Over shoes, lumbermen's rubbers		
boots	0 07	....
Bicycle tires	0 04½	0 05
Automobile tires	0 05	0 05¼

Lead Market Steadier; Some Tin Improvement

Montreal.

INGOT METALS.—But a limited amount of interest is manifest in the markets this week. The interest taken in most metals is confined. Lead is steady and unchanged and tin is a trifle easier.

COPPER.—The advance that some expected would be made in the "fixed" price did not come about and the government's price of 26c is continued until November 1. No change is therefore made in the trade price here which is steady at 31c. per pound.

TIN.—Some improvement has been made in the matter of deliveries and as a consequence the feeling here is easier. Local trading is not heavy but there is some movement at \$1.10 to \$1.15 per pound.

SPELTER.—While there is a little firmer feeling in spelter the local position is unchanged and sales are made around 10½c per pound.

LEAD.—The position on lead has steadied itself somewhat. The improvement made as to supplies is not very marked but it is to be hoped that there will be more lead for trade requirements soon. Price here 11c per pound.

ANTIMONY.—Some interest is manifested in this item in view of probable developments on the part of Japan in Russia. The position locally is unchanged at 15-16c per pound.

ALUMINUM.—No change in the position of aluminum has been made. The price of 52c per pound still holds.

sectional. The selling basis now adopted is as follows: solid, \$4.00-\$4.25 per 100 pounds; sectional, \$5.50 to \$5.85 per 100 pounds.

Guns, Rifles, Ammunition Record 2½% Increase

Toronto.

GUNS, RIFLES, AMMUNITION.—A 2½ per cent. advance in Winchester guns, rifles, and ammunition is recorded during the week. Ammunition which was previously selling at a 10 per cent. advance on list, is now being quoted at 12½ per cent. advance. Loaded shells have gone from 15 per cent. to 17½ per cent. advance on list. Gun wads are also up from 15 per cent. to 17½ per cent. while primers go from 10 per cent. to 12½ per cent. advance on list. Winchester rifles and shotguns formerly quoted at a 5 per cent. advance on list are now 7½ per cent. on list.

Hammers Reach Very High Levels

Toronto.

HAMMERS.—A very substantial increase in the price of Maydole hammers has been made during the week. Scarcity of materials along with continually mounting manufacturing costs are assigned as reasons for this further advance. Prices on some of the more familiar numbers follow: Nos. 1 and 11, \$18.50 dozen; Nos. 1½ and 11½, \$17.00 dozen; No. 0, \$22.75 dozen; No. 12, \$16.00 dozen; No. 13, \$14.25 dozen; No. 23, \$12.75 dozen.

Tools Up Another 10%; Manufactured Hardware

Toronto.

TOOLS, MANUFACTURED HARDWARE LINES.—An advance of 10 per cent. has been named on Yankee tools by the manufacturers and this will be put into effect immediately. The lines affected will include ratchet and automatic screw drivers, hand and breast drills.

Cast and malleable iron hardware and steel goods manufactured by Sargent and Co. are up about 10 per cent. also. Sash rollers, awning and clothes line pulleys, hitching rings, awls and tools and window spring bolts are among the items to be changed to higher levels.

Tap and Dies Up; Brace Jaws, Hand Cleaner, Too

Toronto.

TAPS AND DIES, BRACE JAWS, HAND CLEANER.—New lists have been established on taps and dies turned out by the Greenfield Tap and Die Corporation. The round screw dies and machine screw taps are among the lines to change, the smaller sizes being advanced from 7½ to 10 per cent.

An exceptionally high basis has been reached for brace jaws which are now being quoted at 80c per pair.

Snap hand cleaner at \$1.85 per dozen in case lots and \$1.90 per dozen, less than cases, is also selling at higher prices than formerly ruling.

Electric Irons, Toasters Soaring; Scissors

Toronto.

ELECTRIC IRONS, TOASTERS, SCISSORS.—Over the past few weeks have been revised and new prices issued show a sharp advance. The National and Westinghouse are now offered at \$4.50 each. The Princess is being quoted at \$4.00 each. Electric toasters are also on the upward trend, the National selling at \$4.50 and Westinghouse at \$4.87 each.

Heinisch scissors are also on the upward trend, revised prices put into effect providing for an advance of about 10 per cent.

Shaving Soaps Go To Higher Levels

Toronto.

SHAVING SOAPS.—Another line of shaving soaps has been revised upward

during the week. Williams' shaving bar has advanced from 70c to 81½c per pound; Williams' shaving stick, large size, hinge cover or holder top, is now \$4.25 per dozen and the small size \$1.50; Williams' Quick and Easy shaving powder is also up to \$4.25 dozen.

It is intimated that when present stocks of talcum powder are exhausted, further supplies will not be available owing to Government restrictions on export.

Cement Up 10c; Sheathing Advances \$1

Toronto. CEMENT, SHEATHING.—Two important lines in the building trade have undergone revision to higher levels this week. The advance on cement amounts to 10c in car lots and 15c in smaller quantities, the prices for the respective quantities being \$2.80 and \$3.40-\$3.50 per barrel.

Spruce sheathing shows a very stiff advance. This is attributed to difficulty in securing materials. New prices now ruling are from \$6.50 to \$7.00 per 100 pounds, an increase of \$1.00 per 100 pounds.

Stove Situation No Better; Enamelware Firm

Toronto. STOVES, ENAMELWARE.—There have been no developments of a particularly interesting nature during the week. Conditions remain about the same as outlined in the last couple of issues, manufacturers generally feeling the pinch from scarcity of materials and the future presenting a very uncertain outlook.

Enamelware remains very firm. Sales are only fair, a falling off being apparent though maintained on a satisfactory basis considering the season. Prices appearing in current market quotations are unchanged.

Gasoline Sales Heavy; Oils Very Firm

Toronto. OILS, GASOLINE.—The sales of gasoline are maintained on a very satisfactory basis, the demand continuing very heavy and supplies equal to requirements. Price is without change at 33c per gallon.

Coal oil is steady at 18c to 21c per gallon according to grade and sales continue in very good volume. Lubricating oils are also moving freely, although difficulty in securing the smaller containers is reported.

Rope Basis and Extras To Be Changed

Toronto. CORDAGE, TWINES.—An announcement to the effect that the rope basis is to be changed from ⅝-inch to ¾-inch diameter has been made in some quarters. This also provides for an advance in the extras on the smaller sizes, full details of which appear in a panel else-

where in this issue. Manufacturing difficulties, which hit the smaller sizes hardest, are the main reasons given as contributing to this change. Base prices are unchanged as follows: Pure manila, 39c per pound; British manila, 33c; sisal, 27½c. A little lower base may be expected to follow purchase of fibre on new cost basis established by United States Food Administrator.

Twine business for Ontario is practically over and reports indicate that sales reached satisfactory totals. Prices remain unchanged.

Nail Situation Serious In Some Quarters

Toronto. NAILS, WIRE.—A serious condition is developing with some manufacturers owing to scarcity of labor. Whereas wire rods are not as plentiful as might be desired, it is intimated the greatest difficulty to-day is in securing satisfactory labor. Jobbers intimate that orders placed some time back have not been filled, and little improvement in conditions can be expected. The market is very firm although quotations are unchanged, wire is selling at \$5.30 base and cut at \$5.65 base per 100 pounds.

The base of \$6.25 per 100 pounds on smooth steel wire is firmly held and little interest attaches to this commodity.

Waste Steady; Oakum Selling; Leather Belting

Toronto. WASTE, OAKUM, LEATHER BELTING.—A very steady tone is reported in cotton waste. Sales are maintained on a very satisfactory basis and prices hold at figures shown in current market quotations.

Oakum is in good demand and the volume of trading done represents a very satisfactory total. Prices hold firm and unchanged.

A very good trade in leather belting continues to manifest itself. Raw materials have been very hard to get but completion of arrangements for tonnage to move supplies from South America is expected to help out the situation materially from now on. Discounts remain unchanged.

Bars Hold Firm; Harder To Get

Toronto. IRON AND STEEL.—A very firm situation is noticeable in regard to all bars, and whereas orders are being accepted, the mills are subjecting all enquiries to careful scrutiny before acceptance. Jobbers indicate deliveries are slowing up somewhat but stocks are in fair shape in view of the prevailing demand. Prices hold without change on the following basis:

TORONTO—	Per 100 lbs.
Common bar iron	\$ 5 25
Common bar steel	5 50
Refined iron	5 65
Angle base	5 75
Horseshoe iron	5 50
Tire steel	5 70
Mild steel	6 50

Norway iron	11 00	13 00
Toe caulk steel	6 25	
Sleigh shoe steel	5 50	
Band steel, No. 10	5 75	
Do., No. 12	6 00	
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Further Reduction in Stocks Sheets; Very Firm

Toronto. SHEETS, PLATES.—One jobber reports stock on hand down to 10 per cent. of what it would be under normal conditions and a possibility that even lower levels as regards supplies may be reached before shipments come through. The bulk of orders continues to go forward to manufacturers engaged in war work and the only hope of replenishing stock appears to be on this basis of sale. The lighter gauges of galvanized sheets are particularly scarce and prices in some sources have advanced to an \$11 basis. No solicitation of orders is being made by those holding stocks and distribution is being effected to regular customers as equitably as possible. Black sheets are in about the same position as galvanized, stocks reaching the vanishing point. About the lowest quotation on galvanized, 10¼ oz., commercially speaking is \$10 per 100 pounds. Black are unchanged.

BLACK SHEETS—	Per 100 lbs.
10 gauge	10 00 \$12 00
12 gauge	10 10 10 00
14 gauge	7 90 8 40
16 gauge	8 00 8 50
18-20 gauge	7 55 8 05
22-24 gauge	7 60 8 10
26 gauge	7 65 8 15
28 gauge	7 75 8 25
3/16-inch plate	10 10 10 25
¼-inch boiler plate	10 00

GALVANIZED SHEETS—		
10¼ oz.	\$10 00	\$10 25
U.S. 28	9 70	9 95
U.S. 26	9 40	9 65
22 and 24	9 25	9 50
18 and 20	9 10	9 35
16	8 95	9 20
14	8 85	9 10

Corrugated Sheets Very Firm; Trough Steady

Toronto. CORRUGATED SHEETS, EAVE-TROUGH.—The market in corrugated sheets is very firm and manufacturers are endeavoring to maintain satisfactory stocks. This is said to be a very hard task under present conditions but no shortage is yet reported. The outlook for the future is undoubtedly serious however, and all manufacturers may have to face a period of greatly curtailed production. This applies not only to corrugated sheets but may be expected to affect eavetrough, conductor pipe, ridge roll, metallic siding and shingles, etc. Prices are unchanged and orders are being taken care of satisfactorily at present.

TORONTO—	Per 100 Sq. Feet
Corrugated Sheets—	Gal'ed Painted
No. 28 gauge	\$ 9 00 \$ 7 50
No. 26 gauge	10 00 8 50
No. 24 gauge	15 00 11 25
No. 22 gauge	18 00 14 00
No. 20 gauge	21 00 17 50
No. 18 gauge	27 00 21 00
Discount, 7½ per cent.	

Wrought Iron Pipe Steady; Tubes Same

Toronto.

WROUGHT IRON PIPE, BOILER TUBES.—Conditions surrounding the situation in wrought iron pipe remain much the same as outlined in previous issues. Production is being materially curtailed owing to difficulty getting supplies of raw materials. The demand is very fair and stocks are becoming depleted. Prices are unchanged at figures shown in current market quotations. Shipment of small size boiler tubes expected is not yet in but these are likely to arrive almost any day. Prices hold firm and supplies are very light. Quotations follow:

BOILER TUBES—		Cold Drawn	Lapweld
1 inch	.....	\$36 00	\$.....
1 1/4 inch	.....	40 00	.....
1 1/2 inch	.....	43 00	36 00
1 3/4 inch	.....	43 00	36 00
2 inch	.....	50 00	36 00
2 1/4 inch	.....	53 00	38 50
2 1/2 inch	.....	55 00	42 00
3 inch	.....	64 00	50 00
3 1/4 inch	.....	.....	58 00
3 1/2 inch	.....	77 00	60 00
4 inch	.....	90 00	75 00

Lead Products Firm; Solder is Steady

Toronto.

LEAD AND ZINC PRODUCTS.—Manufactured lead products continue with a very firm undertone. Whereas supplies of pig lead are reported scarce stocks of the pipe, traps and bends, etc., are in very fair shape. Prices have held without change. Higher prices on solder are again in evidence in some quarters, strictly reaching 71c per pound and commercial 62 1/2c per pound. Tin prices continue high and lead is also strong, contributing factors in the lead situation. Quotations ruling follow:

Lead pipe, lb.	.....	0 15
Lead waste pipe, lb.	.....	0 16
Lead traps and bends	.....	Net list
Lead wool, lb.	.....	0 15 1/2
Lead sheets, 3 to 3 1/2 lbs. sq. ft., lb.	.....	0 13 1/4
Lead sheets, 4 to 8 lbs. sq. ft.	.....	0 12 1/2
Cut sheets, 3/4 c. lb. extra and cut sheets to size, 1 c. lb. extra.	.....	0 13
Solder, guaranteed, lb.	.....	0 60
Solder, strictly, lb.	.....	0 55 1/2
Solder, commercial, lb.	.....	0 51
Solder, wiping, lb.	.....	0 55
Solder, wire, lb.	.....	0 70
Zinc sheets, per lb.	.....	0 26

No Excitement in Old Materials

Toronto.

OLD MATERIALS.—Quiet still rules over the old material situation and items of interest are lacking these days. Prices hold very steadily at unchanged figures which are as follows:

Tea lead	.....	\$0 05 1/4	.....
Heavy lead pipe	.....	0 07 1/2	0 07 3/4
Yellow brass	.....	0 12	0 13
Red brass	.....	.....	0 21
Light brass	.....	.....	0 09 1/2
Heavy zinc	.....	0 05 1/2	0 06
Heavy copper	.....	0 21 1/2	0 22
Stove plate, per ton	.....	17 00	18 00
Old cast iron, per ton	.....	25 00	26 00
Overshoes, trimmed Arctics	.....	.....	0 06 1/2
Auto tires	.....	0 04 1/2	.....
Bicycle tires	.....	0 03 1/2	.....
Per gross ton.			
No. 1 railroad wrought	.....	26 00	27 00
No. 2 railroad wrought	.....	15 00	16 00
Pipes and flues	.....	.....	12 00

No. 1 busheling	.....	16 00	17 00
No. 2 busheling	.....	.....	12 00
Country mixed scrap	.....	.....	16 00

Tin Remains High; Lead Still Scarce

Toronto.

INGOT METALS.—Prices on tin show no easing away at all, and the question of supplies remains difficult. Lead is still somewhat scarce and quotations have held unchanged. Spelter shows a little stiffer tone, while other metals are steady as regards quotations.

COPPER.—No announcement has yet been made as to price to rule or likely to be named on copper. Speculation as to action of price-fixing committee takes both sides with a little larger following on the advanced basis theory. Any change made in United States price will likely be reflected here. Locally quotations are around 30c to 32c per pound.

TIN.—An unchanged situation is noticeable this week. Prices continue at very high levels and supplies are very light. Whether supply for Canada will show improvement after deliberations of representatives of United States and British war boards are concluded is hard

to determine. Some announcement of action to be taken may be expected at an early date. Quotations range from \$1.10 to \$1.25 per pound locally.

SPELTER.—An improved demand has stiffened the market somewhat. This has resulted in prices holding firm at levels prevailing for the last two or three weeks, viz., 10 1/2c per pound.

LEAD.—Supplies are still somewhat light and no immediate relief to the situation is looked for. However, no suffering over scarcity is reported. Prices hold at 10 1/2c to 11c per pound.

ALUMINUM.—Government requirements continue to absorb bulk of supplies. Prices hold without change at around 50c per pound.

ANTIMONY.—The market has steadied again with the result that 18c price per pound has been maintained. There are no items of particular interest which mark the situation.

PIG IRON.—Government or war work continues to get priority in the question of supplies and little is left over for commercial purposes. As the war programme expands the pinch on manufacturers engaged in non-essential lines may become more marked.

LONDON MARKETS

LONDON, August 15.—Many important changes have been made in prices, in each case advances being recorded. Among the many lines affected are found chalk and masons' lines, welding compound, harness rings, hame clips and sad iron handles. New discounts are also available on light tee and strap hinges and heavy tee and strap hinges, which provide for a higher scale of net prices. Jobbers are getting fall orders away to the trade and retailers are now making special efforts to clean up on summer lines. Business is considered very good.

Mason and Chalk Lines Show Upward Trend

London.

MASON, CHALK LINES.—Following in the wake of practically all cotton goods, higher prices have been named on cotton mason lines and cotton chalk lines. These items have held steady for some little time and revisions upward at this time are hardly surprising. New prices now being quoted are: Cotton mason lines, No. 18x100 ft., white \$1.75 dozen; No. 18x100 ft., yellow, \$1.85 dozen; cotton chalk lines, No. 12, \$0.35c dozen; No. 15, \$0.35; No. 18, \$0.40; No. 24, \$0.45; No. 27, \$0.48; No. 30, \$0.50.

Lanterns Steady; Some Movement Reported

London.

LANTERNS.—A very steady tone is to be noted in lanterns and already some movement in these is reported, which would indicate interest in fall business. Prices hold firm and unchanged, the

long or short globe patterns, plain, selling at \$12.00 dozen.

Lantern globes are also a little more to the front in the trade, prices holding without change as follows. For either the long or short pattern: 1 doz. cases, \$1.00 doz.; 3 doz. cases, 90c; 6 doz. cases, 85c.

Wire Nails Moving; Rope Continues Steady

London.

WIRE NAILS, ROPE.—Some movement of wire nails is noticeable, which, while not heavy, represents a very satisfactory volume of trading. Prices are very firm and hold without revision, wire selling at \$5.30 base, and cut at \$5.60 base per 100 pounds.

Stocks of rope locally are in very good shape and jobbers report a very fair sale. Quotations show no change, the figures being as follows: Pure manila, 30c base per pound; British manila, 33c; New Zealand hemp, 33c; sisal, 27 1/2c.

Revised Discounts on Tee and Strap Hinges

London.

TEE, STRAP HINGES.—Revised discounts issued on tee and strap hinges, both light and heavy, provide for advances in each instance. The light are now quoted at 15 per cent. from list and the discount on heavy is the same, viz., 15 per cent. Net prices on the heavy hinges figured on this new discount are:

Tee Hinges—4 in., \$2.18 doz. pairs; 5 in., \$2.72; 6 in., \$3.06; 8 in., \$3.49; 10 in., \$6.20; 12 in., \$9.86; 14 in., \$10.03.

Strap Hinges—4 in., \$2.55 doz. pairs; 5 in., \$3.15; 6 in., \$3.40; 8 in., \$4.60; 10 in., \$8.16; 12 in., \$10.12; 14 in., \$11.56.

Hame Clips Advance; Harness Rings, Too

London.

HAME CLIPS, HARNESS RINGS.—A new price has been named on hame clips of 45c dozen, which represents an advance over former quotations.

Harness rings have also been revised upward and the new prices now being quoted to the trade follow: $\frac{3}{4}$ in., 90c gross; $\frac{7}{8}$ in., \$1.10; 1 in., \$1.30; $1\frac{1}{4}$ in., \$1.65; $1\frac{1}{2}$ in., \$2.25; $1\frac{3}{4}$ in., \$2.35; 2 in., \$2.60; $2\frac{1}{2}$ in., \$3.50.

New Price on Potts Iron Handles; Wood Tubs

London.

POTTS IRON HANDLES, WOOD TUBS.—New quotations just made on Potts sad iron handles show an increase over former figures. To-day's price is \$1.45 dozen.

Quotations on wood tubs over which there has been some uncertainty for a few days are being quoted on the following basis: No. 0, \$19.80 doz.; No. 1, \$17.60; No. 2, \$15.40; No. 3, \$13.20.

Welding Compound Goes Up; Sprayers; Fly Killer

London.

WELDING COMPOUND, SPRAYERS, FLY KILLERS.—Welding compound records an advance during the week, the first to be put into effect for some months. Climax, Cherry Heat and Boxaxette are now all quoted at 11c per pound.

A splendid sale of fly killer has been in evidence and continues to date. The Dr. Williams line in $\frac{1}{2}$ gallons sells at \$7.00 and 1 gallons at \$10.00 per dozen, unchanged quotations over those prevailing all season.

Sprayers are selling freely, many of these being sold in conjunction with fly killer as a means of applying oil to cattle and horses. No change in prices is noticeable, the tin well selling at \$5.00 and glass jar well at \$7.00 dozen.

Baseballs Advance; Fuse Plugs Higher

London.

BASEBALLS, FUSE PLUGS.—A change in the price of baseballs has been put into effect. The league balls which formerly retailed at \$1.50 each now have a re-sale price of \$2.00, the prices to the trade on No 0 Reach being \$16.80 dozen.

Fibre fuse plugs have also been revised upward. The 6, 10, 20 and 30 ampere are now being quoted at \$7.50 per 100.

Coil Buggy Washers Revised; Electric Fans

London.

COIL BUGGY WASHERS, ELECTRIC FANS.—Higher prices rule on coil buggy washers and present figures to the trade are for $\frac{7}{8}$ -inch, 22c per box. and 1-inch, 24c per box.

Electric fans have sold very well during the past couple of weeks of exceedingly hot weather. No change in prices has been made, the Polar Cub 6-inch selling at \$6.25 and 9-inch at \$9.00 each.

White Lead in Oil Ad- vances 50c; Putty Steady

London.

WHITE LEAD IN OIL, PUTTY.—An advance of 50c per 100 pounds has been made in white lead in oil during the week. This is in line with predictions made in **HARDWARE AND METAL** and is due to very high price of linseed oil and continued high level of pig lead. Quotations now in effect are for pure \$17.80 per 100 pounds in ton lots and \$18.15 in less than ton lots.

Putty has held steadily, though a very firm undertone is noticeable and a higher price would not come as any great surprise. The demand is light. Quotations are as follows: Standard, in 25, 50, 100 lbs., \$5.55 per 100 lbs.; pure, drums, \$7.55.

WINNIPEG MARKETS

WINNIPEG, August 15.—Price changes during the week all show an upward trend and further advances are looked for when laid down costs figured on the new freight rates are figured out. Lines to show increases during the week are scales, weigh beams, harrow tooth steel, tire steel, stove pipe wire, rubber belting, rubber hose, packing, and Ingersoll watches. Business for the past week is reported as normal. Considerable activity is shown in harvest tools, oilers, valves and many other lines to be used in connection with the coming harvest.

Grain Scoops Sell Well; Prices Hold

Winnipeg.

GRAIN SCOOPS.—The demand for grain scoops is reported to be very good. Dealers are replenishing stocks in preparation for the fall trade. Jobbers' stocks are well assorted, while prices remain firm as quoted below:

Black Cat and Crescent Scoops—No. 4, \$17.00; No. 6, \$17.50; No. 8, \$18.00; No. 10, \$18.50 doz.
Moose and Jones Scoops—No. 4, \$18.25; No. 6, \$18.75; No. 8, \$19.25; No. 10, \$19.75 doz.

Harrow Tooth, Tire Steel Advance; Stove Pipe Wire

Winnipeg.

HARROW TOOTH, TIRE STEEL, STOVE PIPE WIRE.—This week's markets show further advances in the prices on harrow tooth and tire steel which move up to \$5.75 per 100 pounds, and \$5.90 per 100 pounds respectively. Prices for all other lines remain unchanged and are quoted at the figures given herewith: Bar iron \$5.50 per 100 pounds; Swedish iron \$5.25; sleigh shoe steel \$5.80; spring steel \$6.50; machinery steel \$8.00; plow steel, common \$6.50; crucible \$7.50; angle steel \$5.35; tool steel, square 20c per pound; octagon 20c per

Linseed Oil Firm; Turpentine Steady

London.

LINSEED OIL, TURPENTINE.—Linseed oil continues to rule high. Supplies are equal to present demands, but no surplus is being accumulated and for this reason there is little likelihood of any great decline in prices. Quotations to-day follow: 1 to 2 bbls., raw \$2.17, boiled \$2.20 gallon; 3 to 5 bbls., raw \$2.16, boiled \$2.19 gallon; 6 to 9, raw \$2.14, boiled \$2.17 gallon. Less barrels add 10c a gallon.

Turpentine shows a little easier tendency, though no change has been made. Supplies are considered ample and in view of the light demand there is a downward outlook. Prices for the week are as follows: 1 bbl. lots, \$1.01 per imp. gal.; 2 to 4 bbl lots, \$1.00 per imp. gal.; 5 gal. lots, \$1.11 per imp. gal.

The price on barrels and half barrels for lubricating oils have been advanced and are now charged out to the retailer at \$5.00 each.

pound; mild steel 3-16 in., $\frac{1}{4}$ in., 5-16 in., \$8.00; other sizes \$5.75; band steel \$5.75 base. Stove pipe wire has undergone a slight revision during the week, to-day's market price being, for 19 gauge, \$9.75 per 100 pounds.

Scales, Weigh Beams Undergo Revision

Winnipeg.

SCALES, WEIGH BEAMS.—New prices have just been announced on scales and weigh beams. These provide for an advance and are said to be due to increased cost of production. New prices show an increase of approximately 2 per cent. over former quotations. To-day's ruling prices as follows:

Easy Balance Scales—No. 53, \$5.50; No. 54, \$7.50 each.

Family—No. 214 x 25 lb., \$5.20 each.

Union—240 lb., \$12.50 each.

Platform Scales—No. 110, \$28.00; No. 113, \$35.00; No. 115, \$50.00; No. 116, \$57.00 each.

Weigh Beams—No. 310, \$8.00; No. 311, \$8.50; No. 312, \$8.75; No. 313, \$9.00; No. 314, \$9.25; No. 315, \$9.50; No. 316, \$9.75; No. 317, \$10.00; Threshers, \$8.00 each.

To the above prices must be added the Government stamping charge, ranging from 30c on family scales to \$1.00 each on platform scales.

Rubber Belting Shows Advance 10 Per Cent.

Winnipeg.

RUBBER BELTING.—Heavy advances in the price of cotton and rubber, the two prominent lines in the manufacture of rubber belts, have been the means of forcing prices to higher levels. New prices just announced show increases of approximately 10 per cent. over former quotations. To-day's market prices are given herewith:

Star Rubber Belting, up to 6-inch, 20 per cent.; over 6-inch, 10, $2\frac{1}{2}$ per cent.

Endless Rubber Belts, 120 ft. x 8-inch x 5-ply, \$118.25 each; 150 ft. x 8-inch, x 5-ply, \$147.90 each.

Rubber Hose, Packing Go to Higher Levels

Winnipeg.

RUBBER HOSE, PACKING.—The above mentioned advances in raw material are also reflected in new advances just announced on rubber hose and packing. Prices now effective are given on a few of the more familiar lines:

Trade Discharge Hose—1 inch x 3 ply, 19¼c foot.

Injector Hose, wire lined, 1 inch, 22c foot.

Hard Rubber Injector Hose—1 inch x 3 ply, 42c foot.

Suction Hose, J.C.—2 inch, 46c foot.

Agricultural—2 inch, 60c foot.

Canadian Spiral Packing, 92c lb.; cloth covered, 1-32 inch, 40c; 1-16"¼ inch, 28c lb.

Sharp Advances Made in Watches

Winnipeg.

WATCHES.—Prices on Ingersoll watches which are set by the manufacturers again show a heavy advance as illustrated by the price of the Maple Leaf, which moves up from \$1.05 to \$1.35 each, while other lines advance in proportion. The heavy demands being made by the American soldiers together with increased wages is, it is intimated, largely responsible for the present advance. No change is recorded on Boy Proof or Pocket Ben Watches as yet, but new prices are looked for shortly. In the meantime prices remain unchanged at

former quotations. Prices now ruling on the Ingersoll line are as follows:

Maple Leaf, \$1.35; Triumph, \$1.60; Winner, \$2.25; Eclipse, \$2.15; Junior, \$2.65; Reliance, \$3.60; Midget, \$2.65; Midget Wrist, \$2.90; Waterbury Radolite, \$3.60; Triumph Radolite, \$1.95; Midget Wrist Radolite, \$3.40 each.

Linseed Oil Ruling With Firm Undertone

Winnipeg.

LINSEED OIL.—With the present high prices of flax seed there is every indication that higher prices will be named on linseed oil. Reports also indicate that it is doubtful if there will be sufficient flaxseed to supply the demand until the next crop. The demand for oil at present is reported as fair, with stocks none too heavy. Prices ruling to-day are as follows: Raw, \$2.30 gallon; boiled, \$2.33 gallon, in single barrel lots.

Turpentine Holds Firm; Easier Primary

Winnipeg.

TURPENTINE.—Turpentine prices continue to hold firm at former quotations, while reports from the southern markets indicate an easier tone. Stocks at present while not heavy are considered adequate to supply the present demand. Prices now ruling are as follows: Barrels, \$1.10; half-barrels, \$1.13; 5-gal. lots, \$1.15; 1-gal. lots, \$1.15 per gallon; plus the usual extras for containers.

Prior to 1916 the best fiscal year total was 301,398,752,108 ton-miles, in the fiscal year ended June 30, 1913. The best posted shippers in Pittsburgh always contended, when the railroads were so badly blockaded last winter, that what they needed was system and locomotives. Government control has given them system and the locomotive shops have furnished many locomotives. Shippers did not feel that the railroads needed cars at all badly, for indeed one trouble was that the existing cars were blocking the tracks. Since April, which showed the freight movement just noted, there has been a further and great improvement in the railroad situation.

Steel for Jobbers

The pipe and wire mills find they can do fairly well in carrying out the War Industries Board's program as to shipments to jobbers during August, it being permissible to ship as much steel in August, as the monthly average shipped during the first half of the year. In sheets and merchant bars it will be difficult to ship more than a fraction of the tonnage permitted. Some of the pipe mills had already received specifications from their jobbers during the first week in August. The American Steel & Wire Company issued a circular to its jobbing trade, stating what could be done and emphasizing the fact that jobbers would have to file their pledges with the War Industries Board before any shipments could be made.

Production of pig iron in July proves to have been at the rate of about 40,700,000 tons a year, against rates of 40,800,000 tons and 40,900,000 tons in June and May respectively. The decrease is less than usually occurs with hot weather and the showing is regarded as altogether satisfactory. The number of furnaces in blast increases and it is the common expectation that after this month the rate of production will move sharply upwards, possibly even touching 43,000,000 tons. At best, however, the industry will do well if it makes up for the heavy loss of production early in the year by equalizing, for the calendar year, the 39,434,000 tons produced in 1916, the 1917 production having been 800,000 tons less.

The monthly report of steel ingot production is not out for July, but will probably show a slight decrease from the June rate, which was about 43,500,000 gross tons a year. As with pig iron, a large increase in output is expected with cooler weather. Thus far in August an exceptionally high average temperature has obtained, while July weather averaged about two degrees below normal for the month.

No rate of production that can be counted upon, however, even on the most sanguine basis, can cope with the estimates the War Industries Board makes of the requirements. The board rather startled the steel industry last month by stating that the steel requirements for the present half year were fully 20,000,000 tons. In a conference with the Fuel Administration lately, however, the

Continued on page 64

PITTSBURGH MARKETS

PITTSBURGH, Pa., Aug. 15.—A thorough canvass has been in progress as to the feasibility of increasing the output of steel by new construction. Not only the sanction, but also the hearty co-operation of the War Industries Board would be requisite before anything could be undertaken. A large amount of labor would be required, also a great deal of material, and much transportation would be involved and the matter would have to be considered from all angles. While the steel industry is fully able to finance its new construction itself, when it is new construction dictated by prospects of making money, the new construction that would be requisite at this time would not have such a future before it. After the war the industry would be left in an unbalanced condition. Indeed, it is only because the industry is quite out of a state of balance by reason of the peculiar nature of the war demand that it becomes feasible to increase the output of finished material by a relatively small volume of new construction. Study has shown that many of the finishing branches of the steel industry are quite insufficiently supplied with raw steel in the form of ingots, blooms and billets because such a large amount of raw steel is withdrawn from the situation by the demand for shell steel and the extra demand for plates. By the erection of a large number of open-hearth steel furnaces and a number of blast furnaces the production of finished steel would be greatly increased. The finishing capacity is already available, being in-

deed idle at present in considerable part, while there is also in prospect sufficient coke and sufficient Lake Superior iron ore to take care of many additional blast furnaces. If men, materials and transportation facilities were withdrawn from other activities to a sufficient extent the new capacity might be completed in the course of about six months, the question being whether it would be enterprising to make such withdrawals.

Plenty Lake Ore

Shipments of Lake Superior iron ore down the lakes in July totalled 10,659,203 gross tons, the record for any month in history, and bringing the season total to August 1 up to 29,608,933 tons, which presages a total movement for the season of about 65,000,000 tons. This is 10,000,000 tons above the inside estimate made before the opening of navigation. At that time the railroads had only partially recovered from the great blockade of the winter, and the entire matter of moving ore for the coming season hinged upon the railroads. All the plans provided that the convenience of the railroads should be served, the boats only moving so fast as the railroads could serve them. Since then the railroads have gotten into excellent shape and there is no difficulty at all about moving ore.

Heavy Freight Movement

As an evidence of the railroad situation, the latest statistics are for April and they show that even in that month the railroads moved freight at the rate of about 448,000,000,000 ton-miles a year.

WEEKLY PAINT DEPARTMENT

Learn How to Suggest Color Schemes

Paint Customers Nearly Always Welcome Ideas That Will Help Them to Select the Colors That Will Harmonize Most Effectively in the Work They Are Planning in the Home—Very Often Painters Themselves Are in Doubt

HOUSEOWNERS, and even painters, are often in some doubt as to the most artistic (that is the most harmonious) color schemes for the interior decoration of houses. The paint dealer, too, is frequently called upon to give his advice, particularly if he is selling direct to the house owner.

The following suggestions may prove valuable to both the dealer and decorator:

In bedrooms the lightest shades are admissible, preferably in one tone throughout, with stenciling at the top, or if in two colors, the following combinations: Heliotrope and very pale cream, sea green and cream, pale blue and white, rose and cream or light brown and cream, the relative position of the rooms being carefully considered. Hallways, for the reason that these shades harmonize with nearly all others, should be in light terra-cotta or cream. Kitchens are very effective done in delft blue or some shade of terra-cotta—never, as seems the popular custom, in cream.

LIGHT COLORS POPULAR

For drawing-rooms or parlors (not including what is known as the living room) light colors seem much preferred. These, however, if the room be well lighted, are not entirely desirable. They impart a lack of cosiness, attainable only in subdued shades and are often inappropriate to small houses. Supposing, however, a want of much light and colder shades are necessary; white and gold is common; cream and old gold is preferable, as also rose and cream, old rose and gold or white. Pale blue in combination with much white or cream makes a pleasing room, but green in any shade is quite inadmissible. For the darker treatment, when the room is well lighted, the following color schemes are suggested: dark peacock blue, graduating at the top to a very pale shade and stippled—never flat; pinkish terra-cotta in combination with light brown (especially in panell-ed rooms), and olive green and cream.

VARYING OPINIONS

White and gold in drawing-rooms, usually accepted as a very "chic" color scheme, is not infrequently by some declared intolerably vulgar—which perhaps it often is. Red, for the same reason, is tabooed by the majority; yet red, in certain tones, may be very effective, provided (and this is imperative) that the size, style and class of room and its relative position to other apartments be considered. A hall, for instance, wainscotted in mahogany, with the lower panels in red and the upper two-thirds in light terra-cotta, is effective if the hall be spacious and lighted not glaringly but subduedly.

LIBRARIES AND DENS

Libraries and dens, where there is usually a wide latitude for color schemes, are perhaps best done in one color, with stenciled border at the top. For these rooms, among a variety of shades, the following colors are always suitable: Dark olive green, terra-cotta, either reddish or yellow tones, fawn, dark red or bistre. Any of these colors are "cosy," restful to the nerves and harmonize with bookcases and the severer furniture usual to the den and library.

MUST HARMONIZE

Colors, unless they are suitably combined, with a careful attention to harmony of hues, proper contrasts, etc., are apt to shock the optic nerves in a peculiarly unpleasant manner. Even the uncultivated vision feels the consciousness of "something wrong," although, owing to lack of training, it may not be possible to define the trouble or to indicate the desired correction.

Wrong harmonies (if such a thing exists) are peculiarly antagonistic to certain natures, and irritating to another. This is especially true of very striking contrasts, bizarre combinations or very loud colors—all of which, when properly handled or in suitable places, may be quite as artistic as the most delicate combinations of subdued (that is, pale) tones.



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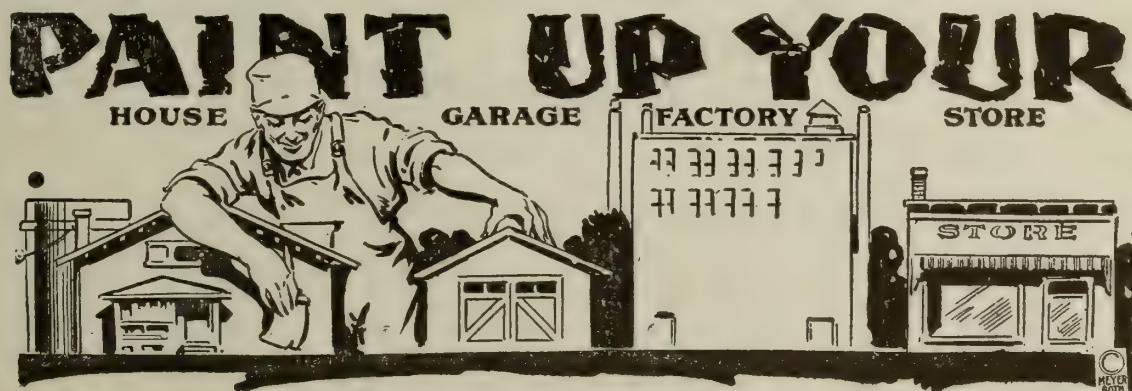
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**WEST
TORONTO**

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Aug. 15.—An advance in the price of white lead in oil has been made. Last week **HARDWARE AND METAL** indicated very definitely that there was strong likelihood of an increase in price for this commodity. The advance is similar to that made for dry white lead and becomes immediately effective. Some improvement was noticeable in the linseed oil market, for the seed quotations reacted somewhat. It is stated that there is not a great deal of seed to be had and as a consequence of this there will very likely continue to be but small oil stocks and fairly high prices. Dry colors are scarce and very firm. Turpentine is a little freer but prices are holding. Considering the lateness of the season there still is a good volume of trade passing here.

Linseed Oil Easier; Outlook Uncertain

Montreal.

LINSEED OIL.—Although there is an easier tone at the moment, due to a reduced price for seed, the likelihood of oil being a great deal cheaper is not very promising. Changes will probably be made, although many do not expect that sales will be made at much under \$2 for some time to come. Business has been done as low as \$2 for raw, this week, but there is not much oil to sell and few are after business, considering the smallness of supplies. These cannot increase materially with available seed stocks depleted as they now are.

	Raw	Boiled
Linseed Oil.	Imp. Gal.	Imp. Gal.
1 to 4 barrels ..	2 00-2 10-2 22	2 02½-2 13-2 25

More Turpentine Here Makes For Improvement

Montreal.

TURPENTINE.—The feature of the week is the improvement of supplies. This is the result of the receipt of some belated shipments and also because the demand is not a heavy one, permitting of an improvement that would be lacking in a busy part of the season. Prices have not been changed in any way and while there might be some improvement in this respect if the situation continues better with regard to receipts, the quotations of last week still are holding.

Turpentine—	Per Imp. Gal.
1 to 4 barrels ..	0 98 1 00
5 barrels and over ..	
Small quantities ..	1 03 1 07

Not Much Putty Interest; Market Very Firm

Montreal.

PUTTY.—The situation on putty is an uninteresting one from the standpoint of activity. It will soon begin to move, though, for manufacturers are doubtless bent on getting all shipments needed this fall to their destination earlier than usual. All materials used in making this commodity being so high it is very probable that there will be a higher price basis in the near future. In the meantime sales are made on the basis shown below.

Standard Putty—	Per 100 lbs.	5 ton	1 ton	Less
Bulk, in barrels ..	\$4.00	\$4.15	\$4.35	
Do., ½ barrels ..	4.15	4.30	4.50	
Do., 100 lb. ..	4.85	5.00	5.20	
Do., 25 lb. ..	4.85	5.00	5.20	
Do., 12½ lb. ..	5.10	5.25	5.45	
3 and 5 lb. tins ..	6.85	7.00	7.20	
1 and 2 lb. tins ..	7.35	7.50	7.76	
Pure linseed oil putty, \$2.00 per 100 lb. advance on above prices.				
Glaziers' putty—\$1.60 per 100 lb. advance on above prices.				
Terms: 2%, 15 days, net 60.				

White Lead in Oil Advances Fifty Cents

Montreal.

WHITE LEAD IN OIL.—In accordance with the advanced cost for dry white lead outlined last week an increase of fifty cents per 100 pounds has been made effective in the quotations on white lead in oil. This is in line with the definite forecast made in the columns of **HARDWARE AND METAL**, and in viewing the whole situation and remembering the position of pig lead as it is to-day, the tendencies still are firm. Lead corrodors are having some trouble to maintain their supplies and when the situation calls for more lead they often find it essential to secure their wants at figures considerably above the market. Trade is fair. Five-ton lots of standard lead at the new prices are selling at \$17 per 100 lbs.; ton lots at \$17.50, and smaller quantities at \$17.85.

Mixed Paint Markets Have Continued Active

Montreal.

MIXED PAINTS.—The summer trade in this line has been above the expectations in some respects. Business usually dwindles to a very small compass by midsummer; this year it has held out longer and a good many orders still are received. The market is steady and firm, with all basis materials, labor and container costs high. It has been finally agreed that no pint or half gallon containers will be shipped out after January

1 next and all paint and varnish manufacturers will adhere to this policy. Many have already cleaned up closely on these sizes.

TORONTO

TORONTO, August 15.—White lead in oil advanced 50c per 100 pounds during the week. This is in line with tendencies outlined in these columns during the past couple of weeks. Turpentine shows a somewhat easier tendency though no change in prices has occurred. Mixed paint continues to move forward in fair quantities. Putty is quiet though some improvement is looked for in the demand from now on. Linseed oil has held at unchanged figures. Supplies are fair, but in view of the fact that the future presents an uncertain outlook lower prices are hardly looked for.

Linseed Oil Shows No Change For Week

Toronto.

LINSEED OIL.—Supplies generally seem to be somewhat improved and the immediate outlook fair. However, flaxseed is not moving any too freely and crushers are unable to operate to a point where any great surplus can be accumulated. A stiffening of seed prices over declines reached last week is again noticeable and whereas this market is likely to show variations of a considerable nature both up and down, oil prices are not expected to reach much lower levels in view of the uncertainty of future supplies. Quotations for the week are held without any change at the following levels.

	Imp. gal.	Imp. gal.
1 to 2 barrels.....	2 05-2 17	2 07½-2 20
Less than barrel lots 10c per gallon higher than single barrel prices.		

Turpentine Shows Weaker Tendencies

Toronto.

TURPENTINE.—A weaker tendency is noticeable in regard to turpentine. Supplies are now considered fair in most cases, and with a comparatively light demand there has been some talk of a decline. Primary markets after a weaker tone throughout the past week have stiffened slightly and this condition it is thought may prevail for a few days. In view of this local prices may remain unchanged and developments will be carefully watched during the next week or two. Prices to-day are as follows:

	Imp. gal.
1 barrel (barrel included) ..	1 00-1 01
2 to 4 barrels (barrel included)....	99-1 00

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5 gallon lots	1 11
1 barrel (barrel \$5.00 extra)	0 92

Mixed Paints Hold At Unchanged Levels

Toronto.

MIXED PAINT.—An unchanged basis of quotations continues to rule on all lines of mixed paints though the undertone is one of distinct firmness. The demand has kept up remarkably well all season and even yet a considerable volume of trade is being done. Prices shown in current market quotations are without change.

50-cent Advance Made In White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—Prices show an advance of 50c per 100 pounds during the week. This is in line with tendencies of the market outlined during the past couple of weeks and the definite forecast made last week in **HARDWARE AND METAL**. Linseed oil prices remain at a high level and these combined with high levels maintained on pig lead have been contributing factors in new figures established. Pure white lead in oil is now being quoted at \$17.75 in ton lots and \$18.10 per 100 pounds in less than tons.

Glass in Strong Position; Putty Holds Unchanged

Toronto.

GLASS, PUTTY.—Window glass holds without change during the week although a very firm tone to the market is in evidence. A change in fancy figured glass has been made, present list being subject to a discount of 25 per cent. with a glazing charge of 4c per foot. List and discounts on window and plate glass appear in current market quotations. Putty prices though unchanged are very firm and an advance to higher levels would not come as any great surprise. Prices to-day range as follows. Standard, bulk in barrels, selling at \$4.70 per 100 pounds and 25-lb. and 100-lb. irons being quoted at \$5.55. Pure putty is \$2.00 per 100 pounds higher than figures on standard.

Brushes Remain Firm; Glue Goes Up

Toronto.

BRUSHES, GLUE.—There is little new in the situation in brushes to be recorded during the week. Manufacturers experience greater difficulty all the time in getting materials and this is particularly true of horse hair which is being used for army and navy brushes so largely that the United States government is not anxious to release any to Canada for domestic use. A quotation this week of \$5 per gross on nail scrubs gives an indication of levels being reached on some lines. Sheet glue prices registered an advance this week, KIW being quoted at 26c and WB at 23c per pound.

PITTSBURG MARKET

Continued from page 59

board estimated the requirements at 22,000,000 tons, and asked the Fuel Administration to lay plans accordingly for supplying the necessary coal. The board has extended its estimates and now states the outlook is that 20,000,000 tons will be required for the first half of 1919. How these estimates compare with production can be observed, in a general way, from the statement that when in June the rate of ingot production was 43,500,000 gross tons a year, the output of finished rolled steel was at the same time about 3,000,000 net tons a month, so that, all things considered, the prospect is that between 18,000,000 and 19,000,000 tons will be produced during the current half year.

Of course there is no improvement in the outlook for steel supplies for the "less essential" commercial industries, those that are accorded no place on the preference list. By this time they are practically forgotten in steel circles where the difficulty is, first, to have any steel left after the priorities are taken care of, such steel being available for the preference list, being classified as Class C, and second, to make this surplus, if any, reach as far down the preference list as possible.

First Rivetless Vessel Launched in England

The launching has just taken place on the southern coast of England of the first steel vessel built without rivets in a shipyard operated by the Inland Waterways and Docks Section of the Royal Engineers.

It is considered at Lloyd's that the production of this vessel may mark an epoch in the shipbuilding industry.

The following details are available:

Instead of riveting and calking the plates, they are joined together in one process by electric welding. This means that the plates are held together temporarily by bolts, and that the joint is then submitted to local heat by means of an electric arc, so that the two plates are fused together. Though the process itself is not new, as certain auxiliary work on ships has been done by electric welding in the past, considerable developments have been made in the last 12 months, and this is the first time that a vessel has been produced entirely by the new method. Its general adoption would speed up production, more particularly in the assembly of bulkhead deck structures, fittings, and other interior work. It is computed from the results obtained on this experimental vessel and other Admiralty work that a saving of 20 per cent. or possibly 25 per cent. could be effected in both time and material.

The United States Shipping Board have been in close touch with this experimental work, with the result that ar-

rangements are in hand for the manufacture of a number of 10,000-ton standard ships, in the production of which "riveters" will become "welders." While the first vessel just launched is rivetless, it is calculated that these large vessels will only have about 2½ per cent. of the originally intended number of rivets. It is seen, therefore, that in nearly all circumstances the electric welding process can be satisfactorily used. In the vessel just launched the "shell" up to and including the bottom seam of the bilge plate, is continuously welded inside and out. The cross seams are similarly treated. The outside is continuously welded and the inside "tack" welded. "Tack" welding means welding a short section, say, 3 inches, and then skipping another section of about twice as much. The frames, floors, deck brackets, and non-water tight bulkheads are all "tack" welded; the watertight bulkheads are continuously welded. In the case of the deck plates, "butt" welding (i.e., the plates arranged end to end, without any overlap) has been adopted. In the construction outlined it is considered that a good margin of safety has been allowed.

Record Production of Zinc in Oklahoma

The total recoverable value of the lead and zinc produced in Oklahoma in 1917 was 135 per cent. more than in 1916, following an increase of 120 per cent. in 1916.

Nearly all of the output of Oklahoma was derived from mines in the Miami district, where about 85 mills were operated at least part of 1917. As there are now more than 200 mills—many of these of large capacity—built or under construction in Ottawa County and a good many of the 85 mills producing in 1917 were only placed in operation in the latter part of that year, some idea can be obtained of the potential production of lead and zinc in Oklahoma in 1918. Notwithstanding the high costs of operation and the very low price paid for zinc concentrates at the present time, there is every reason to predict that production of lead and zinc in 1918 will be more than double that of 1917 and considerably larger than the entire output of the south-western Missouri part of the Joplin region.

The production in 1917 from the few large mines in the extension of the Miami field in Kansas is not included in the production of the Miami district but is given under the designation of the Blue Mound-Baxter district in Kansas. Drilling continued to be very active in all sections of the Miami district and several million dollars have been spent in development and mine and mill equipment. New rock roads have been built and new electric or steam railway construction and extensions of existing lines have provided excellent transportation facilities for most of the productive area.

Man-Size Conversation

Something about Jones—The Test Question that Silenced Jennings—Where Jones gets the information that makes him listened to when he speaks.

AFTER the little group had finished their cigars, and were about to separate, each going his own way, Brown said to Smith: "Wasn't Jones great? And didn't he put it all over Know-It-All-Jennings?"

It was just such a group of men as you see gathered every day round a luncheon table, or in the club lounge; and the theme of the conversation was likewise common enough—the present business situation, and the probable situation when Peace is made.

At first every man had opinions to declare, but most of all Jennings. Jones was, at the beginning, the silent one. But at a point when Jennings, with his usual cocksureness, was voicing some extravagant views, Jones rather jolted him by asking him, "What is your authority?" And Jennings didn't have authority—nothing more than opinions.

It was then that Jones began to talk, and his tactful, well-informed views and statements instantly commanded the attention of every man round the table; for every man was learning. Even Jennings had the grace to keep quiet, for he knew he was listening to a better-informed man.

Jones has a staggering question to put to men with opinions which they express boldly and confidently. It is: "What is your authority? Your opinions are no better than your information." The average man expressing opinions doesn't possess much solid information; he just "feels" that way.

Every man not an idler is interested in Business—first, in his own business; second, in the Nation's business. Whether he be a retailer in a country town; or a manufacturer; or a lawyer advising clients on investments; or a bond-dealer needing to know much about the many factors that affect prices; or a banker; or a private investor whose funds, invested or waiting investments, are his main source of income; he is interested in Business, and he needs information—the real stuff which is the basis of opinion. Where can each get the kind and amount of information desired?

Let him get it where Jones gets much of his information—from THE FINANCIAL POST OF CANADA.

Jones does a good deal more than just pay \$3 to get this paper every Saturday; he reads it. To him the POST is the newspaper prized most of all. He sets aside a certain set time each week for reading it. It satisfies him because its views are based on information, and information is the POST's chief material.

The POST keeps Jones soundly and broadly informed about the business affairs of the country. He finds that the POST takes a business-like view of all questions; that it is not influenced by any political factions or "interests," that it tells the truth, whether the readers like it or not. He knows that little of importance will occur in connection with the business of the country without enlightening information or comment appearing in the POST.

He gets the best-informed news about listed and other securities, in the POST:—Mining, Transportation, Pulp and Paper, Iron and Steel, Electrical Enterprises, and so on. This weekly Security News he finds of an authoritative character—usually signed—prepared by specialists, who, from the nature of their daily work, are in intimate touch with the factors that affect prices, and with high-up or well-informed men who have knowledge. Jones finds no other paper in Canada attempting to give the service. The POST does in relation to listed securities. Jones finds the POST's editorial page stimulating. He enjoys the biographical stories of Big Men which appear in the POST. The article each week by Agnes Laut gives him information gathered by one of the best informed and highest paid writers in America. In short, for Jones the POST is a treasury of information about Business.

If you want your opinions to be well-informed; if you want a wide knowledge of Business; let the POST go to your home each Saturday. Sign the coupon below. Send no money now. Have the bill go forward in the usual way.

The Financial Post OF CANADA

The MacLean Publishing Co., Ltd.,

143-153 University Ave., Toronto

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Name

Address



THE BERRY LABEL

Discriminating buyers have long since learned that all Varnishes, Enamels and Stains bearing the Berry label can be safely trusted for quality and uniformity.

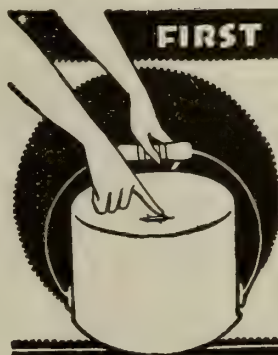
"Berry" brands have behind them a record of sixty years for absolute dependability. They are safe to recommend and easy to sell, because the Berry label is so widely recognized among all classes of varnish buyers as a guarantee that all products sold under it are always reliable and true to description.

The "Berry" line is a safe basis for a large and cumulative varnish business.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858
Walkerville, Ont.

677



FIRST AID IN THE KITCHEN +

Tell your customers about Vol-Peek. Tell them how easy the mending of leaky pots, pans, etc., becomes when Vol-Peek is used. No tools necessary. And the mended vessel is ready for use in two minutes or less. Vol-Peek is put up in very attractive display cartons. Your wholesaler can supply you.

H. NAGLE & CO., BOX 2024, MONTREAL.

VOL-PEEK

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Domestic Metallics — B.B. Caps.
25% B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok, 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net. F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION List Prices.

Subject to 12½% advance on list.
B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.35; 22 long smokeless, \$7.50; 22 long rifle, smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire
Smokeless 303 Winchester, \$72.25 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$76; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½.
\$2.00; Nos. 1 and 2 (100 in box), \$2.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100, in box, \$3.80; Berdan Nos. 1, 1½, 2 (250 in box), \$8.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80; new No. 4, \$5.50; U.M.C., 38, \$5.50.

Shot, standard, 100 lbs., Toronto, \$17.35-\$19.75; Montreal, \$18; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.
4/16.....\$ 6.00 18/16.....\$12.00
5/16..... 5.00 19/16..... 14.00
6/16..... 5.00 20/16..... 14.00
7/16..... 5.00 21/16..... 16.00
8/16..... 5.00 22/16..... 16.00
9/16..... 5.00 23/16..... 18.00
10/16..... 6.00 24/16..... 18.00
11/16..... 7.00 25/16..... 21.00
12/16..... 7.00 27/16..... 24.00
13/16..... 8.25 28/16..... 24.00
14/16..... 8.25 29/16..... 27.00
15/16..... 9.50 30/16..... 27.00
16/16..... 9.50 31/16..... 30.00
17/16..... 12.00 32/16..... 30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.
F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.....\$14 00 \$16 00
Double Bit 16 50 19 50
Boys' Axes 12 00 14 00
Hunters' Axes 11 00 12 00
Bench—No. 2, doz..... 12 50 13 20
No. 3, doz..... 13 50 14 20
No. 4, doz..... 14 50 15 25

Single Double
Bit Bit
Sager\$15 00 \$20 00
Dominion Pride..... 14 50 19 50
St. Clair handled... 15 50
Sager Boys 12 50
Kitchener Boys 12 00
Sager Hunters 11 50
Kitchener Hunters... 11 00
F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to \$1.15 a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. \$1.40-\$1.75
Cut Lace Leather, lb. 1.60-1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb..... \$4 00
No. 2 x 50 lb..... 5 00
No. 3 x 60 lb..... 7 50
No. 4 x 100 lb..... 10 00
F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 14, 1913.

Carriage Bolts (\$1 list), ½ in. dia. and smaller, 10%.
Carriage Bolts (\$1 list), 7-16 dia. and larger, net list.

Machine Bolts, ½ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.

Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.

Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts (\$3 list), net list.

Step Bolts, large head (\$3 list), net list.
Whiffletree Bolts, net list.

Nuts, square, blank, add to list \$1.50.
Nuts, square, tapped, add to list \$1.75.

Nuts, hexagon, blank, add to list \$1.75.
Nuts, hexagon, tapped, add to list \$2.

Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 14-14½
F.O.B. Montreal, London, Toronto.

BRASS

Per lb.
Spring sheets, 24 gauge and heavier, base\$0 43
Rods, base ½ to 1 in. round, 38-40
Tubing, seamless base.....45½-50

Tubing, iron pipe size, base ½ in. and up to 3 in.....45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.....47½-53
F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy\$14.50-\$17
30-gal. Standard 14 00
F.O.B. Montreal and Toronto.

BOARDS (Wash) Zinc

Pony \$2 25
Improved Globe 4 90
Neptune 4 90
Standard Globe 4 90
Original Globe 5 40
Jubilee 5 50
Newmarket King 5 50
Diamond King (glass)..... 6 00
Western King (enamel) ... 7 00
Beaver (brass) 7 00
F.O.B. Newmarket

BUTTS Wrought Steel:—

No. 840 5%
No. 800 2½%

No. 838 5%
No. 808 5%
No. 804 15%
Nos. 802, 842, 844..... 5%
Nos. 810 and 814..... net list
No. 830 2½%
F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN B.B. B.B.B. Fire Welded Fire Welded

Mont'l Tor'to Mont'l Tor'to

3-16 in. \$22.75 \$19.85 \$..... \$.....

¼ in. 16.75 15.25 21.75 20.25

5-16 in. 14.15 13.65 19.00 17.00

¾ in. 13.00 12.75 15.90 16.50

7-16 in. 12.75 12.45 15.65 16.00

½ in. 12.50 12.15 15.50 15.75

9-16 in. 12.50 12.15 15.50 15.75

¾ in. 12.35 12.00 15.25 15.50

¾ in. 12.25 11.85 15.10 15.25

¾ in. 12.05 11.65 15.00 15.25

1 in. 11.90 11.50 14.85 15.25

Electric Welded

B.B. B.B.B.

3-16 in. \$18.00 \$18.25 \$..... \$.....

¼ in. 14.95 15.65 16.20

5-16 in. 12.55 13.15 13.80

¾ in. 11.35 11.90 12.60

7-16 in. 11.10 11.90 12.35

½ in. 10.95 11.90 12.20

¾ in. 10.70 11.90 11.95

¾ in. 10.40 11.90 11.65

Montreal and Toronto.

American Proof Coil Chain

B.B. B.B.B.

3-16 in. \$16.75

5-16 in. 12.00 \$12.75

¾ in. 11.00 11.90

7-16 in. 10.75 11.70

½ in. 10.50 11.60

¾ in. 10.35

Electric Welded B.B.B.—Chain, ¼ in., \$13.75; 5-16 in., \$12 F.O.B. Toronto.

Cow ties, 5, 10%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, \$2 dozen; stamped, No. 3 or Dominion, \$1.40 dozen; breast chains, No. 220, \$16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT
Cement, per bbl., \$2.80 in carlots; \$3.40-\$3.50 bbl. in small lots.

Paris plaster, five-barrel lots, \$3.50; single barrel, \$3.50. F.O.B. Toronto.

CHURNS
List price hand churns:—No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

List prices power churns:—No. 0, \$11; No. 1, \$11; No. 2, \$12; No. 3, \$13; No. 4, \$17; No. 5, \$20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD Universal (doz.)

No. 0 \$19 20

No. 1 23 20

No. 2 28 40

No. 3 38 40

F.O.B. Montreal, Toronto.

Russwin—

No. 0 \$19 20

No. 1 23 20

No. 2 28 40

No. 3 38 40

CLOTHES LINE (Galvanized)

No. Per 1000 ft.

17-7-strand, 100 ft. lengths... \$7 80

17-7-strand, 50 ft. lengths... 8 00

18-6-strand, 100 ft. length... 5 40

18-6-strand, 50 ft. lengths... 5 45

19-6-strand, 100 ft. lengths... 4 75

19-6-strand, 50 ft. lengths... 5 00

F.O.B. Montreal, Toronto, London.

COPPER Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.... \$43 50 \$43 00

Plain sheets, base 16

oz. and heavier... 47 00 44 00

Copper sheet, tinned,

14x60 in., 14 oz... 49 00

Copper sheet, plan-

ished, base 16 oz.

and heavier 58 00 45 00

Braziers' in. sheets,

6x4 base 46 00 44 00

Above prices are full sheets and

bars. Cut sheets and bars are 5c

per lb. higher.

COMBS

Curry combs: No. 111, \$1.55; No.

121, \$1.70; No. 122, \$2.25; No. 127,

\$2.25; No. 100, \$2.80 per dozen.

F.O.B. Montreal, Toronto, Hamil-

ton, London

CORD (SASH)

No. 6, lb. 72

No. 7, lb. 71

Nos. 8, 9, 10, 12 70

F.O.B. Montreal, Toronto, Hamil-

ton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets \$11 75 \$ 8 50

Galvanized

Apollo Crown Gorbals

18x24x52 60

60

CHARCOAL, TIN PLATES

M.L.S. and Famous— Per box

IC, 20x28 base \$28 00

IX, 20x28 base (nominal)... 32 00

IXX, 20x28 base (nominal)... 36 00

IXXX, 20x28 base (nominal) 40 00

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets... \$40 00

IX, 20x28 base, 112 sheets... 39 00

IXX, 20x28 base, 56 sheets... 20 00

IXXX, 20x28 base, 56 sheets 21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C, 20 x 28, 112 sheets.

F.O.B. Montreal.

COKES, AMERICAN

Beasmer Steel—

20x28 IC, 112 sheet 30 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—

DOUBLE COATED TISSUE

Nominal

IC, 14x20 base \$20 00

IX, 14x20 base 18 75

IXX, 14x20 base 19 50

F.O.B. Montreal.

CLOCKS

Big Ben \$2 92

Good Morning, each 1 15

Lookout 1 45-1 50

Sleepmeter 1 65

F.O.B. Montreal, Toronto, London,

Hamilton.

CROWBARS, \$9.65 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.

Rd. Shk., 30 to 37½%.

Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, \$24.84 to \$27.24

doz.; No. 2 and 3

Harris Heavy Pressure and its Advantages



1. A complete immunity from hot bearings is secured, HARRIS HEAVY PRESSURE having a lower co-efficient of friction than any other known metal.
2. A scored journal is impossible, and if through any failure of lubrication a bearing should run hot, HARRIS HEAVY PRESSURE, owing to its special properties, will act as a lubricant, saving the journal from injury and preventing any delay to traffic.
3. It will stand the heaviest pressures, always running cool, even under the most trying conditions.
4. It will wear from 50 to 100 per cent. longer on general machinery bearings than any other Babbitt metal.
5. It effects a saving in lubrication.
6. It preserves the journals, and materially increases their life. A journal after running a short time with HARRIS HEAVY PRESSURE attains a perfectly smooth and highly polished surface.
7. It is easily applied and, if properly applied, no abrasive force will remove it.
8. Its cheapness. The first cost is moderate. It gives a longer life to the bearings, resulting in a great economy, as the number of renewals is thereby considerably reduced; its specific gravity is low in comparison with other metals; does not deteriorate with re-melting; and these advantages, together with its unequalled anti-friction properties, render it the cheapest as well as the best metal for all general machinery bearings.

THE LEADING LINE FOR HARDWARE MEN

THE CANADA METAL CO., LIMITED
 HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

We manufacture Babbitt, Solder, Sheet, Lead Pipe.



Time Saved

in knowing, not experimenting,
is Money Earned.

Our "Warranted Pure"
Linseed Oil

is the last word in Reliability.

The Canada Linseed Oil Mills, Limited
 MONTREAL and TORONTO

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.	%
Great Western, Amer.	50
Kearney & Foot, Arcade.	50
J. Barton Smith, Eagle.	50
P.H. and Imperial.	50
Diaston Brand.	40
Globe.	50
Nicholson.	30-32½
Black Diamond.	32½
Delta Files.	37½
Firth Files.	50
F.O.B. Toronto, Montreal, London, and Hamilton.	

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb. Montreal.

GRILLS, ELECTRIC

Single heat, round	\$7 50
Three heat, round	8 25
F.O.B. Toronto.	

GRINDSTONES

Per 100 lbs.	
Over 40 lbs. and 2 in. thick.	\$2 50
Under 40 lbs.	2 75-2 85
Bi-Treadle, each	6 25
F.O.B. Toronto.	

HALTERS (SNAP AND RING)

Doz.	
Russet rope shank, 1".	\$11.25-\$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50-13.85
Hand sewn, no shank, 1 in.	17.40
Hand sewn, no shank, 1¼ in.	20.20
Halters (Sisal).	
7-16 in. gross, \$24; 9-16 in.	\$36.
F.O.B. Toronto, London-7-16 in.	\$2.10 doz.; ½ in., \$2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	\$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under.	22 50
Napping, up to 2 lbs.	25 00
F.O.B. Montreal, Toronto, Hamilton, London.	

HANDLES (WOOD)

All hickory handles, net list. Fork, hoe, rake and shovel handles 20%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 10%.

F.O.B. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

List	
Atlas, No. 0	13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10.45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10.60
Steel track, 1¼ in.	9.00-12.00
F.O.B. Montreal, Toronto.	

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25
F.O.B. Toronto.	

HINGES, TEE AND STRAP

Heavy, Net Prices.	
Strap Tee	
4-in., doz. prs.	\$2.55-\$2.70 \$2.18-\$2.30
5-in., doz. prs.	3.15-3.30 2.72-2.85
6-in., doz. prs.	3.40-3.55 3.06-3.20
8-in., doz. prs.	4.60-4.85 3.49-3.65
10-in., doz. prs.	5.16-5.55 6.20-6.50
12-in., doz. prs.	-10.12 9.86-10.35
14-in., doz. prs.	-11.56 -10.03
Light, Net Prices, figured at discount 10%; 15% discount also offered.	
3-in., doz. pairs	\$0 90 \$0 90
4-in., doz. pairs	1 10 1 00
5-in., doz. pairs	1 25 1 15
6-in., doz. pairs	2 25 1 35
8-in., doz. pairs	2 25 1 60
10-in., doz. pairs	

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., \$4.30; 8-in., \$4.80; 10-in., \$6.40; 12-in., \$7.00; 15-in., \$7.50; 18-in., \$11.00; 21-in., \$12.40; 24-in., \$16.00; 27-in., \$17.20; 30-in., \$18.50; 33-in., \$21.50; 36-in., \$24.50. Discount 25%.

F.O.B. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	\$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub

10 00

HOOKS, GRASS. English

Canadian Fox

No. 2, per doz.	\$3 40 \$5 00-\$5 50
No. 3, per doz.	3 50 5 50-6 40
No. 4, per doz.	3 50 6 00-7 40
Little Giant	5 25
Berden	5 25

F.O.B. Montreal, Toronto.

HORSESHOES

Price per keg	
No. 2 and No. 1	
Sizes and made larger smaller	
Patterns	Less 20c

Light iron	0-7	\$6 75	\$7 00
Long heel light iron	3-7	6 75	
Medium iron	1-8	6 75	7 00
Heavy iron	6-8	6 75	
Snow	1-6	7 00	7 25
New-light "XL" steel	1-6	7 20	7 45
Fetherweight "XL" steel	0-4	8 60	
Special counter-sunk	0-4	9 10	
Toe-weight (front only)	1-4	9 60	
*All sizes.			

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.O.B. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, \$2.25 to \$2.90 box.

HOSE, LAWN

Corrugated, ½ in., 100 ft.	\$17 50
Corrugated, ¾ in., 100 ft.	20 50
Corrugated, 1 in., 100 ft.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft. F.O.B. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.O.B. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable. 72x30 up to 24 gauge, case lots. 72x30, 26 gauge, case lots. Less than case, 50c per 100 lbs. extra. F.O.B. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japaned, doz.	1.45-1.50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up.	7 00
Sad irons, common, plated.	5 50
Princess Electric, each	4 00
Canadian Beauty Electric Irons—Style A.	
Style B.	
Hotpoint Domestic Electric Iron, each	5 25
Gasoline Sad Irons, each.	4 25

F.O.B. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders	Per ft.
Crescent	19c ft.
Household	19c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Perfect, 6 to 10 ft. only.	\$0 3.
Hercules, 4 to 10 ft.	33
Hercules, 12 to 14 ft.	38
Faultless, 4 to 10 ft. only.	29
Ontario, 4 to 10 ft. only.	26
Shelf Lock, 4 to 8 ft. only.	21
Extension Ladders	Per ft.

Single and Fruit Picking.

10 ft. to 16 ft.	20c ft.
18 ft. to 22 ft.	23c ft.
Chair ladders, each	2 00
F.O.B. Toronto, Hamilton, London.	
Up to 32 ft.	23
34 to 40 ft.	26
London—Up to 34 ft., 23c; 36-40 ft., 26c ft.	

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times Montreal.

LANTERNS

Per doz.	
Short Globe, Plain	\$12.00-\$12.50
Do., Japd.	13 25
Long Globe, Plain	\$12.00-\$12.50
Do., Japd.	13 25
Dash, Plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	17 00
Little Bobs	2 10-4 20
F.O.B. Toronto, Hamilton, London, Montreal.	

LANTERN GLOBES

Dozen	
Cold blast, short	\$1.00-\$1.10
Cold blast	1.00-1.10
3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.	
Cold blast, short ruby.	4.00-4.20
Cold blast, common ruby.	4.00-4.20
Less 5c a doz. in 6 doz. lots.	
F.O.B. Toronto, London, Hamilton and Montreal.	

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 75
Barn Door, No. 9, doz.	5 10
F.O.B. Montreal, Toronto, London.	

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

List Each	
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, styl- A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand.	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	34 00
Connor ball-bearing, with rack	18 50
I X L	18 50

Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	15 00
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLET

Per doz.	
Tinsmiths, 2½ x 5½ in.	\$1.00-\$1.75
Carpenters', No. 3	5.80
F.O.B. Montreal, Toronto, Hamilton.	

MATTOCKS

Cutter, doz.	\$12 00 \$12 50
Pick doz.	12 00 12 50
F.O.B. Montreal, Toronto, London, Hamilton.	

MIXERS, BREAD

Canuck—	
No. 4, dozen	\$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	\$39 60
No. 8, dozen	48 60

MOPS

Mops, O-Cedar, doz. net.	\$12 00
Spruxet, No. 2, doz.	\$3 00 8 40
S.W. Mops, complete, doz.	4 75 4 85
Mop Sticks, doz., No. 8.	1 85
Cast Head Mop, doz.	1 90-2 00
Crescent, doz.	3 10
Crank wringing, doz.	6 25
F.O.B. Montreal, Toronto, Hamilton, London.	

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%
F.O.B. Toronto, Guelph, London, Hamilton	

NAILS

List adopted July 10, 1912. Advances over base on common wire nails in kegs.

2½ inch.	15c
1 inch.	\$1
1½ inch.	10c
1¼ inch.	10c
1½ inch.	65c
1½ inch.	40c
1½ inch.	40c
2 inch.	30c
2½ inch.	30c
2½ inch.	15c
6½ to 12 inch-2 Ga. and heavier.	25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton. \$5.30 base.

Freight equalized on above points. F.O.B. Montreal, Gananoque, Col-lingwood and Owen Sound, \$5.35 base.

Freight equalized on above points. Windsor, Walkerville, Sandwich.

f.o.b. factory points, carload freight allowed, \$5.42½.

Sault Ste. Marie, Port Arthur.

Fort William, \$5.05-\$5.35 base, f.o.b. factory; no freight allowance.

Moulding, flooring, Slatting, Box.

Fence, Barrel Nails, 25c per 100 lbs. over common nail price.

Finishing Nails, 50c per 100 lbs. advance over common nail price.

Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, \$5.70 base; Toronto, \$5.65 base; London, \$5.60; Hamilton, \$5.65. No equalization of freights.

Roofing Nails—American, large head, keg, \$9.00. London, \$10.00. F.O.B. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

C Brand

Size

Capewell—

No. 5

No. 6

No. 7

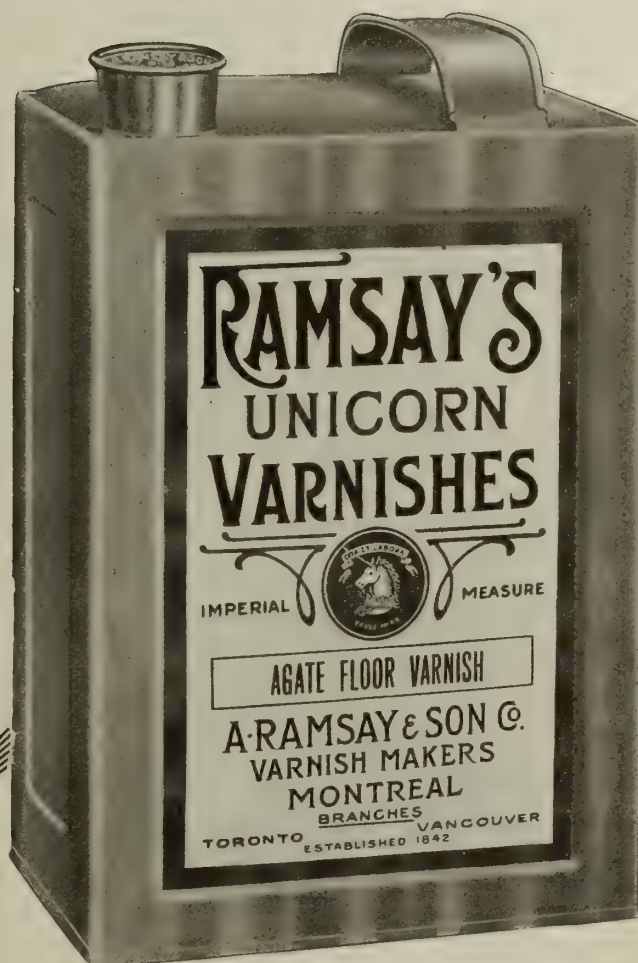
No. 8

No. 9 and up

Discount 10%

The Success of Research and Study **Ramsay's Agate Floor Varnish**

**It
Is
Better**



**Than
The
Best**

Suggest to your Customers to varnish their floors during the summer season

ORDER NOW

MANUFACTURED EXCLUSIVELY BY

A. RAMSAY & SON COMPANY

Makers of Paints and Varnishes since 1842

TORONTO

MONTREAL

VANCOUVER

If interested, tear out this page and place with letters to be answered.

"M.R.M." BRAND

No.	Net Price	List	Per box
		Lengths	of 25 lbs.
3	15 1/2"		\$19 00
4	13 1/2"		9 00
5	15-16"		4 00
6	2 1/2"		3 75
7	2 5/8"		3 50
8	2 1/2"		3 50
9	2 11-16"		3 25
10	2 7/8"		3 25
11	3 1-16"		3 25
12	3 3/4"		3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.	
12 inch...\$1 80	48 inch...\$ 6 70
18 inch...2 65	60 inch...7 20
24 inch...3 40	72 inch...9 20
30 inch...4 00	84 inch...10 50
36 inch...4 75	96 inch...12 00
42 inch...5 50	

1 1/2 inch mesh and 19 ga. wire.	
12 inch...\$3 50	42 inch...\$10 50
18 inch...5 00	48 inch...12 00
24 inch...6 30	60 inch...15 00
30 inch...7 75	72 inch...18 00
36 inch...9 90	

1 inch mesh and 20 ga. wire.	
12 inch...\$4 00	42 inch...\$12 00
18 inch...5 50	48 inch...14 00
24 inch...7 00	60 inch...17 00
30 inch...8 50	72 inch...20 00
36 inch...10 50	36 inch...\$15 00
42 inch...12 75	

1/2 inch mesh and 22 ga. wire.	
24 inch...\$16 50	36 inch...\$24 00
30 inch...20 10	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

Per rod

Invincible—1640 \$ 0 75

1848 0 85

2060 0 95

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

OAKUM

Best (American) \$21 00

U.S. Navy (unspun) 21 00

Clipper (spun) 19 50

U.S. Navy, Eng., (unspun) 19 50

U.S. Navy, Eng., (spun) 19 50

Plumbers (spun) \$8 00 \$10 50

F.o.b. Montreal, Toronto

ROYALTE

Royalite 0 19 0 18

Palatine 0 22 0 21

Gasoline, gal. 0 34 0 33

Black oil (Summer) .. 0 16 0 15

Black oil (Winter) .. 0 18 0 15 1/2

Imperial Cylinder 0 66 1/2

Capital cylinder 0 50 1/2 0 49 1/2

Machine oil, regular

grades 25 1/2-42 26 1/2-36 1/2

Standard gas engine

oil 38 1/2 0 42 1/2

Paraffine 0 21 0 24

XXX machine 0 24 1/2 0 38 1/2

Fuel oil, bbls. 0 14 1/2 0 13 1/2

Fuel oil, tank cars. 0 13 0 12

OLD MATERIALS

See weekly report.

PACKING

Fine jute Per lb. \$0 20

Coarse jute 0 15

Hemp 0 34

Square braided hemp 0 38

No. 1 Italian 0 44

No. 2 Italian 0 36

F.o.b. Montreal and Toronto.

PAPER

Dry Fibre, No. 1 roll. Per 400-ft. roll 1 10

Dry Fibre, No. 2 roll. 0 60

Anchor Brand 1 10

Glazed sheathing 0 59

Tarred Fibre, No. 1 roll. 1 25

Tarred Fibre, No. 2, roll. 0 75

Surprise Fibre 0 66

Tarred felt, per cwt. 3 50

Cyclone (dry) 1 10

Cyclone (tarred) 1 25

Joliet (dry fibre) 0 59

Monarch Sheathing (per 100 lbs.) 4 00

Asbestos sheeting (per 100

lbs.) 0 12 0 14

Carpet Felt, 16 oz., per

100 lbs. \$4 50 \$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

6 to 6 lbs., doz. \$10 75 \$11 80

6 to 7 lbs., doz. 11 50 12 60

7 to 8 lbs., doz. 12 25 13 50

Rock—

7 to 8 lbs., doz. 12 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

5 gross, 4-in. (loose) Per case 1 15

4 gross (cartons), 4 1/2 in. 1 15

F.o.b. Montreal and Toronto.

WROUGHT IRON PIPE

Price List No. 36

Black Galvanized

Per 100 feet

Standard Butt weld

1/8 in. \$ 6 00 \$ 8 00

1/4 in. 5 22 7 35

3/8 in. 5 22 7 35

1/2 in. 6 63 8 20

3/4 in. 8 40 10 52

1 in. 12 41 15 56

1 1/4 in. 16 79 21 05

1 1/2 in. 20 08 25 16

2 in. 27 01 33 86

2 1/2 in. 43 29 54 11

3 in. 56 61 70 76

3 1/2 in. 71 76 88 78

4 in. 85-02 105 19

Standard Lap weld

2 in. 29 97 36 45

2 1/2 in. 45 05 55 28

3 in. 58 91 72 29

3 1/2 in. 73 60 91 54

4 in. 87 20 108 45

4 1/2 in. 99 06 123 82

5 in. 115 40 144 50

6 in. 149 80 187 20

7 in. 195 20 243 95

8 L in. 205 00 256 25

8 in. 236 20 295 20

9 in. 282 90 353 25

10 L in. 262 40 328 00

10 in. 337 80 422 30

Terms 2% 30 days, approved credit.

Freight equalized on Chatham,

Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron

pipe are the nominal prices, it has

been found in practice that prospective

buyers should ask for quotations

on sizes 2 1/2 inches and larger

on account of the shortage of these

sizes and the extra difficulty of

procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4 1/2" and larger, 40%.

4" and under, running thread

25%.

Standard couplings, 4" and under,

35%.

4 1/2" and larger, 15%.

Terms 2% 30 days. Approved

credit, Ontario, Quebec and Maritime

Provinces.

PIPE (Conductor)

Plain

List

2 in., in 10-ft. lengths, list \$8 00

3 in., in 10-ft. lengths, list 9 70

4 in., in 10-ft. lengths, list 12 80

5 in., in 10-ft. lengths, list 17 50

6 in., in 10-ft. lengths, list 21 30

Net List

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Montreal Toronto

% %

Medium and extra

heavy, 6" and under 35, 2 1/2 30

8" soil pipe 30 25

Medium and extra

heavy fittings, 6"

and under 40, 2 1/2 40

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl. 8 50

Navy pitch, per bbl. 6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list 3 00

12-oz. bottles, doz., list 6 00

1-qt. can, doz., list 15 00

1/2-gal. cans, doz., list 24 00

1-gal. cans, doz., list 36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz. \$2 00

12 oz., doz. 4 00

32 oz., doz. 8 40

64 oz., each 1 20

128 oz., each 2 10

F.o.b. Toronto, London.

PUMPS

Pumps, Well

Cistern Pumps

Set Lengths

Brass Lined Cylinders

Brass Body Cylinders

F.o.b. Montreal, Toronto, Hamilton,

London.

RIVETS AND BURRS

Iron rivets, blacked and tinned,

25%; Iron Burrs, 25%.

Copper rivets, usual proportion

of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, 1/2-lb.

pkgs., 1c per lb.; 3/4-lb. pkgs., 2c

lb. Coppered Rivets, net extras, 3c

per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

Per square

Samson, 1-ply, roll \$2 00

Samson, 2-ply, roll 2 60

Samson, 3-ply, roll 3 20

R. S. Special, 2-ply 1 20

R. S. Special, 3-ply 1 48

Amazon, 1-ply 1 95

Amazon, 2-ply 2 25

Amazon, 3-ply 2 55

Everlastic, 1-ply 1 65

Everlastic, 2-ply 1 95

Everlastic, 3-ply 2 25

Good Luck, 1-ply 1 60

Good Luck, 2-ply 1 80

Good Luck, 3-ply 2 10

McCombe Sp., 1-ply 1 35

McCombe Sp., 2-ply 1 55

McCombe Sp., 3-ply 1 75

Black Cat, 1-ply 1 85

Black Cat, 2-ply 2 15

Black Cat, 3-ply 2 45

Black Diamond tarred felt, 3 50

Black Diamond Ready Roofing,

2 ply 1 12

Black Diamond Ready Roofing,

3 ply 1 38

Liquid roofing cement, per gal.

in barrels 0 29

5 and 10 gal. lots, per gal. 0 40

Coal Tar, bbl. \$6.50-\$7.75

Roofing Pitch, \$1.05 to \$1.10 cwt.

F.o.b. Toronto, London, Montreal.

ROPE

Lb.

Pure Manila basis 39

"How to Hire, Train and Supervise Men"

"Getting Better Results From Salesmen"

Learn how successful business men handle these important problems by reading

Management and Salesmanship

By

Hugh Chalmers, Pres. Chalmers Motor Car Co.
John Lee Mahin, Pres. Mahin Advertising Agency

This book is written in a clear, concise style easily understood, every paragraph a mine of good solid facts prepared by these two thinkers and workers. You cannot afford to be without this book if you have management and salesmanship problems to solve.

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A Winning Combination

Your store's local reputation as a good place to deal—

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Make this your winning combination by securing the agency for

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PERFECT

BRANTFORD RED BIRD

COLUMBIA

GENDRON

or **IVANHOE**

Canada Cycle & Motor Co. Ltd.

Montreal, Toronto, WESTON, Winnipeg, Vancouver

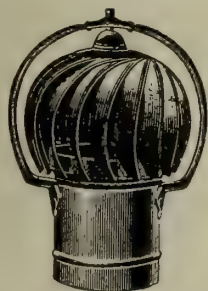
**NOVA SCOTIA STEEL
& COAL CO., Limited**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL



**Our
Specialties
Are---**

Eavetrough
Conductor-pipe
and Fittings

Ventilators and
Corrugated Iron

WHEELER & BAIN
TORONTO



Octagon Assortments

The economy and beauty of aluminum ware appeals more to-day than ever before. Housewives are coming to realize that the slight extra cost is justified by longer wear and greater cooking efficiency.

The Octagon Shapes are particularly attractive and sought after at the present time. They are made of the very best pure aluminum and are highly polished. Write us for our special proposition on this line.



ANOTHER
MEHASCO
MESSAGE

10

Merchants Hardware Specialties

CALGARY

Limited

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels and Spades...	50%	50%	50%
Draining Tools	50%	50%	50%
Hollow Back Scoops	50%	50%	50%
Sand Shovels	50%	50%	50%
Hollow Back Shovels	50%	50%	50%
Hollow Back Coal Shovels	50%	50%	50%
Riveted Back Scoops	50%	50%	50%
Miners' Spring Point Shovels	50%	50%	50%

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades...	\$29.00	\$28.00	\$25.00
Draining Tools, No. 2, black	29.00	27.50	
Hollow Back Scoops, No. 2, black	34.50		32.00
Coal Shovels, Hollow Back, No. 2, black	32.00		30.00
Sand Shovels, No. 2, black	27.50		24.00
Hollow Back Shovels, No. 2, black	27.50		24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50		

NET EXTRAS—

For each size larger than No. 2, add 25c net.
Full polished\$1.00 per dozen net
Half polished 50c per dozen net
F.o.b. London, Hamilton, Toronto, Gananogue, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

American Queen, Nickeled Fittings, Cyco Ball Bearing	Doz.
Boudoir, Nic., Cyco B.B.	40 00
Club, Jap. Cyco Bearing	96 00
Champion, Nickeled Fittings	35 00
Champion, Japanned Fittings	31 00
Elite, Nic., Cyco B.B.	46 00
Grand, Nic., Cyco B.B.	56 00
Grand, Jap., Cyco B.B.	52 00
Grand Rapids, Nic., Cyco B.B.	40 00
Grand Rapids, Jap., Cyco B.B.	36 00
Parlor Queen, Nic., Cyco B.B.	46 00
Princess, Nic., Cyco B.B.	41 00
Standard, Nickeled Fittings	37 00
Standard, Japanned Fittings	33 00
Universal, Nic., Cyco Bearing	38 00
Universal, Jap., Cyco Bearing	34 00

SWEEPERS, VACUUM

Grand Rapids, Nic.	Doz.
Household, Jap.	\$84 00
Superba, Nic.	72 00
	99 00

F.o.b. factory Niagara Falls, Ont., and other jobbing points in Eastern Canada.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

TACKS

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wires.
TOASTERS, ELECTRIC
Upright, with rack \$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount.	
Samson, 12½% discount.	

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square head and half round.	
Size in girth	Per 100 ft.
8 in.	\$ 6 90
15 in.	\$12 50
10 in.	7 70
18 in.	16 00
12 in.	9 10

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

Victor, No. 1	2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	4 70

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

500 ft.	Per b
500 ft.	\$0 23½
550 ft.	0 25½
600 ft.	0 26½
650 ft.	0 28

In 5-ton lots ¼c discount from

above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb.	69-72
4-ply, wrapping, lb.	73-76

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	\$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES

Ground work	%
Compression work, standard	42
High grade	41
Cushion work	40
Fuller work, standard	45
High grade	35
Basin cocks, No. 0 Standard	40
High grade	40
Bath cocks	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard, 10% advance on list	
Radiator valves, standard	10
High grade	Net
Patent quick opening valves	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance on list	

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.	
Colonial, 33 1-3%.	
Imperial Ware, 33 1-3%.	
Pearl, 33 1-3%.	
Premier, 10%.	
Canada Ware, 10%.	
Diamond, 10%. White Ware, 50%.	
Japanned Ware, list plus 20%.	
Japanned Ware, White, list, plus 30%.	

Plain and Jap Sprinklers, list plus 20%.

Stamped Ware, plain, 50%.	
Stamped Ware, retinned, 45%.	
Copper Bottoms, list, plus 10%.	
Tinners' Trimmings, plain, 50%.	
Tinners' Trimmings, retinned, 45%.	
Tinners' Trimmings, general, list plus 10%.	

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list, plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 50%.

Sheet Iron Ware, list, plus 10%.

Pieced Ware, ordinary, list, plus 30%.

Fry Pans, 40 and 10%.

Spiders, steel, 10%; cast iron, 17½%.

Fire Shovels, Japanned, list, plus 10%.

Steel Sinks, painted, list, plus 10%.

Steel Sinks, galvanized, list plus 15%.

Light Galv. Pails and Tubs, list plus 20%.

Heavy Galv. Pails and Tubs, list, plus 10%.

Garbage Pails, list, plus 10%.

Jap. Coal Hods, list, plus 25%.

Galv. Coal Hods, list, plus 40%.

Paper Lined Boards, 40 and 5%.

Wood Lined Boards, 30 and 10%.

Stove Pipe, patent, per 100, 6 in., \$20.36; 7 in., \$21.83.

Common, made up, per 100, 5 and 6 in., \$21.00; 7 in., \$23.00.

Polished, made up, per 100, 5 and 6 in., \$23.00; 7 in., \$25.00.

Stove Pipe Thimbles, 50, 10%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., \$21.80; 5-16 in., \$18.50; ½ in., \$16.30; 7-16 in., \$13.55; ¾ in., \$13; 9-16 in., \$12.15; 1 in., \$11.70; 11-16 in., \$11; 13-16 in., \$11.70; 15-16 in., \$11.70; 17-16 in., \$11.70; 50 lbs. of one size, \$2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

Tor'to Lond'n Mont'l

Sectional, 1 lb.

per 100 lbs. \$5.50-\$5.85 \$5.50 \$5.35

Section, ½ lb.

per 100 lbs. 5.50-5.85 5.50 6.00

Solid, 3 to 30 lbs.

per cwt. 4.00-4.25 4.00 4.25

WHEELBARROWS

Navy, steel wheel, doz. \$37.50-\$51.50

Garden steel wheel, doz. \$51.00-\$75.00

Light garden, doz. \$37.00-\$54.00

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs.

No. 9 \$6 60

No. 10 6 65

No. 11 6 70

No. 12 6 85

No. 13 6 95

No. 13½ 6 95

No. 14 7 10

No. 15 7 35

Stovepipe Wire

No. 18 9 00

No. 19 9 50

Hay Wire in Coils

No. 13 6 80

No. 14 6 90

No. 15 7 05

No. 16 7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$2.50; bright, soft drawn, 15c; charcoal (extra quality), \$1.25; packed in casks or cases.

15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils.

15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, \$1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17.....\$5 00 No. 26.....\$ 9 50

No. 18.....5 50 No. 27.....10 00

No. 19.....6 00 No. 28.....11 00

No. 20.....6 65 No. 29.....12 00

No. 21.....7 00 No. 30.....13 00

No. 22.....7 30 No. 31.....14 00

No. 23.....7 85 No. 32.....15 00

No. 24.....8 00 No. 33.....16 00

No. 25.....9 00 No. 34.....17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25 \$3 00

Nos. 26-31 5 00

Nos. 32-34 7 00

Coppered 0 75

Oiling 0 10

In 25-lb. bundles 0 15

In 5 and 10-lb. bundles 0 25

In 1-lb. hanks 0 25

In ½-lb. hanks 0 28

In ¼-lb. hanks 0 50

Packed in casks or cases 0 15

Bagging or papering 0 16

Oiled and Annealed Wire

No. 10	\$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	\$ 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.

Barb	\$6.25-\$6.50
No. 9 pl. galv.	5.85-6.00
No. 12 pl. galv.	5.50-6.15
No. 13 pl. galv.	6.00-6.25
No. 9 coil sp.	5.50-6.00
No. 12 coil sp.	5.80-6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	\$5 50
Fence staples, galvanized	\$6.25-\$6.50

In 25-lb. boxes add 25c extra

Poultry Netting Staples

Poultry netting staples, galvanized, list\$12 00

Less discount of 12½%

Bright poultry netting staples \$1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus10%

Brass wire, 3 to 24 gauge, add 40%

25 to 36 gauge, add25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls\$3 50

In 50-ft. rolls 3 55

Galvanized, per 100 sq. ft. in 100 ft. rolls 4 75

Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M. 82½%

Bright Iron Gate Hooks and eyes 82½%

Bright square cornered screw hooks, and stove pipe eyes 82½%

Brass, screw eyes suits, A.B.C. 70%

Brass Screw Hooks 70%

Brass Gate Hooks and eyes 70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list \$84 72

Eze, 11 in., per doz. 91 80

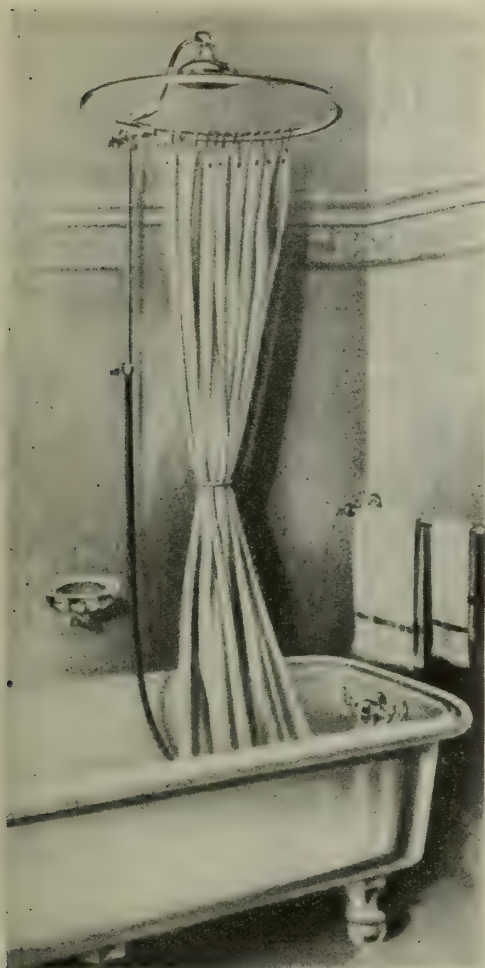
Trojan, 12 inch 185 00

Favorite 511E 105 80

Unexcelled, 1041E 129 60

Easy Work 90 50

Challenge, 3111E 94 3



SPECIALIZE on SHOWERS

"EVERY SHOWER'S A BLESSING"

But *EMPIRE* Showers Beat All

WHAT WE SAY

This is a very opportune time to specialize on showers. There is no fixture in a home that would be appreciated these hot days as would a portable shower, and no fixture adds class to a bathroom more than does a shower fixture. No bath tub is complete without a shower.

Every Sanitary Engineer should boost the sales of these fixtures for more reasons than one.

First: Because a shower is necessary all the year round. Second: Because such a fixture completes the average bathroom, and third, because of the fact that no amount of bathing in a bath tub will fill the requirements of the shower.

WHAT A MEDICAL AUTHORITY ONCE SAID

At a meeting of Medical Health Officers, held some time ago, one of them was asked to express his views about plumbing and plumbing fixtures and their relationship to health. He declared that the bath tub was the worst abomination in a home unless fitted with a shower. He further stated that when a person took a bath in the regular way, and no shower was available, that that person would be no cleaner than the water in the bath tub. This same gentleman brought pressure to bear upon a number of men which resulted in a certain club building being equipped entirely with showers only.

Empire Manufacturing Co., Limited
LONDON TORONTO

Display REED'S Plastic Asphalt Roof Cement—It Sells Itself

Dealers will find a ready sale in Reed's Plastic-Asphalt Roof Cement, the quickest and most permanent repair for Slate, Metal, Shingle and Composition Roofs.

Reed's Cement always does the work **right**, and 25 years of continuous use has proven **it best on the market**.

That's why it sells best. Reed's cement is simple to apply, will not harden with cold, or run with heat. Always remains **plastic**.

Prominently display a full row of "Reeds," then watch for silent sales. It will more than please you.

Order from your jobber, or

GEO. W. REED & CO., 37 ST. ANTOINE ST., MONTREAL

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, \$8.60 for 100 lbs.; 5-lb. packages, \$8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1. \$1.50-\$2.00
Banana oil, gal. 3.50-7.00
F.o.b. Montreal, Toronto.

BLUE STONE Montreal Toronto
Per lb. 13-14 14-16

BRUSHES

Acme, 15 lbs. each. \$2 25
Acme, 20 lbs., each. 2 75
Acme, 25 lbs. each. 3 25
F.o.b. Toronto.

COATING

Cement Coating \$3 00 \$3 75
F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.

Raw Umber, No. 1, 100-lb. kgs. 0 07
Do., pure, 100-lb. kgs. 0 15
Burnt Umber, No. 1, 100-lb. kgs. 0 07
Do., pure, 100-lb. kgs. 0 15
Raw Sienna, No. 1, 100-lb. kgs. 0 07
Do., pure, 100-lb. kgs. 0 15
Burnt Sienna, No. 1, 100-lb. kgs. 0 07
Do., pure, 100-lb. kgs. 0 15
Imp. green, 100 lb. kgs. 0 25
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k. 0 12
Indian red, 100-lb. kgs. 0 15
Indian red, No. 1, 100 lb. k. 0 06
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02½
Drop black, pure dry 0 15
Golden ochre, 100 lb. kgs. 0 06½
White ochre, 100 lb. kgs. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 0 03½
French ochre, barrels 0 06
Spruce ochre, 100-lb. kgs. 7-8c
Canadian red oxide, bbls. 2 -2½
Super magnetic red. 2½-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—
Venetian red 0 21
Indian red 0 30
Chrome yellow, pure 0 53
Golden ochre, pure 30-32
French spruce ochre, pure. 25-28
Greens, pure 28-35
Siennas 0 32
Umbers 0 32
Ultramarine blue 0 52
Prussian blue 1 50
Chinese blue 1 50
Drop black 0 30
Ivory black 0 31
Signwriters' black, pure 0 40
Lampblack 0 40
Marine black, 5 lb. irons. 0 20
F.o.b. Montreal, Toronto.

GLUE Per lb.

Brantford All Round Glue—
Case No. 7—50-lb. pkgs. \$28 00
Case No. 8—100 ½-lb. pkgs. 31 00
Case No. 9—200 ¼-lb. pkgs. 38 00
Discount.

French medal (prices withdrawn)

English common sheet. 32-34
English prima 35-38
White pigfoot 0 50
Cake bone, 112-lb. bags. 0 35
Hide, 112-lb. bags 0 45
Gelatin, 112-lb. bags. 45-60
Ground glues, 112-lb. bags,
No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags. 24

GLASS Single Double

Per 100 ft. Thick Thick
Under 25 \$16 80 \$22 90
26 to 34 17 60 24 85
35 to 40 18 35 26 40
41 to 50 23 50 30 00
51 to 60 24 60 30 80
61 to 70 26 50 32 70
71 to 80 29 70 35 40
81 to 85 45 45
86 to 90 48 85
91 to 94 49 80
95 to 100 58 55

101 to 105 65 35

106 to 110 73 10

Discount box glass, 25%.

Cut lights, 5-10% Cash 2%.

F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each \$0 80

Plates from 1 to 2 feet, each 0 90

" 2 to 3 " 0 95

" 3 to 4 " 1 15

" 4 to 5 " 1 35

" 5 to 7 " 1 50

" 7 to 10 " 1 70

" 10 to 12 " 1 75

" 12 to 15 " 1 85

" 15 to 25 " 1 95

" 25 to 50 " 2 15

" 50 to 75 " 2 20

" 75 to 90 " 2 25

" 90 to 100 " 2 30

" 100 to 120 " 2 60

" 120 to 140 " 2 90

Plates 101 to 110 wide contain-

ing not over 100 ft. each. 3 00

Plates 111 to 120 wide contain-

ing not over 100 ft., each. 3 40

Plates 101 to 110 wide contain-

ing over 100 ft., each. 3 40

Plates 111 to 120 wide contain-

ing over 100 ft., each. 3 75

Trade Discount, 25%.

City deliveries, 33 1/3%.

Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, \$1.56-\$1.62 per doz.

packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots.

Less than ton lots are 35c per

100 lbs. higher than quoted be-

low. F.o.b. Ottawa, 15c advance

per 100 lbs. F.o.b. London and

Windsor, 30c per 100 lbs. F.o.b.

Toronto and Hamilton, 25c per

100 lbs. F.o.b. Fort William and

Port Arthur, 40c per 100 lbs.

Maritime differential 30c per 100 lbs.

over Montreal.

Montreal Toronto

Anchor, Pure \$17 50 \$17 75

Crown Diamond 17 50 17 75

Crown, pure 17 50 17 75

Green Seal 17 50 17 75

Ramsay's Pure 17 50 17 75

Moore's Pure 17 50 17 75

Tiger, Pure 17 50 17 75

O.P.W. Dec. Pure. 17 50 17 75

Red Seal 17 50 17 75

Decorators' Pure 17 50 17 75

O.P.W. English 17 70 17 95

Elephant Genuine 18 00 18 25

B.B. Genuine Lead, less than

tons, \$19.65, Toronto; \$19.40, Mont-

real. Ton lots 5% off; five-ton

lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound

casks, per cwt. \$14 00 \$14 50

Genuine, 100-pound

kgs, per cwt. 14 75 15 50

Less quantity 16 00 17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

Barrels, 600 lbs. 0 24½

Half bbls., 300 lbs. 0 24½

100s 0 45 0 25

50s 0 45½ 0 25½

25s 0 46 0 26

10s 0 47½ 0 27

5s 0 49½ 0 29½

2s 0 31

1s 0 52 0 32½

F.o.b. Toronto, Montreal and

Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs.,

\$8.40; white, 5-lb. packages, \$7.80.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white 3 95

Elephant, colors 3 55

B.H. English, white 4 05

B.H. English, colors 3 80

B.H. Floor 3 15

B.H. Porch Floor 3 80

Minerva, white 3 85

Minerva, colors 3 75

Crown Diamond, white 3 80

Crown Diamond, colors 3 55

Crown Diamond, floor 3 05

B.H. Fresconette, white 3 35

B.H. Fresconette, colors 3 25

Moore's House Colors, white. 3 75

Moore's House Colors, colors. 3 65

Moore's Egyptian Paint, all

colors 3 00

Moore's Floor Paint 3 00

Moore's Sani-Flat 3 00

Jamieson's Crown Anchor. 3 30

Mooramel 6 50

C.P.C. Pure, white 4 05

C.P.C. Pure, colors 3 80

O.P.W. Canada Brand, white 3 95

O.P.W. Canada Brand, colors 3 50

O.P.W. Canada Brand, floor. 3 05

O.P.W. Flat Wall, white. 3 30

O.P.W. Flat Wall, colors. 3 10

Ramsay's Pure, white 3 90

Ramsay's Pure, colors 3 60

Martin-Senour, 100%, white. 4 05

Martin-Senour, 100%, colors. 3 80

Martin-Senour, Porch Paint. 3 80

Martin-Senour, Neutone, white 3 35

Martin-Senour, Neutone, colors 3 25

Senour's Floor Paint 3 15

Sherwin-Williams, white 4 05

Sherwin-Williams, colors 3 80

Flat Tone, white 3 35

Flat Tone, colors 3 25

Low Bros. H.S., white. 4 05

Low Bros. H.S., colors 3 80

Mellotone, white 3 50

Mellotone, colors 3 35

Sanitone, white 3 35

Maple Leaf, white 4 05

Maple Leaf, colors 3 80

Maple Leaf, floor 3 25

Pearcy's Prepared, colors 3 15

Pearcy's Prepared, white 3 50

F.o.b. Montreal, Toronto.

PARIS GREEN C.P. Berger's and Munro's

Per lb.

In barrels, about 600

lbs. 0 60¼ 0 61

In arsenic wags, 250

lb. drums 0 61¼ 0 62

In 50 lb. and 100

lb. drums 0 62¼ 0 63

In 1 lb. packets, 100

lbs. in case. 0 64¼ 0 65

In ½ lb. packets, 100

lbs. in case 0 66¼ 0 67

In 1 lb. tins, 100 lbs.

in case 0 66¼ 0 67

Above prices f.o.b. Montreal, Que-

bec, Moncton, St. John and Hal-

ifax, Toronto, Hamilton, London,

Yarmouth and P.E.I. are ¼c per

lb. higher. Terms one month net

or 1% in 15 days.

PUTTY Montreal Toronto

Standard Less than tons

Bulk, in casks \$4 35 4 70

Bulk, 100-lb. drums 5 20 5 45-5 55

Bulk 25-lb. drums. 5 20 5 55

Bulk, 12½-lb. irons 5 20 5 80

Bladder, in bbls. .. 5 20 5 80

Ton lots standard are 20c per

hundred pounds less.

Pure Putty, \$2 cwt. advance.

London and Hamilton prices same

as Toronto.

ROSIN

Barrels, 100 lbs. \$5 90 \$6 00

Kegs, 100 lbs. 7 00

Fancy, per lb. 0 06½ 0 08

SHELLAC

Pure White, gal. \$4 75-\$4 90

Pure Orange, gal. 4 50

Gum Shellac, TN, 74-76c lb.; fin-

est orange, 79-95c; bone dry white,

85c. F.o.b. Toronto, London.

PAINT AND VARNISH

REMOVER

Taxite, 1 gal. cans. 3 00

B.H. Vanisher 3 00

Cumoff 3 00

Takof 3 25

O.P.W. Presto 3 00

Lingerwett 2 80-3 25

Solve 3 00

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in

this issue for prices.

SLATING

Liquid Slating, B.B. \$2 20

VARNISHES Per gal. cans

No. 1 Furniture, extra, bar-

rels, \$1.10-\$1.21 gal.; gal.

tins \$1.32-\$1.45



FALL PAINTING

THE FAMILY CIRCLE

will soon be reunited; everybody back from their holidays.
DAD will want to renew his favorite arm chair.
MOTHER will be thinking of her floors.
BOB will want to work out some new stunts about his room.
SISTER has gathered some dainty ideas for her bedroom.
All can be pleased and their requirements met by selling them

FLOGLAZE "The Finish That Endures"

Get into the Home for the Best Paint Trade

FLOGLAZE is made to meet every requirement from finishing or renewing the finest furniture to the floor with the hardest wear.

A wide range of shades in Solid Colors and Lac Shades to meet everybody's taste.
Because FLOGLAZE suits everything and everybody it creates its own demand.
The best line of paint for intensive merchandising ever placed before you.



RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

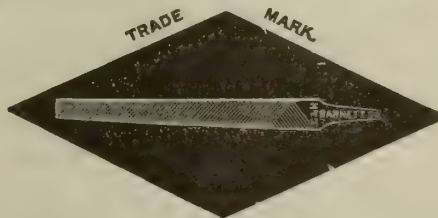
DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$17.20; chilled, \$18.70; buckshot, \$18.00; ball, \$18.40.

Dominion Metallics—B.B. Caps, \$2.80; C.B. Caps, \$3.50; 22 Short Black or Lesmok, \$4; 22 Long Black or Lesmok, \$4.80; 22 Short Smokeless, \$4.30; 22 Long Smokeless, \$6; 22 Long Rifle Black, \$5.60; 22 Long Rifle Smokeless, \$7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, \$3.06; C.B. Caps, \$3.85; 22 Short Black, \$4.35; 22 Long Black, \$5.25; 22 Long Rifle Black, \$7.70; 22 Short Smokeless, \$4.69; 22 Long Smokeless, \$6.55; 22 Long Rifle Smokeless, \$7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., \$31; Sovereign Smokeless, 12 ga., \$38; Regal Smokeless, 12 ga., \$38; Nitro Club Smokeless, 12 ga., \$41; Canuck Smokeless, 12 ga., \$41 per M. net. Empty Paper Shot Shells, \$14 per M.; Empty Brass Shot Shells, \$6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.
Norris, 80 lbs. and over, 16c.

AXES

Single Bit\$14 50 \$20 00
Double Bit 16 50 21 50
Broad axes 32 00 35 00

AUGER BITS

Standard List	Prices per Dozen
3/16.....	\$6 00 18/16.....\$12 00
4.....	5 00 19..... 14 00
5.....	5 00 20..... 14 00
6.....	5 00 21..... 16 00
7.....	5 00 22..... 16 00
8.....	5 00 23..... 18 00
9.....	6 00 24..... 18 00
10.....	6 00 25..... 21 00
11.....	7 00 26..... 21 00
12.....	7 00 27..... 24 00
13.....	8 25 28..... 24 00
14.....	8 25 29..... 27 00
15.....	9 50 30..... 27 00
16.....	9 50 31..... 30 00
17.....	12 00 32..... 30 00

Discounts from standard list prices
Irwin10%
Gilmour 45%

BARS, CROW. \$10.25 per 100 lbs.

BAR IRON

Bar iron.—\$5.50 base; Swedish iron, \$5.25; sleigh shoe steel, \$5.80; spring steel, \$6.50; machinery steel, \$8.00.

BELTING

Rubber, 6 in. and under, 2%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 37½% off list.

Standard, 30% off list. 25% extra.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, \$1.65 per lb.; cut, \$1.85 per lb.; rawhide, sides, \$1.60; cut, \$1.80.

Blue Stone (Vitrol), 13c lb.

BOLTS

Carriage, ¾ and smaller, 5%; 7-16 and larger, 5% on list; machine, ¾ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ¾ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, \$1.10 to \$1.60 per roll, according to quality; plain, 80c to \$1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	35
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—
No. 840Net list
No. 800 5% on list
No. 838 Net list
No. 8045% off list

CHAIN

Coil, 3-16 in., \$18.40; ¼, \$16.00; 5-16 in., \$13.60; ¾, \$12.40; 7-16, \$12.20; ½, \$12.00; 9-16, \$12.00; 5/8, \$11.75; ¾, \$11.50; 1 in., \$11.25; Logging, 5-16 in., \$15.40; ¾, \$14.20; ½, \$13.80; tie-out, 47½%.

CHURNS

Barrel, No. 0, \$7.20; No. 1, \$7.20; No. 2, \$8; No. 3, \$8.80; No. 4, \$10.40 each.

CLEAVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	\$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 65

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks
8, 9, 10 72c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., \$6.85; 10 in., \$7.60; 12 in., \$8.95. Conductor pipe, 2 in., per 100 ft., \$8; 3 in., \$9.65; 4 in., \$12.75.

ENAMELWARE

See Wares.

FILES

GlobeDiscount 45%
Nicholson Gen.Discount 30%

FITTINGS

Malleable
Class A 60%
Class B and C, off new list60-10%
Bushings 10%
Unions 25%
Nipples 4" and under ... 40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 80c lb.; 100-lb. barrels, 81c lb.; 10-lb. jugs, \$3.40 each; 5-lb. jugs, \$1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW Single Double

Up to 25 in.....	\$14 00 \$18 50
26 to 40	15 00 21 00
41 to 50	18 50 23 75
51 to 60	19 50 24 25
61 to 70	20 50 25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	\$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., \$2.75.
Mounted on steel frames, \$5.00 to \$6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.
Corrugated Strap Hinges — 4, \$1.70; 5, \$2.10; 6, \$2.85; 8, \$4.60; 10, \$7; 12, \$10.75.

Corrugated Tee Hinges—4, \$1.90; 5, \$2.55; 6, \$3.25; 8, \$5.65; 10, \$8.75; 12, \$12.40.

HORSESHOES

Iron, No. 1 to 1, \$7.85; No. 2 and larger, \$7.60; snowshoes, No. 0 to No. 1, \$8.10; No. 2 and larger, \$7.85; steel, No. 0 to 1, \$8.30; No. 2 and larger, \$8.05; featherweight, \$9.45.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10½ oz. or 28 Eng....	\$11 70 \$11 70
28 Am. or 26 Eng....	11 40 11 40
26 Am. or 26 special	11 10 11 10
24	10 95 10 95
22	10 95 10 95
18 and 20	10 80 10 80
16 Am.	10 65 10 65

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.
Mrs. Pott's No. 55, set.....\$2 10
Mrs. Pott's No. 50, set..... 2 25

Mrs. Pott's common sad iron handles, \$1.60 dozen. Mrs. Pott's improved, \$2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	\$12 50
Lightning	12 60

LAMP CHIMNEYS

A, per case 8 doz., \$7.80 per doz., \$1.05; B, per case 6 doz., \$6.50 per doz., \$1.15.

LANTERNS

No. 2, plain	\$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, \$14.40.

LEAD WASTE, \$15.40.

LATCHES—THUMB, STEEL

	Doz.
2	\$2 10
3	2 80
4	4 90

Barn Door
5 2 80
8 3 00
9 5 20

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowsell	\$ 5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, \$12.60; cutter, \$12.60.

MOPS

	Doz.
O'Cedar Polish, No. 1	\$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	\$7 75	\$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, \$5.80 base; Winnipeg, \$6.25 base. Cut f.o.b. Winnipeg, \$6.55.

NETTING—POULTRY

	Net Prices Per Roll
1 in. mesh x 24 in.....	\$5 95
30 in.....	7 20
36 in.....	8 60
2 in. mesh x 24 in.....	2 90
30 in.....	3 40
36 in.....	4 05
48 in.....	5 25
60 in.....	6 55
72 in.....	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., \$4.15; 36 in., \$5.30; 48 in., \$6.25; 60 in., \$7.40; 72 in., \$8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4½c advance on list; Hexagon, small lots, blank, 4½c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 37½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 37c; Family safety coal oil, 24½c; "Engoline" engine oil, 20½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 20c; Standard gas engine oil, 48c; Prairie Harvester oil, 49½c.

PAINTS

Stephens' Out White, \$4.20; Stephens' House, \$3.95; Stephens' Floor, \$3.40; Silkstone, \$3.15; Stephens' Barn Paint, \$1.85.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, \$2.50; less than barrels, \$3.50; American vermilion, 20c; English vermilion, \$3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, \$19; less quantities, 20c.

PICK, Clay, 6-7, \$12.25 per doz.

POLISH—

	Doz.
O-Cedar	\$2 00
4 oz.	4 00
12 oz.	10 00
1 quart	16 00
½ gal.	24 00
1 gal. ....	.....

Liquid Veneer—
4 oz. 2 00
12 oz. 4 00
1 quart 8 40
½ gal. 14 40

(Continued on second page.)



A Specially Prepared Wall Paint
That Gets and Holds Patronage Wherever
It Is Shown

"It's So Easy to Apply"

Let's Send You An Interesting Booklet

G. F. STEPHENS & CO.

LIMITED

WINNIPEG AND CALGARY

If interested, tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	\$ 6 25	\$ 8 53
⅜ inch	6 30	8 66
½ inch	8 25	9 80
¾ inch	10 20	12 60
1 inch	15 00	18 75
1¼ inch	20 50	25 30
1½ inch	24 50	30 00
2 inch	32 75	40 50
2½ inch	52 50	64 70
3 inch	68 70	85 00
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., \$4.50.

PLATES, CANADA

18 x 21 per box, half polish, \$11;
full polished \$12.50; 18 x 24, half
polished, \$11; full polished, \$12.50;
20 x 28, half polished, \$11; full
polished, \$12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., \$3 55
per dozen.

PUTTY

100-lb. irons \$5 70
25-lb. irons, per cwt. 6 30
1½-lb. tins 0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7,
65c lb.; No. 8, 66c; No. 9, 69c; No.
10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8,
74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8,
66c; No. 9, 69c; No. 10, 71c; No.
12, 76c.

ROPE

Sisal, 28¼c base; pure Manila,
39¼c base; British Manila, 33¼c
base; lath yarn, 28¼c base; African
hemp, 33¼c base; cotton rope, ¼
and over, 65c lb.

Tarred Marline Banks, per lb.,
50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	\$0 33	\$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell).

Net list.

SAWS, BUCK

Happy Medium, \$10.00; Watch
Spring, \$10.40; Lance Tooth or
Lightning Blades, \$10.90.

SCREWS

Bright iron round head, 60%; flat
head, 65%; round head, brass, 25%;
flat head, brass, 30%; coach, 20%.

SCYTHES—

Doz.

Bramble	\$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, CARPET—

See list in regular "Current Mar-
ket Quotations" Column, f.o.b. fac-
tory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

Doz.

Grand Rapids, Nic.	\$ 87 00
Household, Jap.	75 00
Superba, Nic.	102 00
F.o.b. Jobbers' Warehouses, Win- nipeg.	

STEEL SHEETS, BLACK

10 gauge	\$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr.
Pt., \$13.50 per doz.; D.H. Rd. Pt.,
\$13.50 per doz.; L.H. Sqr Pt.,
\$13.50; L.H. Rd. Pt., \$13.50; Bull-
dog and Jones, D.H., Rd. Pt., \$15.60;
D.H. Sqr. Pt., \$15.50; L.H., Rd.
Pt., \$15.50; L.H., Sqr. Pt., \$15.50;
L.H., Rd. Pt., \$15.50; Black Cat
and Crescent Scoops—No 4, \$17.00
doz.; No. 6, \$17.50; No. 8, \$18.00;
No. 10, \$18.50; Moose & Jones
Scoops, No. 4, \$18.25; No. 6, \$18.75;
No. 8, \$19.25; No. 10, \$19.75.

SOLDER. Per pound, 66 to 67.

SPIKES

Pressed, ¼ in., \$3.30; 5-16, \$7.95;
¾, \$7.75; ½, \$7.55.

STAPLES

Bright wire, per cwt., \$5.85 at
Fort William, \$6.25 Winnipeg; gal-
vanized staples, \$6.65 Fort William,
\$7.05, Winnipeg.

STEEL

Sleighshoe, \$5.80 base per cwt.;
plow, common, \$6.50; crucible plow,
\$7.50; angle, \$5.35; harrow, \$5.75
base; cast, octagon tool steel, 20c
base; square tool, 20c base; spring,
\$7.50; machine, \$8.00 base; tire,
\$5.90. Mild, 3-16, ¼, 5-16, \$8.00
base; other sizes \$5.75 base. Band
Steel, \$5.75 base.

STEEL HOOPS

½ in., \$9.75; ¾ in., \$9.50; 1 in.,
\$8.75; 1½ in., \$8.50; 1 in., \$8.50;
1¼ in., \$8.50; 1½ in., \$8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	\$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.X.	40 00
Terne plates	24 00

TRAPS, GAME—

Doz.

	Victor	H. & N.	Jump
No. 0	\$1 95	.....	.....
No. 1	2 30	\$3 60	\$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	.....

TUBS—

Wood Fibre

No. 0	\$21 35	\$23 80
No. 1	18 80	20 45
No. 2	16 40	16 95
No. 3	14 00	14 45

TURPENTINE

See weekly report.

TWINE (WRAPPING)

Lb.

Cotton, 4-ply	0 72
Cotton, 3-ply	0 68

Dozen

VARNISHES

Stephens Luminette, gal. \$2 20
Stephens Exalite, gal. 3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.
Colonial, Imperial, Pearl, 20,
7½% discount.

Premier, Canada, Diamond, 2½%
discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus
40%.

Japanned Sprinklers, list, plus
30%.

Stamped Ware, plain, 40, 10%
discount.

Stamped Ware, ret'd, 40% dis-
count.

Pieced Tinware, ordinary, list,
plus 40%.

Pieced Tinware, copper bottoms,
list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list,
plus 27½%.

Heavy Galv'd Pails and Tubs,
17½% discount.

Jap. Coal Hods, list, plus 35%.
Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list +
75c; full boxes, iron, 10% on list +
75c.

WHITE LEAD

Decorators' pure, ton lots, \$17.75;
less than ton lots, \$18.10.

WIRE, BARB

Lyman, 4-point, \$4.95 f.o.b. Fort
William, \$5.25 Winnipeg; Glidden
Cattle, 2-pt., \$4.80 Fort William
\$5.10 Winnipeg; Baker 2-pt., \$4.75
Ft. William, \$5.05 Winnipeg; plain
twist, cwt., Ft. William, \$4.95; Win-
nipeg, \$5.25 spool; plain galvanized.
Ft. William, No. 9, \$5.65; No. 12,
\$5.85; Winnipeg, No. 9, \$6.05; No.
12, \$6.25; coil spring, Ft. William.
No. 9, \$5.70; No. 12, \$5.95; Win-
nipeg, No. 9, \$6.10; No. 12, \$6.35.

Patented screen in 100-ft. rolls.
\$3.50 per hundred sq. ft.; in 50-ft.
rolls, \$3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop.
\$7.65 Winnipeg; \$7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, \$6.75; 10, \$6.80; 12, \$6.95;
14, \$7.15; 15, \$7.25; 16, \$7.40 per
100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	\$ 6 50
8 in.	7 80
10 in.	9 10
12 in.	11 70
15 in.	15 60

Perfect Handle—

6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	\$1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45

Trim—

10 in.	\$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Dozen

Always Ready—	Black	N.P.
No. 1	\$4 20	\$4 50
No. 2	5 75	6 00

WRINGERS

\$70.50 per doz.; Emperor, \$132.
Eze, \$58.85 per doz.; Reliance,
Royal Canadian, \$54.50 per doz.;

PYRENE

Will Nip the Fire at the Start



It saves millions of dollars in property every year, and thousands of lives.

If your premises are not equipped with Pyrene, you are inviting disaster.

Great West Electric Co. Ltd.

Winnipeg

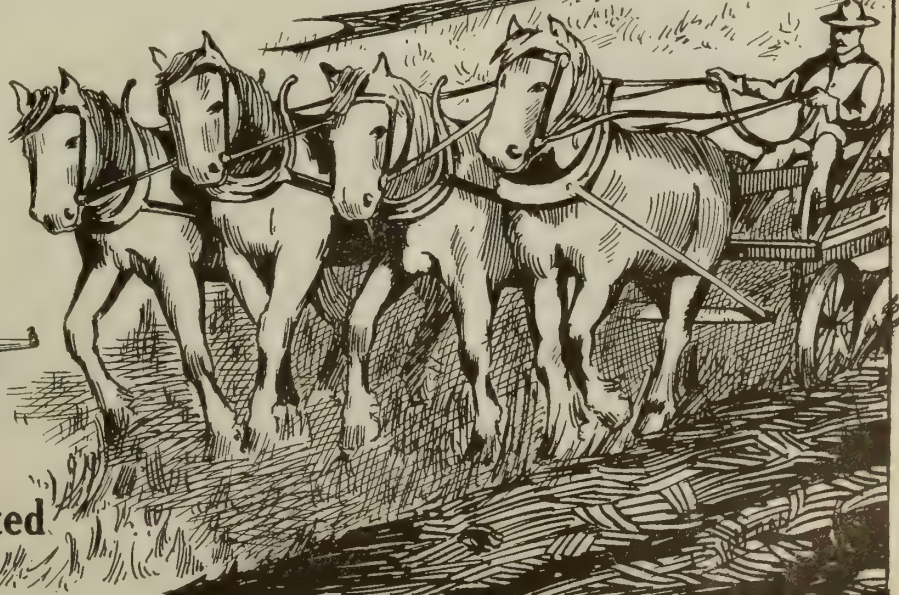
Distributors of Laco Tungsten and Nitro Lamps

Gregg Plow Eveners Pull Big Business

Gregg Plow Eveners, like Gregg Wagon Sets, Neck-yokes and Hitches, are built for service. They are guaranteed against defective materials and workmanship.

Send for copy of catalogue describing our full line.

Any jobber in the Canadian West can supply you with Gregg Goods.



Gregg Mfg. Co., Limited

WINNIPEG

THE BUYERS' GUIDE

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The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

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Auto Accessories

Adamson Mfg. Co., Hamilton, Ont.
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Boston Varnish Co., Everett Station, Boston, Mass.
Canadian Carbon Co., Toronto.
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Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Cannon Oil Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Cummings Bros., Flint, Mich.
Cushman Motor Works, Ltd., Winnipeg, Man.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Agricultural Supplies

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Fernald Mfg. Co., North East, Pa.
Great West Electric Co., Ltd., Winnipeg, Man.
Hyslop Bros., Toronto.
C. Kloepper, Limited, Toronto, Ont.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
New Era Spring Specialty Co., Grand Rapids.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Automobiles

Canadian Pneumatic Tool Co., Ltd., Montreal. O
Canada Carriage Factories, Ltd., Brockville, Ont.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Axes

Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal

Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bars and Racks, Clothes

Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Liners

J. N. Warrington & Co., Montreal, Que.

Basins, China and Enamelled Iron

Empire Mfg. Co., London, Ont.

Batteries, Dry

Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper

Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures

Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead

Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression

Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller

Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Goods

Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods

Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods

Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels

Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
E. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Coneyor

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber

Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton

Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies

D. Ackland & Son, Winnipeg.

Blankets, Saddle

Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Bolts and Nuts

Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes

Baines & Peckover, Toronto.

Boilers, Heating and Range

Empire Mfg. Co., London, Ont.

Bolts, Eye

Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic

Wm. Newman & Sons, Birmingham, Eng.

Boxes, Wood

Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools

Steel Co. of Canada, Ltd., Hamilton.

Boring Bars

Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools

Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.

Bale Ties

Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles

J. N. Warrington & Co., Montreal, Que.

Barbed Wire

Banwell, Hoxie Wire Fence Co., Ltd., Hamilton

Baskets

Walter Woods & Co., Hamilton.

Barn Door Hangers

Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands

Wakre Mfg. Co., Winnipeg.

Balers, Steel

Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces

Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf

Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping

J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warrington & Co., Montreal, Que.

Blasting Supplies

Dupont Powder Co., Wilmington, Del.

Building Papers

Alex. McArthur & Co., Montreal, Que.

Butter Molds

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers

Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges

Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs

The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers

Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills

Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms

Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger

Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythas, Ltd., Toronto.

Bits, Forstner

Progressive Mfg. Co., Torrington, Conn.

Bicycles

A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Fryson Bros., Ltd., Toronto.
Irrer Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Canada Cycle & Motor Co., Ltd., Weston, Ont.

Blowers, Blacksmiths'

Can. Blower & Forge Co., Ltd., The, Kitchener.

Builders' Hardware

Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware

Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers

Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges

Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture

Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Oil

Cannon Oil Co., Keithsburg, Ill.

Canoes

Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware

Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges

Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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Dealer:

"It will! And not only that, but the Stack will raise the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater."

Customer:

"Will the Stack heat 3 gallons more in 10 minutes than the average heater?"

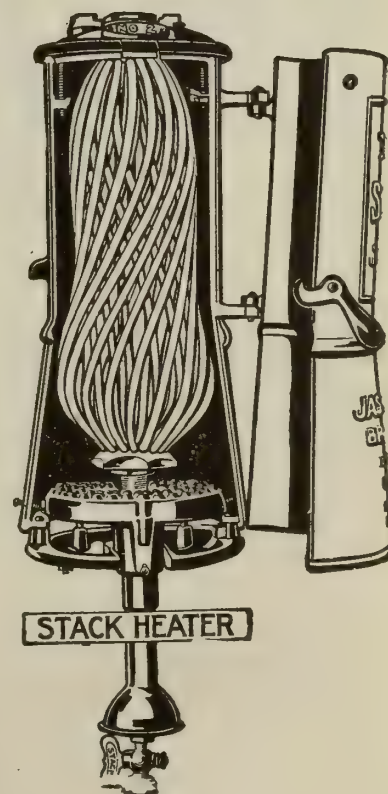
Dealer:

"It will!" **Just look at all those copper circulating tubes.** You can readily see why the Stack shows **15% greater efficiency** than the average heater."

Customer:

"Well, the best is none too good for me. The Stack is certainly what I want."

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TORONTO

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Gipe-Hazard Store Service Co., Toronto.

CastersFaultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville.
The Toronto Lock Mfg. Co., Toronto, Ont.**Carpet Sweepers**Bissell Carpet Sweeper Co. of Canada, Ltd.,
Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.**Casserioles**

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog,Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.**Cable Carriers**

Gipe-Hazard Store Service Co., Toronto

Cement, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Roofing

Geo. W. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.**Checking Floor Hinges**Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.**Chemical Closets**

Wakye Mfg. Co., Winnipeg, Man.

Chemical Specialties

Vol-Peek Mfg. Co., Montreal.

Chucks, Tap

Wells Bros. of Canada, Galt.

Churns, Hand and PowerBeatty Bros., Ltd., Sergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.**Clothes Bars and Racks**

Otterville Mfg. Co., Ltd., Otterville, Ont.

Clocks

Western Clock Co., La Salle, Ill.

Clothes Racks

Walter Woods & Co., Hamilton.

Clamps

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Williams & Co., J. H., Brooklyn, N.Y.

Clippers

American Shearer Mfg. Co., Nashan, N.H.

Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers

Dowswell, Lees Co., Ltd., Hamilton, Can.

Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and UrnsCanadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.**Corrugated Fasteners**J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.**Collar Balls**

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cellar Pads

American Pad & Textile Co., Chatham.

Cotton Gloves

American Pad & Textile Co., Chatham.

Coal ChutesToronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.**Coal Hods**

Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' SetsCan. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.**Cookers, Steam**

Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless

Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel

Baines & Peckover, Toronto.

Conductor Pipe, Hooks, etc.Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Emmire Mfg. Co., London, Ont.**Connecting Rods**

Williams & Co., J. H., Brooklyn, N.Y.

Coping SawsThos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.**Cordage**Brantford Cordage Co., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.**Cooking Ware**

Corning Glass Works, Corning, N.Y.

Crank Shafts

Williams & Co., J. H., Brooklyn, N.Y.

Crowbars

R. J. Coghlin & Co., Montreal.

Cultivators

J. S. Norcross & Sons, Bushnell, Ill.

O. S. Norcross & Sons, Bushnell, Ill.

Cutlery

Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

Geo. Butler & Co., Ltd., Sheffield, Eng.

Thos. Birkett & Son Co., Ltd., Ottawa.

Caverhill, Learmont & Co., Montreal.

Geneva Cutlery Co., Geneva, N.Y.

Goodell-Pratt Co., Greenfield, Mass.

James Hutton & Co., Montreal.

Canadian Wm. A. Rogers, Ltd., Toronto.

Jonathan Crookes & Son, Ltd., Sheffield, Eng.

Lewis Bros. Ltd., Montreal.

Landers, Frary & Clark, New Britain, Conn.

Wm. Rogers Mfg. Co., Niagara Falls, Ont.

J. Weiss & Sons, Newark, N.J.

Wilkinson Sword Co.

Cutters

Butterfield & Co., Inc., Rock Island, Que.

Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors

Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails

Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe

Canada Foundries & Forgings, Brockville.

Dampers, Fire Place

Toronto Lock Mfg. Co., Toronto.

Desks, School

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.

Butterfield & Co., Rock Island, Que.

Canadian Fairbanks-Morse Co., Montreal.

Frat & Whitney Co., Ltd., Dundas, Ont.

Wells Bros. Co. of Canada, Galt.

Display Racks and Stands

Cameron & Cameron, Toronto.

National Mfg. Co., Sterling, Ill.

Doors, Metal

Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen

Kasement Skrene Dore Co., Toronto.

Door Bolts

Canada Steel Goods Co., Hamilton, Can.

National Mfg. Co., Sterling, Ill.

The Stanley Works, New Britain, Conn.

Toronto Lock Mfg. Co., Toronto.

Door Checks

Canadian Yale & Towne, St. Catharines.

G. W. Mallory Co., Blenheim, Ont.

Wm. Newman & Sons, Birmingham, Eng.

Toronto Lock Mfg. Co., Toronto.

Door Hangers

Allith Mfg. Co., Ltd., Hamilton, Ont.

Canada Steel Goods Co., Hamilton, Ont.

Taylor-Forbes Co., Guelph, Ont.

National Mfg. Co., Sterling, Ill.

Toronto Lock Mfg. Co., Toronto.

Door Springs

Jas. Cartland & Son, Ltd., Birmingham, Eng.

G. W. Mallory, Blenheim, Ont.

Wm. Newman & Sons, Birmingham, Eng.

The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls

Stratford Brass Co., Ltd., Stratford, Ont.

Draining Tools

Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

North Bros. Mfg. Co., Philadelphia, Pa.

Drills, Blacksmiths'

Can. Blower & Forge Co., Ltd., The, Kitchener.

Drill Chucks

Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'

Canada Foundries & Forgings, Brockville.

Drills

Canadian Fairbanks-Morse Co., Ltd., Montreal.

Butterfield & Co., Inc., Rock Island, Que.

Goodell-Pratt Co., Greenfield, Mass.

North Bros. Mfg. Co., Philadelphia, Pa.

Stanley Rule & Level Co., New Britain, Conn.

Wilkinson & Kompass, Hamilton, Ont.

Drop Forgings

Williams & Co., J. H., Brooklyn, N.Y.

Dry Colors

Brandram-Henderson, Montreal.

Canada Paint Co., Ltd., Montreal.

R. C. Jamieson & Co., Ltd., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

Ottawa Paint Works, Ottawa.

A. Ramsay & Son Co., Montreal.

G. F. Stephens & Co., Ltd., Winnipeg.

Martin-Senour Co., Ltd., Montreal.

McArthur Irwin, Montreal.

Dusters

Channell Chemical Co., Toronto.

Dynamite

Du Pont American Industries, Wilmington, Del.

Dry Cells

Canada Dry Cells, Ltd., Winnipeg.

Canadian National Carbon Co., Toronto.

Canadian H. W. Johns-Manville Co., Toronto.

Canadian General Electric Co., Ltd., Toronto.

Dominion Battery Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough

Metallic Roofing Co., Toronto and Winnipeg.

Pedlar People, Limited, Oshawa.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Toronto Lock Mfg. Co., Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters

Louis McLain Co., Ltd., Winnipeg, Man.

Collette Mfg. Co., Collingwood.

Egg Cases

Miller Bros. Co., Ltd., Montreal, Que.

Walter Woods & Co., Hamilton.

Egg Case Fillers

Miller Bros. Co., Ltd., Montreal, Que.

Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons

Jas. Morrison Brass Mfg. Co., Toronto.

Eibaws

Thos. Davidson Mfg. Co., Ltd., Montreal.

Pedlar People, Ltd., Oshawa, Ont.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells

Canadian General Electric Co., Ltd., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans

Canadian General Electric Co., Ltd., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Northern Electric Co., Ltd., Montreal.

A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures

Canadian General Electric Co., Ltd., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Northern Electric Co., Ltd., Montreal.

Tallman Brass & Metal Co., Hamilton.

Electric Grates

Great West Electric Co., Ltd., Winnipeg, Man.

Toronto Lock Mfg. Co., Toronto.

Electric Plates

Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties

Benjamin Electric Co., Toronto.

Canadian General Electric Co., Ltd., Toronto.

Canadian National Carbon Co., Toronto.

Dominion Battery Co., Ltd., Toronto, Ont.

Factory Products Co., Toronto.

A. C. Gilbert Co., New Haven, Conn.

Great West Electric Co., Ltd., Winnipeg, Man.

Landers, Frary & Clark, New Britain, Conn.

National Electric Heating Co., Toronto.

North American Hardware Co., Ltd., Montreal, Que.

Northern Electric Co., Ltd., Montreal.

Spielmann Agencies, Ltd., Montreal, Que.

Superior Electric, Ltd., Pembroke, Ont.

Electrical Toys

A. C. Gilbert Co., New Haven, Conn.

Electro-plating

Toronto Lock Mfg. Co., Toronto.

Enamels

Boston Varnish Co., Everett Station, Boston, Mass.

Enamelled Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.

Sheet Metal Products Co. of Canada, Toronto.

E. T. Wright Co., Hamilton, Can.

Engines

Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers

John Oakley & Sons, London, Eng.

Emery (Grain and Sheets)

DesRochers, Ltd., Montreal, P.Q.

Alexander Gibb & Co., Montreal, Que.

Eveners

Gregg Mfg. Co., Ltd., Winnipeg, Man.

D. Auckland & Son, Ltd., Winnipeg, Man.

Explosives

Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins

Parmenter & Bulloch Co., Ltd., Garanoque, Ont.

Extinguishers, Fire

Great West Electric Co., Ltd., Winnipeg, Man.

Northern Electric Co., Montreal.

Fanlight Openers

Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills

Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen

National Mfg. Co., Sterling, Ill.

Stratford Brass Co., Ltd., Stratford, Ont.

The Stanley Works, New Britain, Conn.

Farm Lighting Outfits

Canadian General Electric Co., Ltd., Toronto.

Northern Electric Co., Montreal.

Faucets, Petroleum

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes

Canada Foundries & Forgings, Brockville.

Toronto Lock Mfg. Co., Toronto.

Feed Cookers

Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)

Alex. McArthur & Co., Montreal, Que.

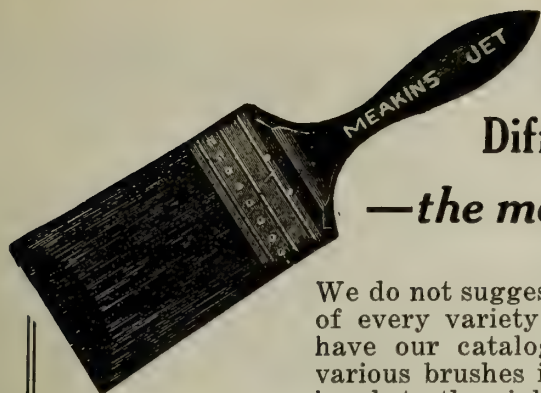
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Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

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Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies

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Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Furnaces

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Merchants Hardware Specialties, Ltd., Calgary.

Flashlights, Electric

Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

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Oneida Community, Ltd., Oneida, N.Y.

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Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

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Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties

Benjamin Electric Co., Toronto.

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Can. Blower & Forge Co., Ltd., The, Kitchener.

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Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary.

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Walter Woods & Co., Hamilton.

Furniture Polish

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Canada Paint Co., Montreal.
Imperial Oil Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

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Great West Electric Co., Ltd., Winnipeg, Man.

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Jenkins Bros., Ltd., Montreal.

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Toronto Lock Mfg. Co., Toronto.

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Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Garden Cultivators and Weeders

C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware

Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans

Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Galvanizing

Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices

Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe

Canada Metal Co., Ltd., Toronto.

Generators

Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars

Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters

Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline

Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges

L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glass, Window, Plate, Ornamental

A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric

Superior Electric, Ltd., Pembroke, Ont.

Glue, Sheet and Ground

Canada Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters

Goodell-Pratt Co., Greenfield, Mass.

Glass Benders

Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds

Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves

Hamilton-Carhartt Co., Toronto.

Granaries, Portable, Metallic

Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases

Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power

American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Grindstones

The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels

American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns

Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights

Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws

Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades

Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames

Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines

Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters

Johnson Halter Co., Sarnia, Ont.
R. R. Kinnead, Winnipeg, Man.

Hammers

Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hammocks

Galt Robe Co., Galt, Ont.

Hand Drills

Goodell-Pratt Co., Greenfield, Mass.

Handles

J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls

North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door

Allith Mfg. Co., Ltd., Hamilton, Ont.
Reativ Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

National Mfg. Co., Sterling Ill.

F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door

Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track

Allith Mfg. Co., Hamilton, Can.
Reativ Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen

National Mfg. Co., Sterling Ill.

The Stanley Works, New Britain, Conn.

Hand Taps

Wells Bros. Co. of Canada, Galt.

Harness

Samuel Trees & Co., Toronto.

Hardware Specialties

Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Duluth Show Case Co., Duluth, Minn.

Hardware Shelving

Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings

Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets

Canada Foundries & Forgings, Ltd., Brockville.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto

Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric

Superior Electric, Ltd., Pembroke, Ont.

Heels and Soles, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hinges, Strap and Tee

Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball

Toronto Lock Mfg. Co., Toronto.

Hockey Sticks

J. H. Still Mfg. Co., St. Thomas.

Hoes

Ward & Payne, Sheffield, Eng.

Hoists

Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Singers

Collins Mfg. Co., Toronto.

Hones, Razor

The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber

Canadian Consolidated Rubber Co., Montreal.

Horse Nails

C. Kloepper, Limited, Toronto, Ont.

Horse Shoes

D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies

Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks

Williams & Co., J. H., Brooklyn, N.Y.

Ice Cream Freezers

Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs

D. Ackland & Son, Ltd., Winnipeg.

Incubators

Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed

H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic

Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision

L. S. Starrett Co., Athol, Mass.

Ironing Boards

J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated

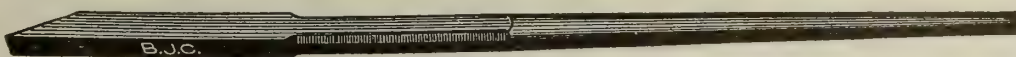
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles

Can. Foundries & Forgings, Ltd., Brockville, Ont.

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DOMINION BRAND****J. H. McCOMB, LIMITED**Manufacturers of all kinds of
Building Paper, Pitch and Coal Tar**MONTREAL****FORSTNER BITS**

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

CANADIAN TUBE & IRON CO., LIMITED**MANUFACTURERS OF****BOLTS and NUTS**

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Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.

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Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - MONTREAL**The Peterboro Lock Mfg. Company, Limited**

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Established 1885

MANUFACTURERS OF**BUILDERS' HARDWARE**

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

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Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural

Baines & Peckover, Toronto.

Irons

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline

Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes

Stanley Rule & Level Co., New Britain, Conn.

Jack Screws

Canada Foundries & Forgings, Brockville, Ont.

Jardinières

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans

Boston Varnish Co., Everett Station, Boston, Mass.

Kettles

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws

Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent

Corning Glass Works, Corning, N.Y.

Knife Sharpeners

J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table

Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's

Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty

Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extension, Store, etc.

Allith Mfg. Co., Ltd., Hamilton, Ont.

Beatty Bros., Ltd., Fergus, Ont.

John Calender Mfg. Co., St. Paul, Minn.

Milbradt Mfg. Co., St. Louis, Mo.

Otterville Mfg. Co., Ltd., Otterville, Ont.

Stratford Mfg. Co., Stratford, Ont.

Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic

Baines & Peckover, Toronto.

Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten

Busters Jackson Co., Toronto.

The Canadian Laco-Phillips Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Churton & Taylor, Toronto.

North American Hardware Co., Ltd., Montreal.

Lamp Black

L. Martin Co., New York, N.Y.

A. Ramsay & Son Co., Montreal.

Wilkes-Martin-Wilkes Co., New York.

Lamp Chimneys

Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting

Great West Electric Co., Ltd., Winnipeg, Man.

Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile

Dominion Battery Co., Ltd., Toronto, Ont.

North American Hardware Co., Ltd., Montreal.

Lamps, Lanterns, Electric, Hand

Canadian General Electric Co., Toronto.

Canadian National Carbon Co., Toronto.

Dominion Battery Co., Toronto.

Interstate Electric Novelty Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Spielmann Agencies, Montreal.

Lamps, Tungsten

Canadian Laco-Phillips Co., Toronto.

Canadian Tungsten Lamp Co., Hamilton, Ont.

North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen

Canadian Laco-Phillips Co., Toronto.

Canadian Tungsten Lamp Co., Ltd., Hamilton.

Toronto, Montreal, Winnipeg.

North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene

National Stamping & Electric Works, Chicago.

North American Hardware Co., Ltd., Montreal.

Powerlight Co., Winnipeg, Man.

Lanterns, Oil

Thos. Davidson Mfg. Co., Montreal.

Ontario Lantern & Lamp Co., Hamilton, Ont.

Schultz Mfg. Co., Hamilton, Can.

E. T. Wright Co., Hamilton, Ont.

Latches

Can. Foundries & Forgings, Ltd., Brockville, Ont.

National Mfg. Co., Sterling, Ill.

Lathe Dogs, Drop-forged

Williams & Co., J. H., Brooklyn, N.Y.

Laundry Tubs, Iron, Plate, Cement

Empire Mfg. Co., London, Ont.

Lawn Swings

J. E. Beauchamp & Co., Montreal.

Lawn Mowers

Canada Foundries & Forgings, Ltd., Brockville.

Clonper Lawn Mower Co., Dixon, Ill.

Milbradt Mfg. Co., Sterling, Ill.

Taylor-Forbes Co., Guelph, Ont.

S. P. Townsend & Co., Orange, N.J.

Lawn Sprinklers

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black

John Oakley & Sons, London, Eng.

Leather Belting and Soles

Beardmore & Co., Toronto.

Lead, Sheets and Pipe

Canada Metal Co., Toronto.

Empire Mfg. Co., London, Ont.

Hoyt Metal Co., Toronto.

A. C. Leslie & Co., Montreal.

Lead Traps and Bends

Canada Metal Co., Toronto.

Empire Mfg. Co., London and Toronto.

Hoyt Metal Co., Toronto.

Lace Leather

Wm. Taylor, Parry Sound, Ont.

Lead Washers

Canada Metal Co., Ltd., Toronto.

Levels

H. Dimston & Sons, Toronto.

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

L. S. Starrett Co., Athol, Mass.

Level Glasses

Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store

Benjamin Electric Co., Toronto.

Lighting Fixtures, Store

Benjamin Electric Co., Toronto.

Lines, Wire, Clothes

Walter Woods & Co., Hamilton.

Western Wire & Nail Co., London.

Linoleum Finishes

Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil

Brandram-Henderson, Montreal.

Dominion Linseed Oil Co., Baden and Toronto.

R. C. Jamieson & Co., Ltd., Montreal.

Prairie City Oil Co., Winnipeg, Man.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

Locomotive Tools

Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools

Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Thos. Pink & Co., Pembroke, Ont.

Mantles, Gas

Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work

Empire Mfg. Co., London, Ont.

Matches

E. B. Eddy Co., Hull, Que.

Mats, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers

Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers

Cameron & Campbell, Toronto.

Metals, Expanded

Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.

Atlas Metals & Alloys Co., Montreal.

Baines & Peckover, Toronto.

Canada Metal Co., Toronto.

Hoyt Metal Co., Toronto.

Talman Brass & Metal Co., Hamilton, Can.

A. C. Leslie & Co., Montreal.

Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights

Siding, Cornices, Ventilators, Valley Windows.

Doors, etc.

Metallic Roofing Co., Toronto.

Pedlar People, Oshawa, Ont.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica

A. G. Martin, Ottawa, Ont.

Menders, Utensils

Collette Mfg. Co., Collingwood.

H. Nagle Co., Montreal.

Meters

Canadian General Electric Co., Toronto.

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North American Hardware Co., Ltd., Montreal.

Vol-Peek Mfg. Co., Montreal.

Micrometers

Goodell-Pratt Co., Greenfield, Mass.

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Milling Cutters

Pratt & Whitney Co., Ltd., Dundas.

Milk Cans

Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors

Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws

H. Disston & Sons, Ltd., Toronto.

Molasses Gates

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motor Trucks

Canadian Pneumatic Tool Co., Ltd., Montreal, Que.

Ford Motor Co., Ford Ont.

Motors

Canadian General Electric Co., Ltd., Toronto.

Motor Cycles

Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

North American Hardware Co., Ltd., Montreal, Q.

Motor Trucks

Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Motor Generators

Canadian General Electric Co., Ltd., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Northern Electric Co., Montreal.

Nails, Wire

Canadian Tube & Iron Co., Ltd., Montreal.

Caverhill, Learmont & Co., Montreal.

Colonial Wire Mfg. Co., Ltd., Montreal.

H. S. Howland, Sons & Co., Toronto.

Ladlaw Bale-Tie Co., Ltd., Hamilton.

Lewis Bros., Ltd., Montreal.

Steel Co. of Canada, Ltd., Hamilton, Ont.

Farmer & Bulloch, Gananoque, Ont.

Western Wire & Nail Co., London.

Nail Pullers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe

Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes

Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oil Cans

Cannon Oiler Co., Keithsburg, Ill.

Oil Cakes and Meal

Canada Linseed Oil Co.

Dominion Linseed Oil Co., Toronto.

Oil, Coal

Imperial Oil Co., Toronto.

Oils, Cylinder

Imperial Oil Co., Ltd., Toronto.

Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers

Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separ-

ator and gas Engine

Imperial Oil Co., Ltd., Toronto.

Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves

Thos. Davidson Mfg. Co., Ltd., Montreal.

S. F. Bowser & Co., Inc., Toronto, Can.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers

Cannon Oiler Co., Keithsburg, Ill.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Sheet Metal Products Co. of Canada, Toronto.

Orange Deriders

J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings

Metallic Roofing Co., Toronto and Winnipeg.

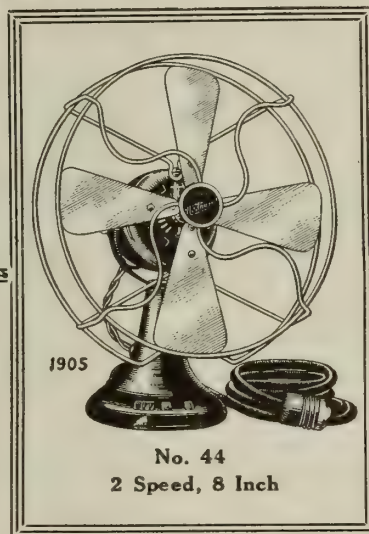
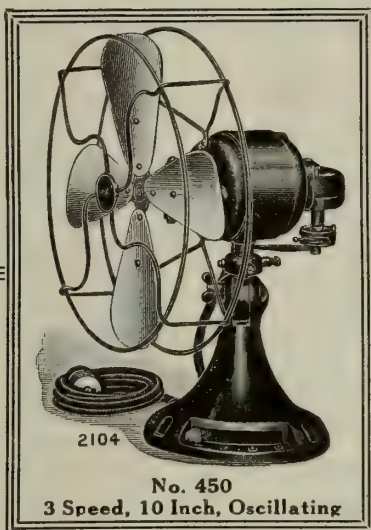
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Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence

Electrical

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Fans
For Hot
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Selling!**

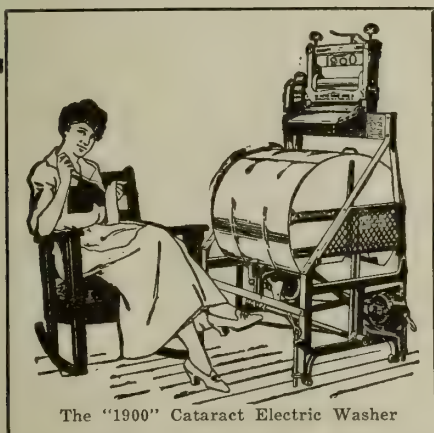


A prominent counter window display of these two popular styles of Northwind Fans will mean sales for you throughout the hot weather period.

Try it. Order from

FACTORY PRODUCTS LIMITED

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With the addition of our two newest and greatest models, the "1900" line is complete.

The "1900" Cataract Electric Washer

These most modern washers, as well as the other "1900" machines—the Gravity, Water Power and Gasoline Motor Washers—are sold everywhere through our extensive advertising, which is the largest publicity campaign conducted for washing machines in Canada. Inquiries in large numbers result from this ad-

The Washers the Women Want

The articles that are in demand are the profitable ones, from the Hardware Man's standpoint. Those that are hard to sell—the unknown ones—prove less lucrative, in the long run.

It's Profits That You Want

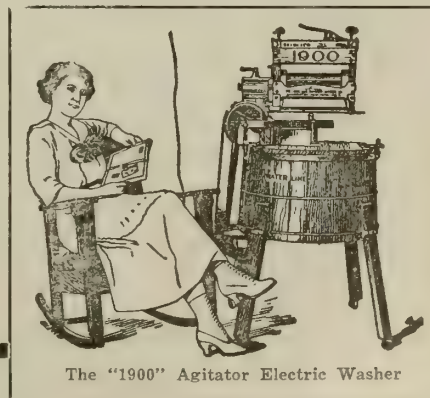
and you can get them from "1900" Washers.

For more than twenty years we have been making and selling nothing but washing machines—the very best that can be made. Our whole attention has been centred on "1900" Washers, on perfecting and developing new models.

The "1900" Agitator Electric Washer

vertising, and these inquiries are turned over to such "1900" dealers as have proven their worth in their different territories.

If there is no one selling "1900" Washers in your territory there is a chance for you. Make use of it by writing to-day to the Wholesale Department.



THE "1900" WASHER COMPANY
257 Yonge Street - - Toronto

If interested, tear out this page and place with letters to be answered.

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Perforated Sheet Metals

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Percolators, Coffee

Canadian General Electric Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles

J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines

Cushman Motor Works, Ltd., Winnipeg, Man.

Piston Rod Packing

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Pistols

Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper

Canada Metal Co., Ltd., Toronto.

Phonographs

Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.

Dominion Sewing Machine-Phonograph Co., Winnipeg.

Pig Iron

A. C. Leslie & Co., Ltd., Montreal.

Nova Scotia Steel Co., New Glasgow, N.S.

Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon

Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)

Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies

Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized

American Rolling Mills, Middletown, Ohio.

Canada Metal Co., Toronto

Canadian Tube & Iron Co., Ltd., Montreal

Caverhill, Learmont & Co., Montreal.

Empire Mfg. Co., London, Ont.

Steel Co. of Canada, Ltd., Hamilton

Thos. Davidson Mfg. Co., Ltd., Montreal.

Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conductor

Metallic Roofing Co., Toronto and Winnipeg

Pedlar People, Ltd., Oshawa

Thos. Davidson Mfg. Co., Ltd., Montreal.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg

Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead

Canada Metal Co., Toronto

Hoyt Metal Co., Toronto

Pipe, Stove

Collins Mfg. Co., Toronto

Soren Bros., Toronto

Pipe, Rain Water Conductor

Canada Metal Co., Toronto

Metallic Roofing Co., Toronto

Pliers, Cutting

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Goodell-Pratt Co., Greenfield, Mass.

Plowshares

D. Ackland & Son, Winnipeg

Plugs, Rubber

Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools

Empire Mfg. Co., London, Ont.

Plumbers' Supplies, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Planes

Caverhill, Learmont & Co., Montreal

Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequer

Baines & Peckover, Toronto.

Polishes

Buffalo Specialty Co., Buffalo, N.Y.

Channel Chemical Co., Toronto.

Imperial Oil Co., Ltd., Toronto.

Polishing Heads

Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife

Jno. Oakley & Sons, London, Eng.

Poles, Electric Light

Northern Electric Co., Montreal

Pole Line Material

Canadian General Electric Co., Ltd., Toronto

Great West Electric Co., Ltd., Winnipeg, Man.

Northern Electric Co., Montreal

Pedlar People Ltd., Oshawa

Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets

Toronto Lock Mfg. Co., Toronto.

Poultry Netting

Thos. Birkett & Son Co., Ltd., Ottawa.

A. C. Leslie & Co., Ltd., Montreal

B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands

Rideau Specialty Co., Smith's Falls, Ont.

Pulls

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps

Reatty Bros., Ltd., Fergus

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Empire Mfg. Co., London, Ont.

R. McDonald Co., Ltd., Galt.

F. E. Myers & Bro., Ashland, Ohio.

Pump Oilers

Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.

Goodell-Pratt Co., Greenfield, Mass.

North Bros. Mfg. Co., Philadelphia, Pa.

Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Patty

Brandram-Henderson, Montreal.

R. C. Jamieson & Co., Ltd., Montreal

Canada Paint Co., Montreal

Benjamin Moore & Co., Ltd., Toronto

A. Ramsay & Son Co., Montreal

Steel Co. of Canada, Ltd., Hamilton

G. F. Stephens & Co., Winnipeg

Sherwin-Williams Co., Montreal

Pneumatic Tubes

Gipe Hazard Store Service Co., Toronto

Pulleys

Canada Foundries & Forgings, Brockville

Quoits

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators

Empire Mfg. Co., London, Ont.

Radiator Valves

Jenkins Bros., Ltd., Montreal

Railroad Supplies, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Jas. Morrison Brass Mfg. Co., Toronto

The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes

Ward & Payne, Sheffield, Eng.

Razors

Auto-Strop Safety Razor Co., Toronto

Geo. Butler & Co., Ltd., She., Eld, Eng.

Caverhill, Learmont & Co., Montreal

Geneva Cutlery Co., Geneva, N.Y.

James Hutton & Co., Montreal

Gillette Safety Razor Co., Ltd., Montreal

Landers, Frary & Clark, New Britain, Conn.

Wilkinson Sword Co., Sheffield, Eng.

Reamers

Pratt & Whitney Co., Ltd., Dundas

Butterfield & Co., Rock Island, Que.

Ratchet Drills

Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills

Goodell-Pratt Co., Greenfield, Mass.

Refrigerators

Thos. Davidson Mfg. Co., Ltd., Montreal.

Renfrew Refrigerator Co., Renfrew, Ont.

Soren Bros., Toronto

Refrigerator Hardware

Toronto Lock Mfg. Co., Toronto.

Registers

Barton Netting Co., Ltd., Windsor, Ont.

Canada Foundries & Forgings, Brockville

Enterprise Mfg. Co., Sackville, N.B.

Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles

Harrington & Richardson Arms Co., Worcester, Mass.

Rivets

Parmenter Bulloch Co., Gananoque, Ont.

Roofing, Ready

Rird & Son, Hamilton, Can.

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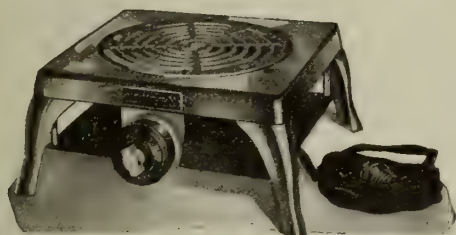
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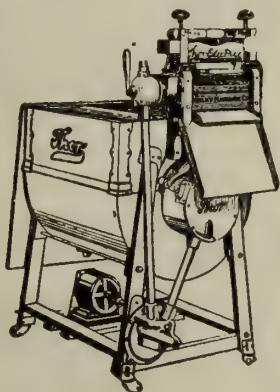


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"You Will Yet Be Glad"

PPRIVATE PEAT, who has sprung into fame through his books and extensive platform work, contributes an article to the August issue of MACLEAN'S MAGAZINE under the above heading. It is a cheery, optimistic message, contrasting conditions in 1914 with things as they are to-day. Private Peat, always a "headliner," is at his best in this article. But

Private Peat is only One of Many Features

In August MACLEAN'S there are half a dozen other writers with just as much "pull." Glance at this list:

"The Strange Adventure of the Man from Medicine Hat," a striking mystery story. By *Arthur Stringer*

"The Three Sapphires," a splendid serial story. By *W. A. Fraser*

"Keeping Borden in London," a fearless summary. By *Lt.-Col. John Bayne Maclean.*

"The Enemy Under the Earth," an article on the most terrifying phase of modern warfare—sapping warfare under the earth. By *Lt. C. W. Tilbrook.*

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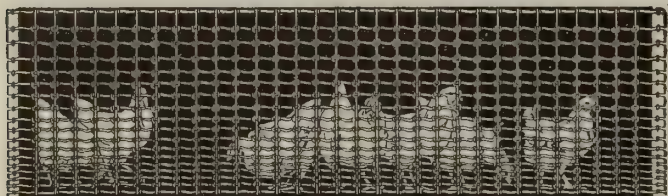
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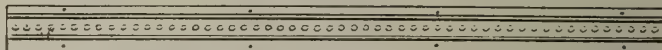
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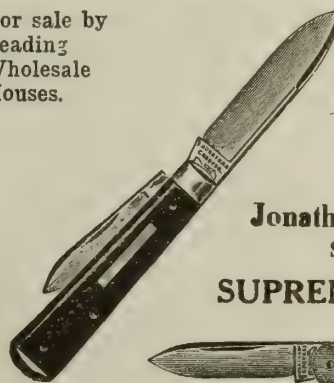
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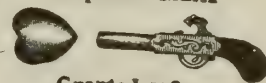
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Realities of the Western Crop Situation

ON the principle that first-hand facts are the best for business especially when the facts are not over-encouraging, THE FINANCIAL POST sent its Editor direct to the Western harvest areas to secure reliable information on the actual conditions of the crops, and their effect on the business outlook.

Money, time, and trouble were not spared in the effort to give POST readers the realities of the crop situation, because the business welfare of Canada is based on facts known early, and appreciated to the full. With this in view THE POST is giving valuable reports on the Western harvest from direct, first-hand, and authoritative sources.

These reports are thoroughly fair and uncolored either with rosy tints or darker shades. POST reports always aim to show conditions as they really are. A copy of the August 10th issue of THE POST will be sent you free on request. Here are some of its important contents:

Hundred Million Bushels of Wheat Estimated in West.
Frost Damage Was Very Severe in Saskatchewan.
The Business Situation as Viewed at Winnipeg.
Shall Victory Bonds Be Taxed or Tax-Exempt?
Canada's Natural Resources are a Great Asset.
One Hundred Million Increase in Trade With States.
The Government is Again Drawing Upon the Banks.
Lifting of the Ban on Pork Products.
Minister of Agriculture Condemns 'Phone and Check Book Farming.
British Columbia Fisheries Combine.
Labor Supply of the United States is Controlled.
Sugar Tickets May Be Used in Canada.
Small Increase Shown by Weekly Bank Clearings.
Manager Follows Social News to Identify Customers.
Crop Prospects Affect Market for B.C. Timber.
Bank Mergers are Under Discussion.
The Western Crop Situation—(Editorial).
John McCormack—Singer—Also Good Business Man.
Uncle Sam—No Bluffer. By G. A. Simpson.
Ruthless Trade Conquest Plans by the Germans.

These are just a few of the more important contents of THE POST for August 10th. In each and every item you will find the outstanding qualities of accuracy, businesslike brevity, and readableness which are making THE FINANCIAL POST OF CANADA the paper worth while for alert business men who keep well informed. Send for a subscription to-day using this form.

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H. & M. 8A

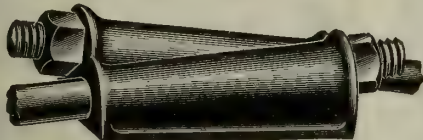
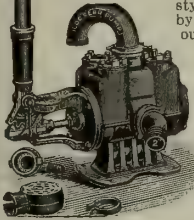
The Pump on the Threshing Tank should be a MYERS

for in Myers Tank Pump is found pumping service of exceptional merit inasmuch as Myers Cog Gear Double Acting Low Down Tank Pumps operate 33 1/3 % easier, have larger capacity and last much longer than the ordinary every day tank pump.

Myers Tank Pumps are built for hand or power operation, in several styles, and are distributed by leading jobbers throughout Canada.

It's an easy matter for you to get them quickly, just as it is for you to sell them. Circulars and name of Jobber gladly supplied.

F. E. Myers & Bro.
Ashland, Ohio



Malleable Iron Lugs

SILOS TANKS
WOOD PIPE LINES

Variety of patterns, using round and flat bands.

Otterville Manufacturing Co.
LIMITED
OTTERVILLE, ONT.



OAKEY'S

The original and only
Genuine Preparation
for cleaning Cutlery
'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

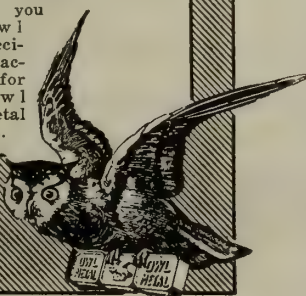
Emery, Black Lead, Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

OWL METALS

Somebody's selling Babbitt and kindred alloys in your locality. You would be that somebody if you pushed Owl Metals. Especially Owl Traction Babbitt for Tractors. Owl Babbitt Metal for Threshers.

OWL METAL
COMPANY
WINNIPEG



LONDON

HIGH GRADE

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices. The consignments you receive from time to time are the same through and through. Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzel, Vancouver.

BARIRON

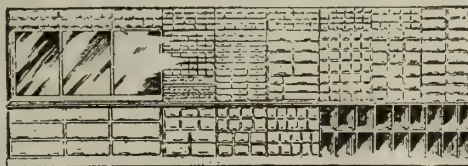
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases
All kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.
CAMERON & CAMPBELL
Sole Manufacturers Toronto, Canada

Electros? YES, we have over 300 DIFFERENT ELECTROS

WRITE FOR CATALOGUE

HARDWARE and METAL

143-153 UNIVERSITY AVE. TORONTO, CAN.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BADGES

Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.



STOVE & ELECTRICAL MICA

Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.

Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK Retail Prices

Challenge adjustable Leg Bands 15c per doz. 85c per 100
Single spiral colored bands 20c per doz. 90c per 100
Three spiral colored bands 25c per doz. \$1.25 per 100
Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

H.E.ROSS THE RIDEAU SPECIALTY CO.
MANUFACTURERS SMITHS FALLS ONT.

ALLEN FLUX
NON-ACID—FOR SOLDERING

Start a "hurry-up and fix-up" campaign and keep your repair department crowded. Allen Soldering Fluxes will make your work easier, quicker and better.

BISSETT & WEBB LTD.
126 Lombard St., Winnipeg, Canada

at it
since
'93

CLIMAX BALER

MANUFACTURERS OF Baling Presses
HAND-BELT OR ELECTRIC POWER
EMERALD & BURTON STS. HAMILTON ONT

TRADE SAWYER MARK

Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"

PLEWES LIMITED, Distributors.
WINNIPEG
A good concern to do business with

STERLING

Hack Saw Blades and Machines

Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

DENNISTEEL

Made in Canada.

Lockers
for
Factories
Stores, Offices
Etc.



THE DENNIS WIRE AND IRON
WORKS CO. LIMITED
LONDON

PATENTS
PATENT YOUR IDEAS

Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fees returned.

Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

BATH ROOM FITTINGS

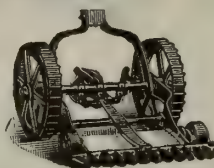
KINZINGER, BRUCE
& CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

"Maple Leaf" Brand
BELTING
Maple Leaf Brand
Belt Dressing
DOMINION BELTING CO. LTD.
HAMILTON, CANADA

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.

Help Wanted

An ad for help in the Classified Advertising Section will bring the right kind of replies.

Try It Out.

Hardware and Metal

Classified Advertising Section

143-153 University Ave., Toronto

The PARMENTER BULLOCH CO., Ltd

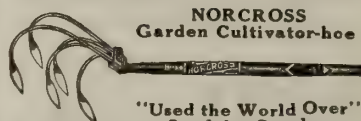
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bituminated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Feloe Plates.

FILES AND RASPS

English made, by Thos. Firth Sons, Sheffield. Your repeat orders can be supplied here. Send for stock sheet.

DES ROCHERS, LIMITED, 268 Centre St., Montreal



NORCROSS
Garden Cultivator-hoe

"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.



Manufacturers of Builders' Hardware,
Carriage and Steel Stampings.

NATIONAL HARDWARE CO.
LIMITED

ONILLIA ONTARIO, CANADA

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



MADE BY

A. SHAW & SON, London, England.

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

Wanted

HELP WANTED

HARDWARE TRAVELER FOR CITY OF
Toronto. Apply Box 81, Hardware and
Metal, Toronto.

YOUNG, ENERGETIC HARDWARE TRAV-
eler for Western Ontario. Apply Box 88,
Hardware and Metal, Toronto.

EXPERIENCED COMMISSION MEN FOR
Manitoba, Saskatchewan, Alberta and British
Columbia, to call on hardware and furniture
trade in small towns as well as large. Territory
must be covered often, therefore prefer one man
to cover one or two provinces only. Give full
particulars and references in first letter. Box
49, Hardware and Metal.

WANTED—AT ONCE, EXPERIENCED HARD-
ware clerk, one not liable for military service.
Apply, stating age, experience and salary re-
quired. Fred W. Karn, Woodstock, Ont.

FOR SALE

LAMP AND LANTERN BURNERS
100 DOZEN REED'S PERFECT BRASS LAMP
Burners, with cone reflectors. Size B,
\$1.50 doz.; 10 doz. size A, \$1.15 doz.; 10 doz.
lantern Reed burners (brass), \$1.50 doz.; 100
doz. job Banner brass lamp burners, 75c doz.
It's up to you if you want a bargain. Box 504,
Hardware and Metal, 128 Bleury St., Montreal.

C. BRAND HORSE NAILS, GUARANTEED
first quality, put up in 1-lb. carton, 25-lb.
case, 15c. lb. (200 lbs. and over, 10c. lb.). Nos.
4, 5, 6, in stock. All the same prices. Box 505,
Hardware and Metal, 128 Bleury St., Montreal.

GOOD HARDWARE BUSINESS FOR SALE
in a coming great industrial town;
stock about \$6,000. Anybody wanting to secure
a good business with excellent prospects should
not fail to investigate this. Box 83, Hardware
and Metal.

SITUATIONS WANTED

EXPERIENCED HARDWARE TRAVELER
desires to make change. Many years' ex-
perience and good connections. Prefer position as
manufacturer's representative. Box 109, Hard-
ware and Metal, Toronto.

AGENCIES WANTED

AGENCIES WANTED HALIFAX AND NOVA
Scotia. Experienced sales manager invites
correspondence from high grade manufacturers'
hardware or similar lines. Commission or salary
basis. Could carry local stock. Box G161, Hard-
ware and Metal.

LINES WANTED FOR WESTERN ONTARIO
by experienced salesman. Territory covered
six times a year, calling on hardware and fur-
niture trade. Commission or salary basis. Box
48, Hardware and Metal.

AGENCIES WANTED FOR PROVINCE OF
Quebec and Eastern Canada. We are con-
stantly in touch with hardware jobbers of this
territory. Write Box 50, Hardware and Metal,
Montreal.

AGENTS: EXCLUSIVE TERRITORY FOR
"World's Best System of Lightning Protec-
tion." Big profits and large volume of sales for
hustlers. George E. Thompson Lightning Rod
Co., Owatonna, Minn.

This page is the logical place
for anyone in the Canadian
hardware trade to place his
"condensed" advertisements if
he wants anything that can be
supplied by any other Canadian
hardwareman.

Do you want a clerk or store
manager?

Do you want a position as
clerk or travelling sales-
man?

Do you want a traveller?

Do you want to sell or ex-
change your business?

Do you want to buy a hard-
ware business?

Do you want to buy or sell
any store equipment?

If so, sit down now, and draft an
advertisement for Hardware and
Metal's "Wanted" page, setting
forth just what you want, and
stating your needs or qualifications.

Such an advertisement will auto-
matically seek out for you, the only
people you want to reach—those
who are actively engaged in sell-
ing hardware, in Canada.

The cost?

Trifling! Two cents per word for
first insertion and one cent per
word for each subsequent insertion
of the same advertisement. Each
figure is counted as a word, and a
charge of 5 cents extra per inser-
tion is made when Box Number is
required. In this way the adver-
tiser's name is kept confidential.

Copy for Condensed Advertisements
should reach the Toronto
office of Hardware and Metal not
later than Thursday morning to
catch the current week's issue. In
order to save unnecessary corres-
pondence and bookkeeping, please
remit with copy, preferably by
money order.

MISCELLANEOUS

WANTED—AT ONCE, SET OF SECOND-HAND
tinsmith tools in good condition. Address
Box 91, Hardware and Metal, Toronto.

STOVE REPAIRS FOR GARLANDS, PEN
Esthers, Acmes, Sunlights, Silver Kings,
Souvenirs, Welcomes, Crown Hurons, Peninsulars,
Jewels, Pandoras, Favorites, Imperial Oxfords,
and all kinds of Ranges and Heaters. Write for
list and prices. Grundy Bros., Strathroy.

WAREHOUSE AND FACTORY HEATING
systems. Taylor-Forbes Company, Ltd. Sup-
plied by the trade throughout Canada (tf.)

GOOD STENOGRAPHERS ARE WHAT EVERY
employer wants. The place to get good
stenographers is at the Remington Employment
Department. No charge for the service. Reming-
ton Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY IN-
stalling an Otis-Fensom hand-power elevator
you can use upper floors as stock room or extra
selling space, and increase space on ground floor.
Costs only \$70. Write for catalogue "B." Otis-
Fensom Elevator Co., Toronto.

ADDING TYPEWRITER WRITE, ADD OR
subtract in one operation. Elliott Fisher
Limited, Room 314 Stair Building, Toronto.

Canadian National Exhibition

Aug. 26 TORONTO Sept. 7

300,000 admissions sold first day of advance
sale. Come with the crowds to the great-
est Exposition in the 40 years' history of
the C.N.E.

"The Heroes of Britain"

A production of tremendous
force and beauty, with 1200
participants. All the colorful
paraphernalia of romance and
history in the making. Inspir-
ing, dramatic—a spectacle every
Canadian should see.

MOVEMENT - LIFE - SPLENDOR A Patriotic Thrill in every scene

Giant livestock and agricultural display—Gov-
ernment exhibits—demonstrations of vocational
training by 50 blind and maimed returned soldiers
—farming on factory lines: colossal exhibits of
labor-saving devices—Government patriotic food
show—Creator's world-famed band—Allies ex-
hibits of fine arts—AND A WORLD OF OTHER
SPECIAL ATTRACTIONS.

Price of admission is unchanged **25 cents**

Consult your local agent regarding rail-
road fares and augmented train service.

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WANTED, AT ONCE — CAPABLE HARDWARE man to manage retail hardware business in thriving Ontario town. State experience, salary expected, and give references. Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of **HARDWARE AND METAL**. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading **HARDWARE AND METAL**.

USE THE WANT AD PAGE



"HENDRYX"

Parrot Cages

The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter—profits.

The cups are of tinned iron, non-rusting and indestructible.

Order a stock for May and June—the parrot season.

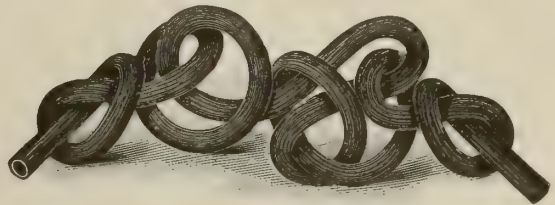
THE ANDREW B. HENDRYX CO.

New Haven, Conn.



"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

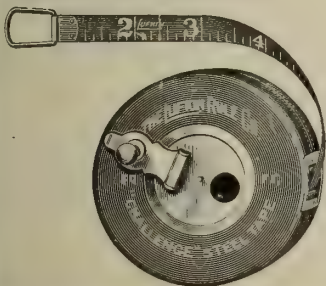
MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria

LUFKIN

Measuring Tapes



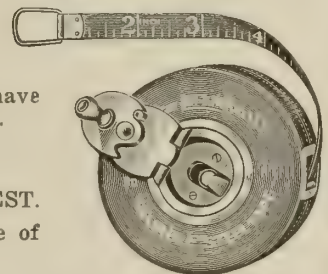
are the market's staple in their line, and while guaranteed, have a reputation for dependability better than any guarantee.

ACCURACY is the backbone of that reputation.

Our tapes are well fitted in every way to do their work.

ON SALE EVERYWHERE. CATALOGUE ON REQUEST.

Ask also for circular of *Instantaneous* Readings, one of the many improvements brought out by us.



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS.

Talk No. One Hundred and Fifty-Eight

With United States exchange at two per cent. or higher, our invoices to jobbers and manufacturers ought to look pretty good. Believe me—it's some saving to them and enables them to sell the trade that much cheaper.

TINKER TOM.

Look for Talk No. 159 Next Week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA



McKinnon Industries Limited

St. Catharines, Ontario



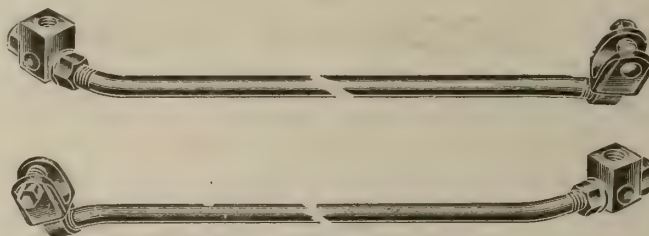
Improved No. 1 Valve Spring Lifter For Ford Cars

A FEW FACTS:

1. Specially designed for Ford Cars.
2. This Lifter is made of strong, tough, malleable iron.
3. Can be folded together, occupying very little space in tool chest or roll.
4. The improved ratchet holds the lifter in any desired position when compressing a valve spring.
5. You have the free use of both hands.
6. The springs are made from selected spring stock.
7. The slot at the end of arms is **WIDE** and the stock heavy.
8. Length overall, 8 $\frac{3}{4}$ inches.
9. Weight for mailing, approximately 1 lb.
10. Carefully packed in carton properly labelled.

LIST PRICE

No. 1 65 cents each



Auxiliary Radius Rod for Ford Pleasure Cars and Ford One-Ton Trucks

You will add 100% to the strength of Axle and Radius Rod already on Ford Cars.

The Clamps are Solid and of Selected Malleable Iron. The Bar is **SOLID** $\frac{5}{8}$ -inch, carefully selected material and machine threaded. The finish is black Japan, properly baked on.

NOTE, Mr. JOBBER:

All "Ford" One-Ton Trucks should be equipped with McKINNON HEAVY RADIUS RODS.

WEIGHT 8 lbs. per Set

LIST PRICE \$3.90 per Set

McKinnon Industries Limited

St. Catharines, Ontario

30TH ANNUAL FALL NUMBER

HARDWARE AND METAL

Vol. XXX.

CANADA

No. 34.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLICATION OFFICE, TORONTO

MONTREAL

WINNIPEG

NEW YORK

BOSTON

CHICAGO

LONDON, ENG.



Painted expressly for Brandram-Henderson, Ltd.

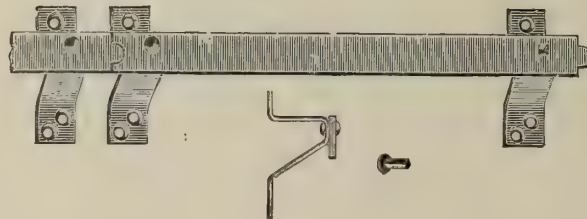
TO-LO-CO

*has a kind to suit the needs of rural
Canada*



Hinge No. 15

Heavy wrought iron door hinge with malleable iron knuckle. Stock size 24 and 30-inch. Size of strap $\frac{3}{8}$ x 2 inches. Any size made to order.



Barn Door Track

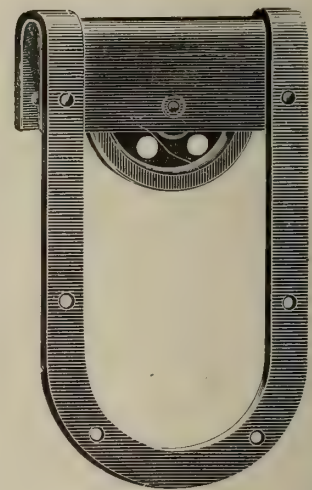
This steel track, complete with brackets, is made specially for the hanger shown below to the right. Size $1\frac{1}{4}$ x $\frac{3}{16}$ inch, in 4, 6, 8 and 10-foot lengths.

Barn Door Hanger (To the right)

Made with wrought steel frame with roller-bearing wheels. Track used shown above.

No. 0—3" Wheels, Jap'd; No. 1—3½" Wheels, Jap'd;
No. 2—4" Wheels, Jap'd.

THE day of the old barn door with its sagging and its broken hinges has long since become a thing of the past. The farmer of to-day is susceptible to modern ideas and among others is adopting modern door hangers and hinges as part of the necessary equipment of his farm.



*Write for the To-Lo-Co. catalog showing our range of Door Hangers,
Stay Rollers, Track, Hinges, Etc.*

TORONTO LOCK MFG. CO.

Factories: Patterson Place
TORONTO, CANADA

HERE SINCE 1855

**Tinplates
Canada Plates
Black and Galvanized Sheets
Polished Sheets
Lead Coated Sheets
Zinc Sheets
Copper Sheets
All Grades**

COMPLETE STOCKS

M. & L. SAMUEL, BENJAMIN & CO.

Cor. King St. and Spadina Ave.

TORONTO, ONTARIO

Let's Cash In Together on Millers Falls Advertising

Millers Falls Bit Braces have been as staple in the hardware trade for forty years as sugar in a grocery store.

Now we are pushing Millers Falls Bit Braces in a nation-wide consumer advertising campaign which reaches 4,000,000 men—mechanics and amateur users.

We are featuring our bit brace as "The Third Tool" for every householder—the universal boring tool that should come next after the hammer and the screw-driver in every man's tool box.

War time starts new economies. Men are making household repairs themselves to-day who used to call in a carpenter every time they had a screw to drive or a hook to put up.

Amateur users are your best tool prospects, and it pays to get after them strong. Begin by getting behind our advertising and feature our bit braces and other tools. Put Millers Falls Braces and other tools in your windows and out in the front of your store where people can see them.



Here's a counter display stand that shows the same No. 732 brace that we are featuring in our advertising. Free with a half-dozen braces. We also supply mailing slips that feature our braces and connect your store with our big advertising.

Our booklet, "How to Sell More Tools," is full of money-making pointers. Free on request.

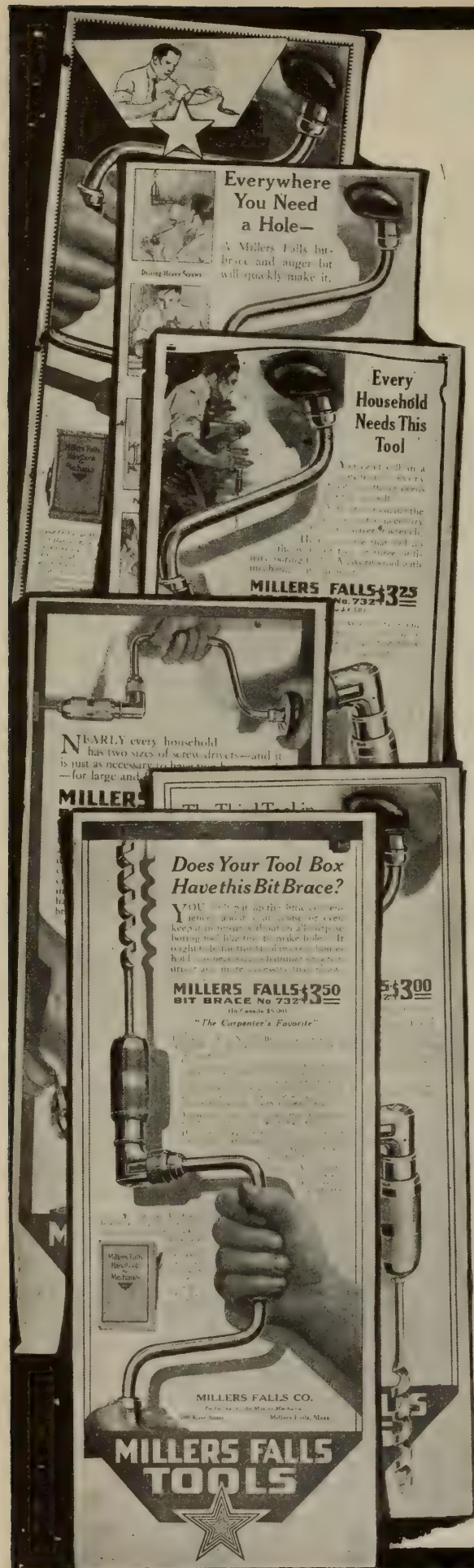
Write us to-day, giving the name of your local jobber.

MILLERS FALLS COMPANY

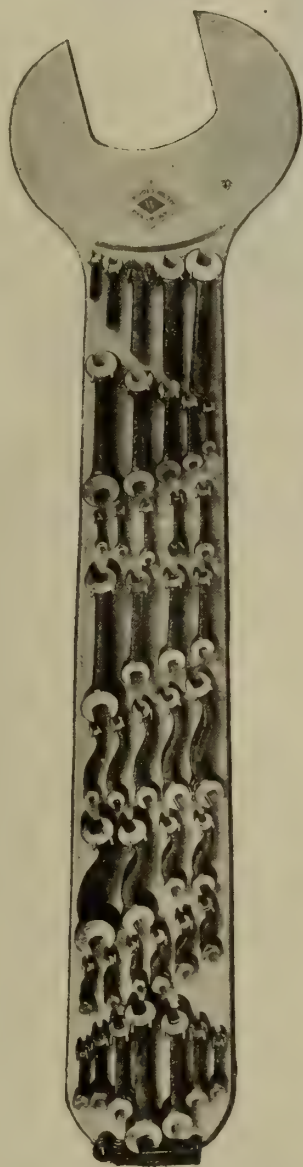
"Toolmaker to the Master Mechanic"

Millers Falls, Mass.

N.Y. Office, 28 Warren St.



Williams' Superior Drop-Forged Wrench "Silent Salesmen"



"Silent Salesman" L, Length, 90 inches; weight 205 pounds. Wrenches, 7 classes, 44 sizes.

WE have all heard of the "influence of the spoken word." Why not give the unspoken word a chance? Let a "Silent Salesman" demonstrate its ability to tell the story of Williams' Superior Drop-Forged Wrenches without words—save your breath and effort for other goods which need more pushing!

These Display Boards, showing popular assortments of Wrenches for various purposes—general hardware and machine shop, automobile, etc.—are constantly and consistently on the job in such a quiet, unobtrusive way that you'll be surprised by their efficiency. Like the "open shelves" of public libraries, where the books are always in sight, ready for examination, they induce circulation because selection to suit individual wants is simplified. Practically all you do is to issue the charge slip and wrap up the goods.

We supply the Boards without charge—you simply buy the Wrenches, which virtually sell themselves.

Ask for descriptive pamphlet—it's free.

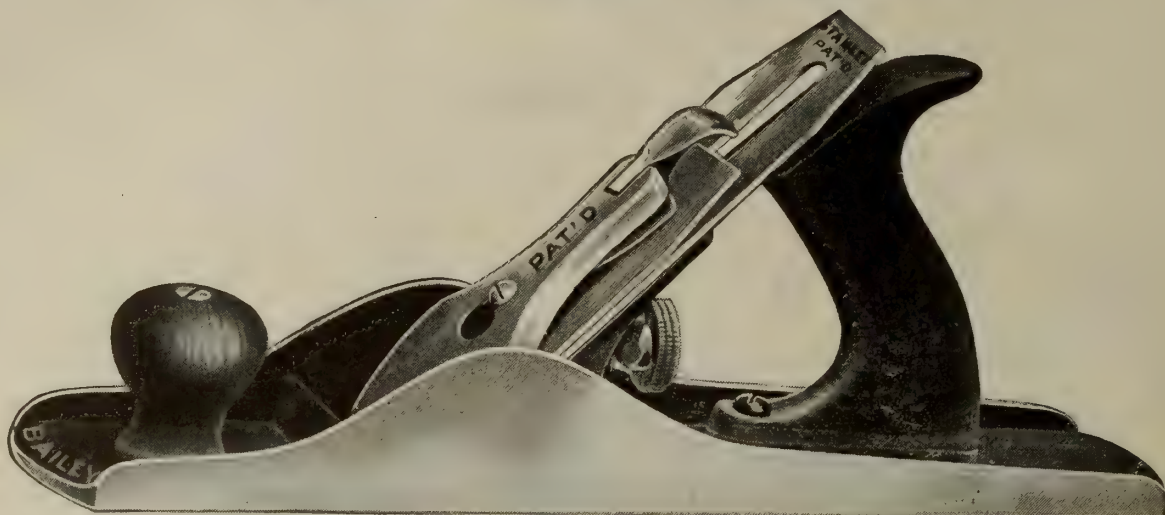
J. H. Williams & Co.

"The Wrench People"

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and
British Columbia.

General Offices:
30 Richards Street, Brooklyn,
N. Y.

Stanley Tools



BAILEY IRON PLANES

The Standard for More Than Fifty Years

Made by the most skilled Plane-makers in the world

The average Carpenter invariably demands a *Bailey*.

He learned his trade by their use as did his father before him. You never have to "carry over" a *Bailey Plane*. They are always in demand and constitute one of the most staple articles a Hardware Dealer stocks.

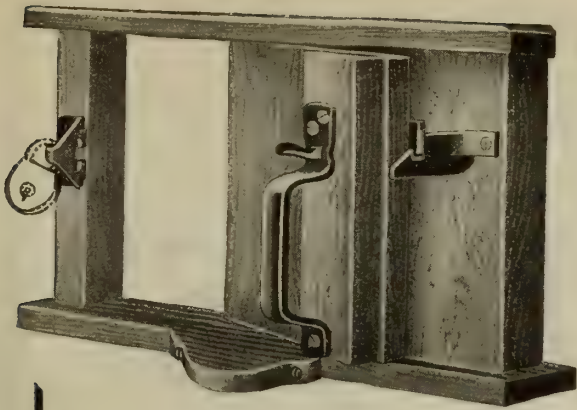
Improvements are constantly being made in their manufacture, tending to make them daily more popular and more sought after by discriminating Carpenters and Mechanics.

If you do not carry these Planes, arrange to do so at once. You will be surprised how your Plane sales will increase.

MADE IN THE CANADIAN WORKS

OF THE

**STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.**

*Door Open*

**“Yes, Sir, I can
Guarantee It;
It’s a National”**

No. 29. The Perfect Barn Door Latch

You can always guarantee a No. 29 Barn Door Latch to thoroughly satisfy your customers’ needs.

For swinging doors it is a perfect Barn Door Latch — made entirely of steel—and so constructed that **HARNESS CAN-
NOT CATCH ON IT.**

The strike is made with a guard, and the bar extends but $\frac{3}{8}$ -inch beyond the edge of the door, making a slight projection on which harness cannot possibly catch.

*Door Closed*

This feature alone will sell it.

The door can be locked by inserting shackle of padlock through slot in strike.

Each latch is supplied with a catch to hold the door open (see illustration).

Envelope with screws attached to each latch. Get our illustrated catalog which tells all about National Products. Printed on high-grade paper with illustrations.

Just drop a postcard to

National Manufacturing Company

STERLING, ILLINOIS

Canadian Eastern Representative:

RICHARDSON & BUREAU

55 St. Francois-Xavier St., Montreal

Order from Your Jobber

“HERCULES” SASH CORD

AND

“STAR”

QUALITY

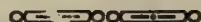
COTTON ROPE

CLOTHES LINES

WRAPPING TWINES

AND

BRAIDED AWNING CORD



Manufactured in Canada

Faultless Caster Company

Evansville



Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of to-day are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

Genco

RAZORS

A Square Foot of Selling Space

*That Can Be Made Very Profitable
In Your Store*

THE space occupied by this Genco Razor Display Case is about one square foot. Besides containing and protecting the razors, it catches and holds the eye and gives the goods a pleasing display. As a salesman it is on the job every minute.

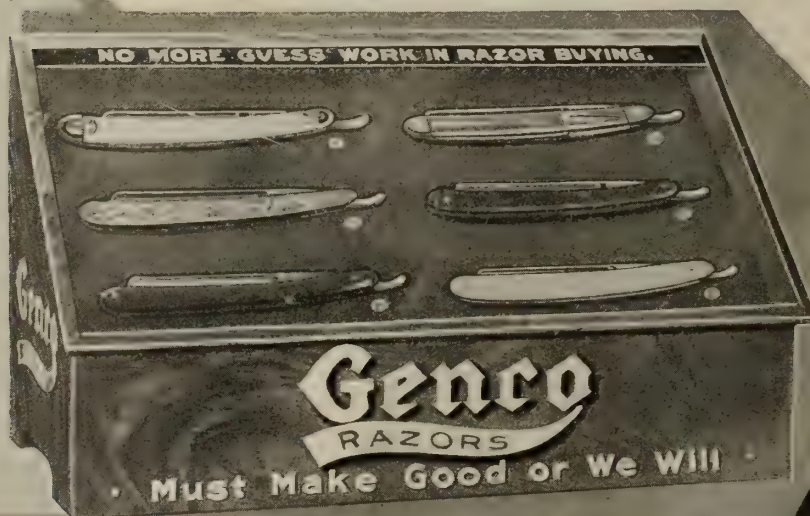
The case is made of pressed steel, with handsome Circassian walnut finish. It holds six Genco Razors of different design on constant display against a background of Royal Purple plush and there is ample room beneath for carrying stock.

All current Genco Razor advertising features this case prominently. It goes to work for you the minute it appears on your counter. Let it be a reminder to your customers of the 500 master cutlers who, in the largest high grade razor factory in the world, grind the quality in and the guess work out of Genco Razors.

We are making a special proposition which included one of those display cases free with your first order. Write for the details of this offer now, while the matter is fresh in your mind. It's quite a good thing. Mention the name of your jobber when writing us.

GENEVA CUTLERY COMPANY

159 Gates Avenue, Geneva, New York



If any advertisement interests you, tear it out now and place with letters to be answered.



On the Prairies



On the Veldt



On the Streets



At the Front

IN EVERY PART OF THE WORLD

BELL  BRAND
BRAND

HORSE SHOES

ARE IN CONSTANT USE
AND GIVING SATISFACTION

THE
BELLEVILLE IRON
AND
HORSE SHOE COMPANY
BELLEVILLE - CANADA

Screw Plates

With Canadian Made

Little Giant

Taps and Dies



KEEN CUTTING

Little Giant taps and dies are noted for their easy cutting qualities. The cutting teeth are relieved in such a way that friction is reduced to the minimum, although the cutting size is in no way affected.

Adjustable, Reversible

Little Giant dies are made with a double bevel on the sides so that they may be reversed in the collet to cut close to a shoulder.

Made in Canada

Send for a catalog.

Wells Bros. Co. of Canada,
Limited

Galt, Ontario

Canadian factory of the
Greenfield Tap and Die Corporation



ARMCO

pledged to
National Service

LET there be an end to democracy," is the cynical challenge of peace-destroying, liberty-hating Prussianized Germany.

"Make the world safe for humanity," is the ringing answer of all peace-loving, liberty-worshipping nations.

And now the vast resources and constructive genius of America are being marshalled to crush German ruthlessness with a superior force of arms, men, supplies, aeroplanes and transports.

Armco (The American Rolling Mill Company) stands pledged to turn its whole productive energy and capacity to the purposes of the nation and our brave allies until complete victory is achieved and the evil doctrine, "might is right," is forever banished.

ARMCO stands for—

American Ingot Iron, the most perfect iron from the standpoint of purity, density, evenness—all physical qualities which make for rust resistance, superior welding and enameling properties, high workability and electrical conductivity.

ARMCO stands for—

One of the most modern and complete manufacturing equipments utilized in the fabrication of high-grade metals.

ARMCO stands for—

A working organization exceptional in ability and spirit—banded and held together under the benevolent policy of the square deal for every man—actuated from president to factory hand by common loyalty, purpose and understanding.

ARMCO stands for—

National service and 100% Americanism both during and after the war.

The more the Nation asks of us, the more we must ask the indulgence of those manufacturers who have been accustomed to utilize Armco Iron as the basic material for their sheet and plate metal parts.

When normal conditions are restored, we shall make every endeavor to supply customers' needs with the **quality products** and **service** that the Armco name and trade-mark stands for.



The trade-mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company, with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

THE AMERICAN ROLLING MILL COMPANY, MIDDLETOWN, OHIO

If any advertisement interests you, tear it out now and place with letters to be answered.

Are You on Our Black List?

IF NOT—WHY?

Our list contains the names of the Principal Manufacturers and Dealers in Paints, Varnishes and Colors in America, Great Britain, her Colonies and Dependencies who buy exclusively the Blacks made by

THE L. MARTIN CO.



This Seal on Every Package



1849 - 1918

Is Your Guarantee



WHY BUY THE "NEAR BRAND" WHEN THE BEST IS PROCURABLE?

Originators of the Famous Old Standard, Eagle, Pyramid and Globe Germantown Lamp Blacks—so named after our first factory in Germantown, Philadelphia.

Sixty-Nine Years' Experience has taught us Some Things about the Black Business which may interest you.

Sixty-nine Years' Reputation behind each Package will help Your sales.

Grinding Blacks that are unmatchable in Strength, Color and Delicacy of Tone will solve your Black Problem.

**SEND US YOUR TRIAL ORDER—THEN
YOU WILL REMAIN ON OUR BLACK LIST**

THE L. MARTIN CO.

Works: Philadelphia, Pa.
Johnsonburg, Pa.

Office: 81 Fulton Street, New York

London, England

CANADIAN SALES AGENTS:

MONTREAL
James A. Taylor
22 St. Francis Xavier St.

TORONTO
James Hayward
23 Scott Street

WINNIPEG, MAN.
P. A. C. McIntyre
1206 McArthur Bldg.

Starrett Dividers

The Sign of a Good Sale

Good mechanics, good customers, and good tools go together, so that when you sell a Starrett Tool in active service you can reasonably suspect that the man buying it is a good workman. You already know that work of unquestioned accuracy can be produced with Starrett Tools, for the name Starrett is synonymous with **accuracy**. Catalog No. 21MA, showing 2100 fine precision tools, sent on request.

The L. S. Starrett Co.

The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled

ATHOL, MASS.

New York London Chicago



42-826



If any advertisement interests you, tear it out now and place with letters to be answered.

NUMBER THREE



IN the year 1853, Cyrus W. Field believed that by means of a cable people could talk across an ocean three thousand miles wide. For thirteen years he concentrated on perfecting his means of communication. He made fifty voyages across the Atlantic. Many of his cables broke in mid-ocean. In August, 1866, the first message was successfully transmitted from New York to England. This grand achievement was the result of a man with an idea concentrating on one thing. The story is one of the noblest records of American enterprise.

The secret of Cyrus W. Field's success was

CONCENTRATION

No man ever achieved a worth while victory by accident. Fine achievements are always the result of exhaustive experiments, hard work and concentration. One of the greatest men who ever lived, whose influence has lasted for centuries, took this for his motto: "This one thing I do."

Victor Hack Saws have achieved their position of dominance because we make nothing but hack saws. For many years we have concentrated all our energies and resources on perfecting this one tool. As a result, the Victor Hack Saw Blade is recognized by good mechanics and foremost technicians in all parts of the world as the most efficient hack saw for every metal-cutting purpose.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA



BACK UP THE EFFORTS OF THE
FUEL CONTROLLER BY IN-
DUCING YOUR CUSTOMERS
TO USE OIL.



HOT BLAST HEATERS

FILL THE NEED FOR A GOOD EFFICIENT
HEATER AT POPULAR PRICES

Simple in construction, neat in appearance, economical in operation, they are the most logical heater to "substitute" for coal.

*Write nearest house for full
particulars*

Shipments Made Promptly

The Sheet Metal Products Co. OFF CANADA
LIMITED

Montreal

TORONTO

Winnipeg



Motor Owners Must Face the Facts—Carbon Must Be Reckoned With—Spark Plugs Must Be Kept Clean



WITH the low-grade gasoline we must use to-day carbon is more and more a factor to be reckoned with. Spark Plugs must be more efficient. A spark full and strong is of first importance. But when carbon does accumulate—motor owners must face the facts—a spark plug must admit of easy cleaning to be most efficient. If combustion is thorough enough to keep carbon burned from the points and porcelain core, very well. If not, cleaning is the only alternative. Sterling Spark Plugs are easily cleaned.

Sterling Spark Plugs deliver the full strength of the current through the Monel metal electrode.

With a "fat" spark more thorough combustion results.

Carbon is unburned fuel—it is evidence of poor combustion. Eliminate carbon and you have greater power—quicker response—more miles per gallon—greater economy—money saved.

Better combustion means better per-

formance—a healthy hum in your motor.

If your motor was not originally equipped with separable spark plugs you will replace them eventually. Then put in Sterlings and note the improved performance.

When carbon accumulates they can be easily cleaned and made new again—and when they are cleaned you know they are **positively clean**.

Sterling Spark Plugs are sold by progressive garage and supply dealers.

Dominion Battery Company, Limited

736 DUNDAS STREET EAST,
TORONTO

LOCKWOOD-ASH MOTOR COMPANY, Main Street, Jackson, Michigan

Sterling

Spark Plugs

(45)



A size and style
for every car

AUTOMATIC SELLERS

NO effort required to move **RELIABLE** Colored Enameled Metal Tubular Searchlights. Just display them in your window. That's enough to make every passerby want one.

Now look the searchlight situation straight in the face. All fibre searchlight lines are pretty much alike, as are the nickeled lines.

Here's a line of **Colored** searchlights — of **METAL**. Nothing else in the world like them. They're in a class by themselves as a line—absolutely alone and above everything else as sellers. They're a novelty—now—but it won't be long before they're staple. Here's why: In factories each man can have a special color for his searchlight; every member of the family has his own searchlight and knows it by color.

We want you to see these searchlights. So write for a line of samples. Then put them alongside the searchlights you now carry. Decide for yourself their selling qualities. Don't forget to write **TO-DAY** for samples and prices.

Get our prices on **RELIABLE** Searchlight Batteries and **RELIABLE** Dry Cells.

THE DOMINION BATTERY COMPANY

Limited

736 Dundas Street East

Toronto

“Lively and Lasting”





THE Canadian Wood Turpentine — made at our mills at LaTuque, P. Q., is an excellent diluent and solvent and contains no free rosin.

*Further information will
gladly be sent upon request.*

BROWN CORPORATION

Sales Office: Portland, Maine, U. S. A.



This Toncan Metal Trade Mark is

Your Assurance of Corrosion-resistance in Sheet Metal

Years of service have proven that Toncan Metal is far more lasting than the *best* ordinary ferric sheet, yet Toncan Metal *looks* exactly like any other ferric sheet metal; even an expert would have trouble in distinguishing it by appearance alone.

That's why the trade-mark is stenciled on every sheet. It's *for your protection*. It's your assurance of sheet metal service.

Where service is severest—use TONCAN METAL.

If our book, "Corrosion—The Cause—The Effect—The Remedy" is not in your library, send for it at once.

THE PEDLAR PEOPLE, LIMITED

Oshawa, Ontario

CANADIAN DISTRIBUTORS

Stark Rolling Mill Co., Canton, Ohio, Sole Makers



**"Reece's Screw Plates
Will Make
This Work Easier"**

**Rigid as a Solid
Die with None
of its Disadvantages.**

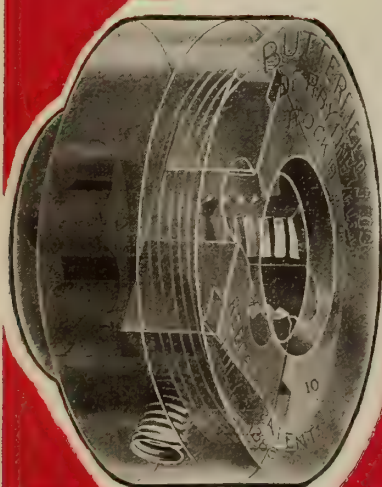
Reece's Screw Plates make every die a "one-man" die.

More threads and bigger ones can be cut with less strain on the workman.

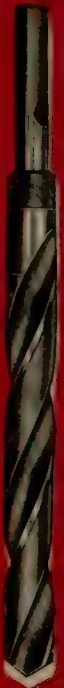
The dies do not have to be changed every time *because Reece's Screw Plates are adjustable to cut any size.*

Threads cannot be spoiled because the guide is cast solid with the collet and *can't work loose.*

Profits are good and sales are frequent because workmen prefer Reece's Screw Plates to any other. Can you afford NOT to stock them? Order from

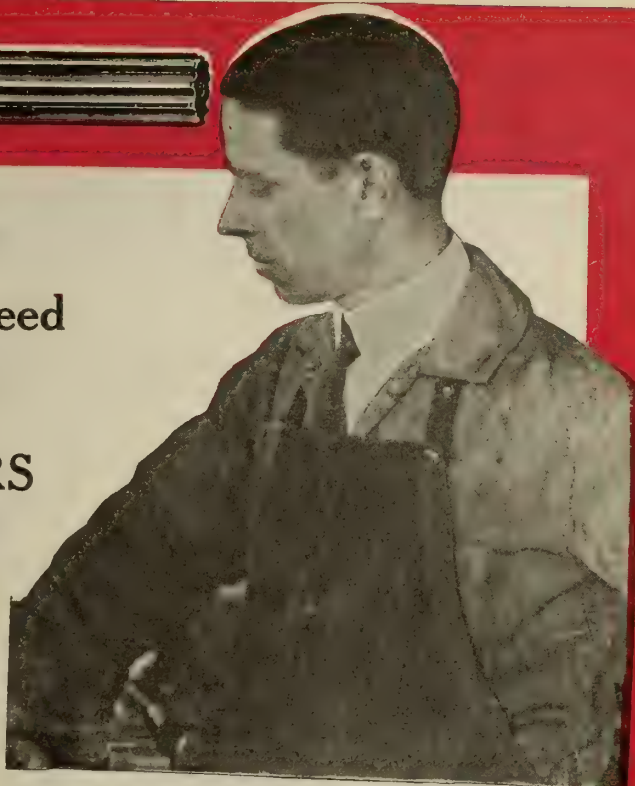


Butterfield & Co., Inc.
Rock Island, Quebec





BUTTERFIELD
Carbon and High Speed
TWIST DRILLS
 AND
MILLING CUTTERS
TAPS - DIES - REAMERS
For Every Purpose



—and Other Tools
 Used in the Production
 of Shells and Munitions, etc.

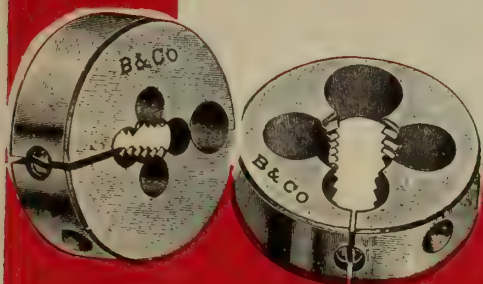
Butterfield tools attract business that stays with you. The drill—cutter—hob—tap—die—and reamer question is solved once when your customer makes his first Butterfield purchase. Everywhere our representatives report increased business—bigger orders for Butterfield products.

Is your business growing?

Are you reaping the profits these dealers are reaping?

Have us send you the Butterfield catalogue!

A post card will bring it.

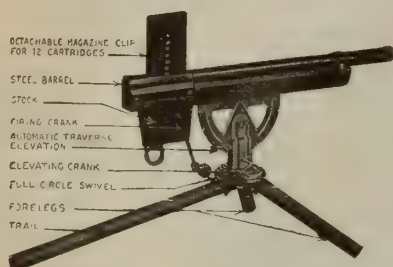


Butterfield & Co., Inc.
 Rock Island, Quebec



GILBERT TOYS

For a War Christmas—Gilbert Toys

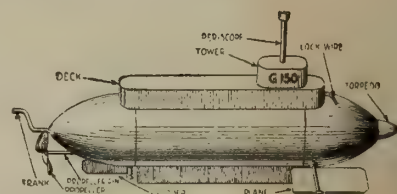


Gilbert Machine Gun

You can't fool a red blooded boy with a toy machine gun that doesn't look like the real article. The Gilbert Machine Gun is true to life—every boy who has seen war pictures at the movies, or in the Sunday supplements will recognize the Gilbert Machine Gun at once.

Retail, \$4.90

Gilbert Toys are **genuine** — that's what makes them so popular with the youngsters. They **look** like, they **work** like, they are **made** like the real article, and boys are quick to see it, and parents come where the boys lead.



Gilbert Diving Submarine

This is the real toy submarine—it passes the critical eye of the boy who knows more about how a submarine should look probably than his father does. It fights, it dives, it discharges a torpedo, it rises. The Gilbert Submarine has realistic periscope, torpedo tube, conning tower, etc., hull of steel, finished in battleship gray, and all the look of a real fighting craft. Mechanical steel spring movement almost impossible to get out of order.

Retail, \$2.25

Best Known Toy in the World

Since its inception five years ago Erector has been the most widely advertised, most talked about toy for boys, and this year, with the talk of the wondrous work of our engineers behind the lines in Europe fresh in every boy's mind, more than ever will

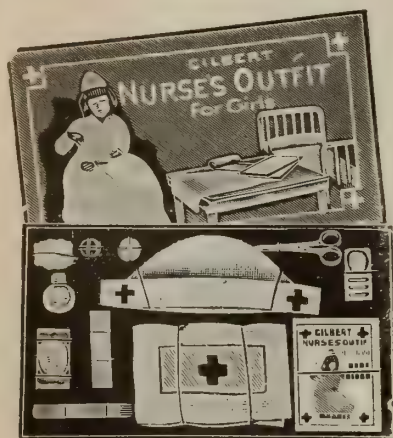
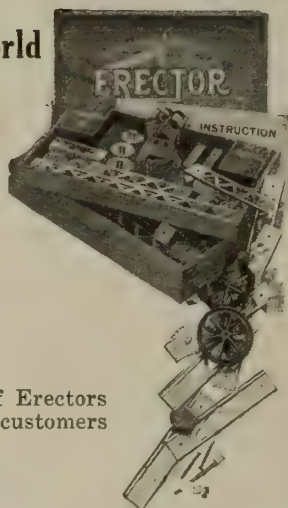
ERECTOR

REG. U.S. PAT. OFF.

The Toy Like Structural Steel

be the toy for real boys. A display of Erectors this year will bring a sure stream of customers to your Toy Department.

Retail, \$1.50 to \$37.50



GIRLS TOO!

Here's the true motherly, merciful, war-plaything for girls — they can be Red Cross Nurses, make bandages, treat wounded dolls and feel the thrill of patriotism with

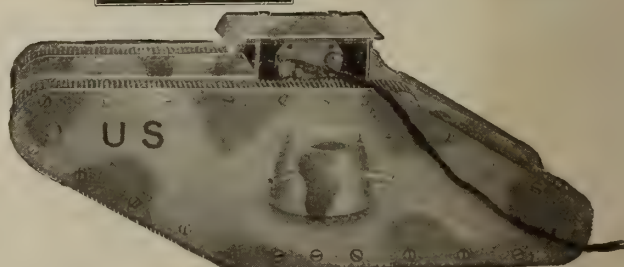
GILBERT

Nurse's Outfit

Contains all the details of a nurse's kit, true to life, and a "First Aid Primer," written in child's language. Little girls have been overjoyed with this handsome outfit—packed in most attractive cartons.

(Retail, \$2.95)

GILBERT B-M Tank



The very latest addition to the Gilbert Toy line. This Tank is a genuine miniature model of the famous British Tank—it works in true tank style, climbing over ditches or any sort of obstacle. Will set your boy customers wild with delight. Equipped with electric motor caterpillar feet, gun houses, etc.

Retail \$9.75

The A. C. Gilbert-Menzies Co., Limited

439 KING STREET, W.,

TORONTO

Mfrs. Toys, Agents for Gilbert's Palor Cub Fans and Palor Cub Home Motors

If any advertisement interests you, tear it out now and place with letters to be answered.

GILBERT TOYS

The Gilbert Packages Are Salesmen in Themselves



Gilbert Electrical Sets

Always a popular toy and this year still further improved until they are now the best value in electrical outfits on the market. They give a boy a practical elementary course in electricity in simple language.

Retail, \$1.50 to \$15.00

The real merchandising value of Gilbert Toys is aptly illustrated by the care taken with every package—color, style, and finish of the pack are studied to attract and capture the boy and his parents. A stock of Gilbert Toys gives snap and life to the appearance of the Toy Department.



Gilbert Toy Motors

Gilbert Toy Motors are known to boys almost like Ford cars are known to grown-ups—they are the toy motors that boys know can be depended on always to work—always to make good. Every year sales of these great little motors increase. There is nothing to equal them for sure sales in any Toy Department.

Retail, \$1.50 to \$11.25

Wire Puzzles

Puzzle Parties, Parcel Post Puzzles, Bulk Puzzles, such as Red Cross send in their soldiers comfort parcels.

Puzzles on Solution Cards



Gilbert Phono-Set

Retail, \$5.95

Box.—New Sealed Cartons
18 x 10 x 1 1/4 in.

Weight.—2lbs. 1 oz.

Description.—A real working miniature telephone outfit. It will operate from garret to cellar or room to room. Contains two complete stations which are to be assembled as well as wire for connections and detailed manual of instructions.



Gilbert Mysto Magic

Almost every dealer knows what a big seller this set is. This year it is still further improved.

Retail, \$1.50 to \$15.00

Gilbert Mechanical Toys

All varieties of standard mechanical toys—but the Gilbert line is built in the Gilbert way—every toy strong and substantial, beautifully finished and produced with the highest mechanical skill.

Retail, 75c to \$1.50



Have You the Latest Gilbert Catalog?

The Gilbert Catalog is almost a toy buyer's encyclopaedia. It illustrates the full Gilbert line, but more than that, it shows you what real toy merchandise can be. Gilbert Toys are built like actual machinery—workmanship is perfect, materials of the best, finish carefully executed, and design and model are made to exactly reproduce real articles—that's why boys swear by Gilbert Toys. If you haven't a catalog send for it now.

The A. C. Gilbert-Menzies Co., Ltd.
439 W. King Street, Toronto



GILBERT

Chemistry Outfit

This is a most fascinating outfit for a boy—perfectly harmless, yet with it he can work amazing chemical stunts. Complete manual and many formulas for making soap, ink, etc., electro plating and nickel plating, and doing chemical magic tricks.

Retail, \$2.25 to \$7.50

A Great Nation's Tribute

To our patrons and dealers:

With the

AUTOSTROP RAZOR

as with everything else
the needs of the soldiers come first

The AutoStrop Razor has, for some months, been drafted to do its bit, because it is now considered a part of the necessary military equipment for our boys "Over There."

Recognizing the value of a good, clean, comfortable shave to tone up a man for the hardest day's work, the Government has, for some months past, requisitioned our entire output of AutoStrop Razors. We quickly and gladly gave them every assistance in our power. We know every loyal American will endorse our action.

This has made it difficult for you to secure AutoStrop Razors. It may continue to be difficult, and we do not know how soon we will be able to resume the normal supply for those of us who are compelled to stay here.

We are doing our utmost to meet this unexpected demand and to get our manufacturing facilities in shape to supply you also. Our output has been greatly increased and is being further largely expanded. While the AutoStrop Razor is doing its bit on foreign soil, we ask the kind indulgence of its many boosters in the United States until such time as we are able to again take care of all requirements. In response to this request, we know that we will be afforded your hearty cooperation, because of your willingness to do what you can to help in the great cause.

AUTOSTROP SAFETY RAZOR CO., 345 Fifth Avenue, New York

An announcement by our United States Company to their trade.

Reproduced for your information and guidance when recommending a Safety Razor to your customers.

AutoStrop Safety Razor Co., Limited

83-89 Duke Street, Toronto

We are now producing more Safety Razors than any other factory in the British Empire.

If any advertisement interests you, tear it out now and place with letters to be answered.

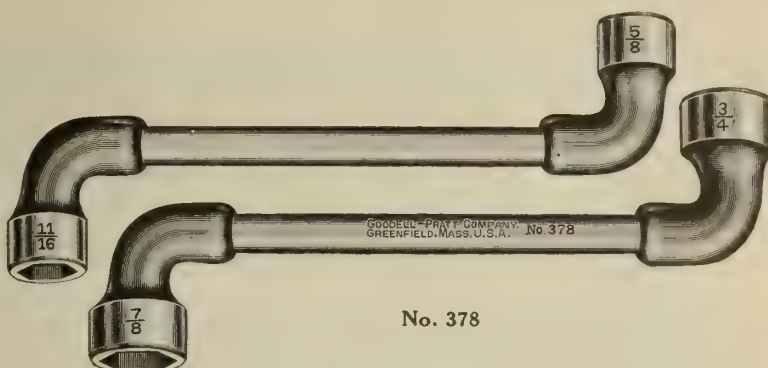


No. 489

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.



No. 378

NEW SOCKET WRENCHES

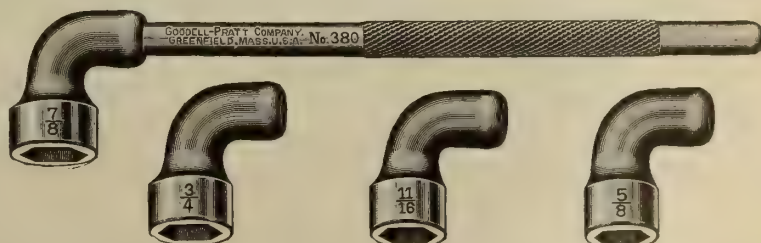
These new Goodell-Pratt Good Tools are up to the usual Goodell-Pratt quality standard. The ease with which usually unaccessible nuts can be reached and removed or replaced is a revelation to new users and a constant source of gratification to old users.

The Sockets are made from malleable iron, broached to exact size to fit perfectly the nut for which the socket was intended. They are made in sizes of 11/16, 5/8, 3/4 and 7/8-inch between flats and are absolutely true to measure, which does away with the possibility of the wrench slipping and ruining both nut and wrench.

The Handles are steel and the overall length of No. 378 Wrench is 8 1/4 inches. The overall length of No. 380 Wrench is 10 3/4 inches. These lengths allow leverage enough to start the most obstinate nut. The Knurled Handle on No. 380 gives a good, non-slipping grip for the hand.

The Socket Wrench Set, No. 489, illustrated opposite, is made with the same care and of the same high-grade materials as the above sets, although the leverage is applied through a Ratchet Socket Wrench equipped with a 7-inch black enamelled iron handle, a lignum-vitae head, which runs in ball bearings, and a very strong ratchet that can be used for either right or left-hand work. This set has 5/8, 11/16, 3/4, 13/16 and 7/8-inch sockets, and is packed in a strong, attractive, hardwood box.

No. 380





NEW SAFETY STOVE PIPE

The lock that holds

Do not sell ordinary pipe when you can sell the latest in stove pipe construction at the same price with extra advantages to your customer as well as extra sales and profits for you.

Here are the features of the new Safety Stove Pipe:

- No. 1—Costs same as ordinary pipe.
- No. 2—Made in 6 and 7-inch sizes.
- No. 3—Made of 29-gauge iron.
- No. 4—Telescope pipe does away with lengths.
- No. 5—No wiring needed. Can't be pulled apart.
- No. 6—Pipe is nested, saving freight rates and storage room in store.
- No. 7—Eliminates all danger of pipe falling down; easy to put up; absolutely leak-proof; cannot

come apart; locks automatically; good appearance.

- No. 8—New patent lock effects saving on each pipe, making a saving of one length in every 12 of ordinary pipe.
- No. 9—Can be used any place where ordinary pipe is used, or can be used along with ordinary pipe.
- No. 10—Patented in Canada and the United States, and "Made in Canada" by Fairgreave & Son, Toronto.

**MAKE SURE THAT YOU GET
IT BY ORDERING DIRECT.**

SAFETY STOVE PIPE COMPANY, LTD.

SUCCESSORS TO PATEINEAUDE & BERINI

50 DOVERCOURT ROAD

TORONTO

This \$150,000 World Champion **LIQUID VENEER COW**

Will DOUBLE, perhaps TRIPLE
Your Liquid Veneer Business

*Segis
Fayne
Johanna*



*"The
Liquid
Veneer
Cow"*

PUT HER TO WORK FOR YOU!

This \$150,000 Liquid Veneer Cow, Champion of the World over all ages and breeds, is going to give Liquid Veneer the

Most Sensational Advertising

ever dreamed of! Liquid Veneer will be on every tongue. Large color-page ads this fall in the leading magazines will feature this wonderful cow and show her connection with Liquid Veneer. Every reader will be interested and will have Liquid Veneer stamped indelibly in her mind.

You, Mr. Dealer, will see the fruits of this unusual advertising, especially if you feature this World Champion Cow in your store by using the large colored cow cutouts that we provide **free** for window display and counter display use.

If you have not heard about the cow and Liquid Veneer from our representative, write us for full particulars because this sensational advertising campaign is something you surely will not want to miss.

BUFFALO SPECIALTY COMPANY

BUFFALO, N.Y., U.S.A.

BRIDGEBURG, ONTARIO, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

The Famous **IMPROVED STANLEY PLANES**

A Wide Variety—Fully Guaranteed—
Ready For Immediate Shipment!

CAVERHILL, LEARMONT MAIL ORDERS

For fifty years Stanley planes have been the recognized standard and have been constantly improved to meet modern requirements.

A Plane for Every Purpose

We have 125 varieties with which to fill your customer's varied requirements.

Cutters made from the finest quality steel, tempered and ground by an improved process and honed ready for use.

Be sure and order by name—The genuine Stanley Plane. Sales will be quicker and profits larger than with slow selling substitutes.

*“The Mail Order House with a
reputation to maintain.”*

**CAVERHILL, LEARMONT & CO.
MONTREAL**

Westclox

— the trade-mark on the dials of good alarm clocks



Time and the War

Food and bullets and dollars are vital factors in winning the war.

But time is even greater than these.

All the food, all the bullets and all the dollars in the world are valuable only as they get to the right place at the right time.

The clock will be the final judge.

Time is the only thing everyone can give; rich and poor alike.

A good clock is a conscientious time-saver. It will help you shoulder the added responsibilities that come in time of war.

It will help you get more things done by doing each thing on time.

Is your clock guarding your hours as it should? Have you weeded out each slacker-minute from your day?

This is your war; and your time will help win it.

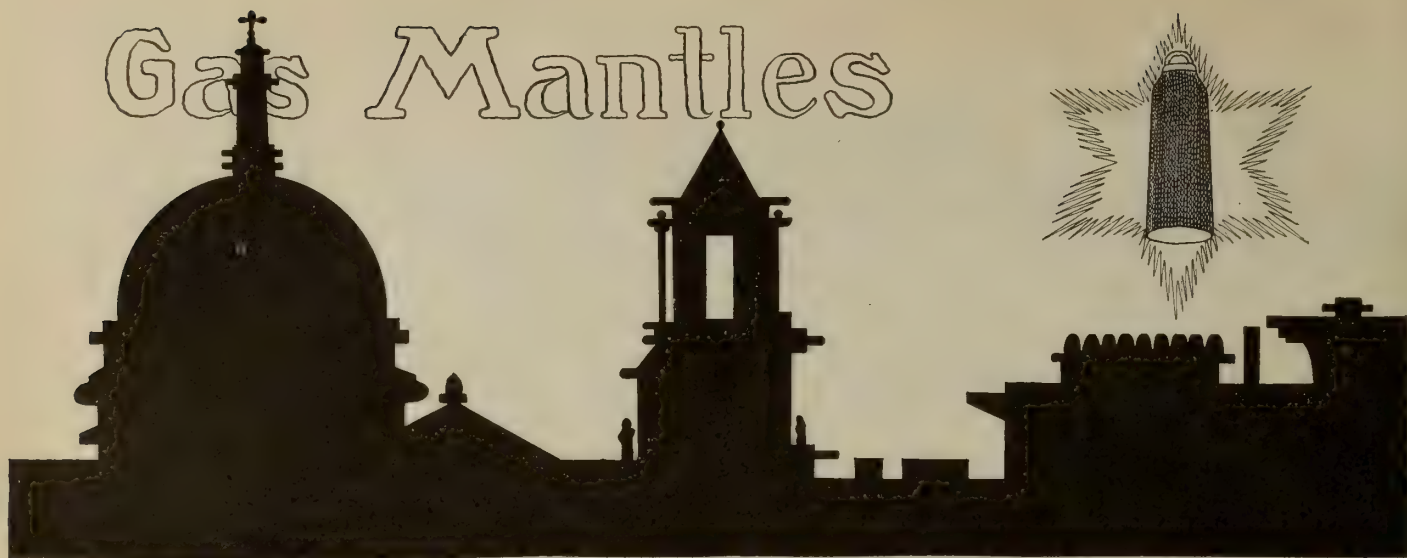
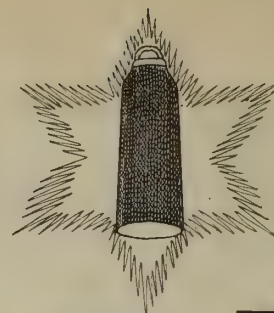
Western Clock Co. — *makers of Westclox*

Big Ben Baby Ben Pocket Ben America Lookout Ironclad Bingo Sleep-Meter

La Salle, Ill., U. S. A.

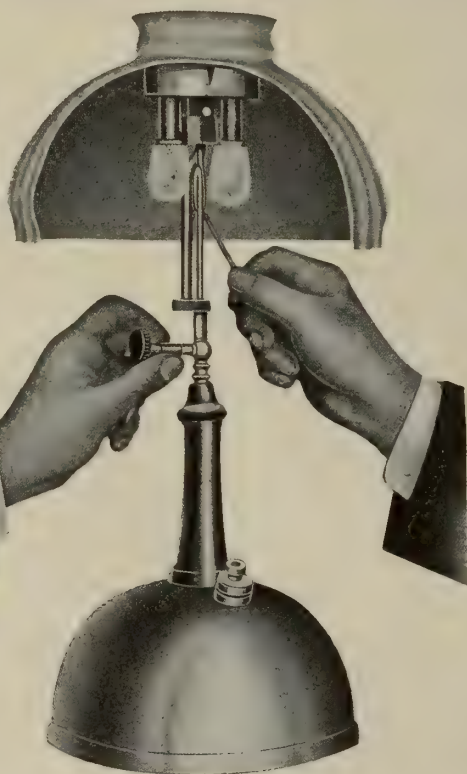
Factories at Peru, Ill.

Gas Mantles



DIXON SAFETEE LAMP

*-the lamp
for the
country
home*



*No Alcohol
Torch
Needed*

*Lights with
Common
Matches*

This new, self-operating lamp is having a big sale in rural districts because it's absolute safe under any and every condition. No torch or alcohol needed to light it, just an ordinary match. The Dixon Safetee Lamp upsets all objections to the gasoline lamp. Gives 300 candle-power. Fully guaranteed.

Write to-day for prices.

The following whole- salers sell Hamilton Gas Mantels

Walter Woods & Co., Hamilton, Ont.	Miller - Morse Hardware Co., Winnipeg, Man.
Wood, Alexander & James, Hamilton, Ont.	Wood, Vallance, Ltd., Winnipeg, Man.
Lumsden Bros., Hamilton, Ont.	Merrick Anderson Co., Ltd., Winnipeg, Man.
Macpherson, Glassco Co., Hamilton, Ont.	Marshall Wells Hdwe. Co., Ltd., Winnipeg, Man.
Geo. E. Bristol Co., Hamilton, Ont.	Wood, Vallance & Adams, Ltd., Calgary, Alta.
H. S. Howland & Sons, Toronto, Ont.	J. H. Ashdown Hdwe. Co., Ltd., Calgary, Alta.
James Wilkins Co., Toronto, Ont.	Revillon Wholesale, Ltd., Edmonton, Alta.
Thomas Wilkins Co., Toronto, Ont.	Canadian Lighting Co., Edmonton, Alta.
G. Norman Clark Co., Montreal, Que.	Marshall Wells Hdwe. Co., Ltd., Edmonton, Alta.
Steadman Bros., Brantford, Ont.	J. H. Ashdown Hdwe Co., Ltd., Saskatoon, Sask.
Hobbs Hardware Co., London, Ont.	Western Lighting Agen- cies, Ltd., Saskatoon, Sask.
Walter Woods & Co., Winnipeg, Man.	The Albert Lea Gas Light Co., Moose Jaw, Sask.

Order through your Wholesaler

The HAMILTON GAS MANTLE COMPANY, Limited

Toronto

**Head Office and Factory
HAMILTON, CAN.**

Montreal

“Highest Ideal of the Shovel Making Art”

**For Strength and
Durability**

BULL DOG AND FOX

SOLID SHANK SHOVELS

**HAVE NO EQUAL
Stocked by all Jobbers**



**Brands:
SOLID SHANK**

**BULL DOG
AND FOX**

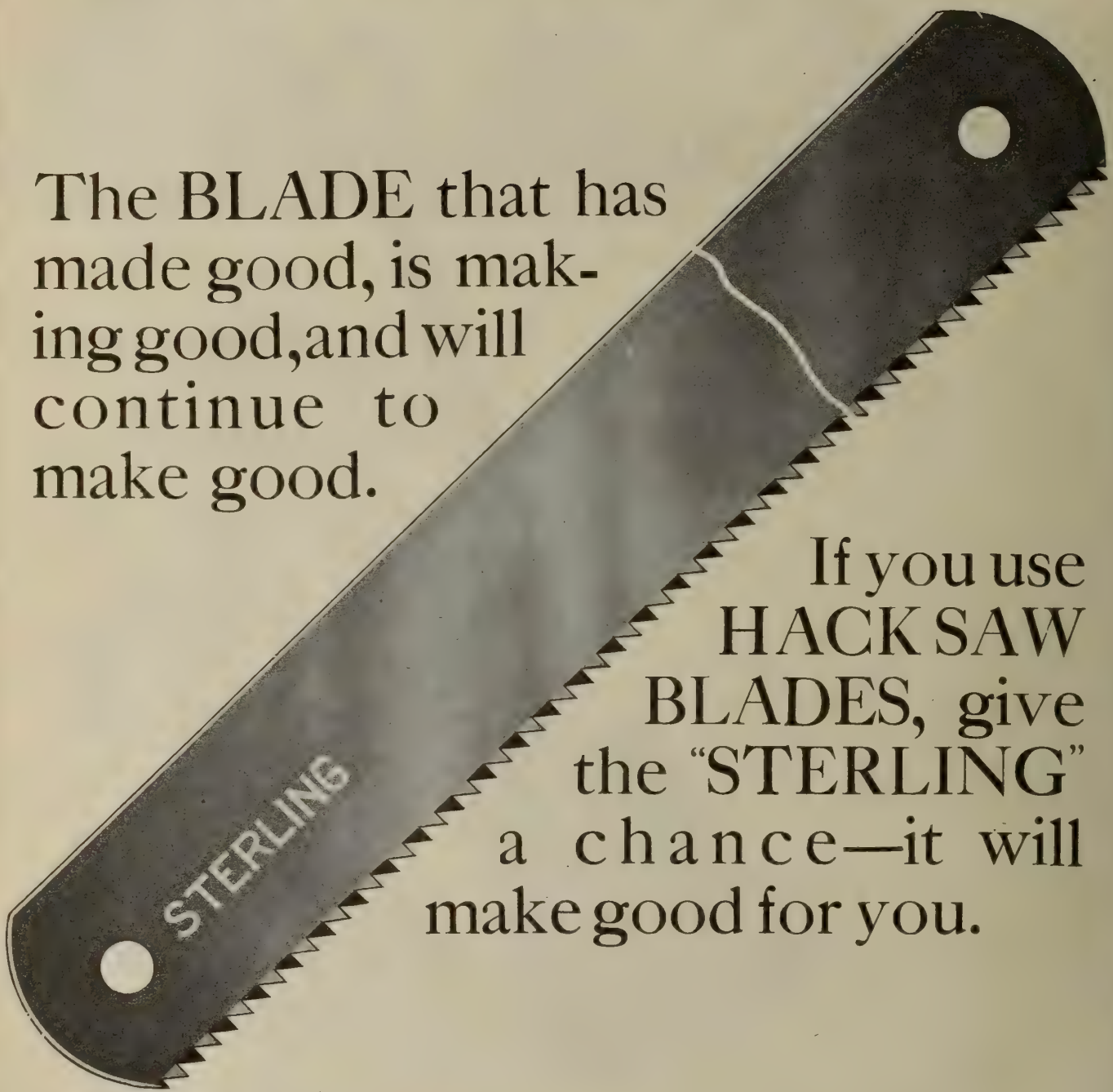
**SCOOPS
MOOSE AND
BLACK CAT**

The Canadian Shovel & Tool Co., Limited

HAMILTON, CANADA

"STERLING"

The BLADE that has
made good, is mak-
ing good, and will
continue to
make good.



If you use
HACK SAW
BLADES, give
the "STERLING"
a chance—it will
make good for you.

Manufactured by

DIAMOND SAW & STAMPING WORKS

357 SEVENTH STREET

BUFFALO, N.Y., U.S.A.



THE CLYDE CUTLERY CO.

CLYDE, OHIO, U. S. A.

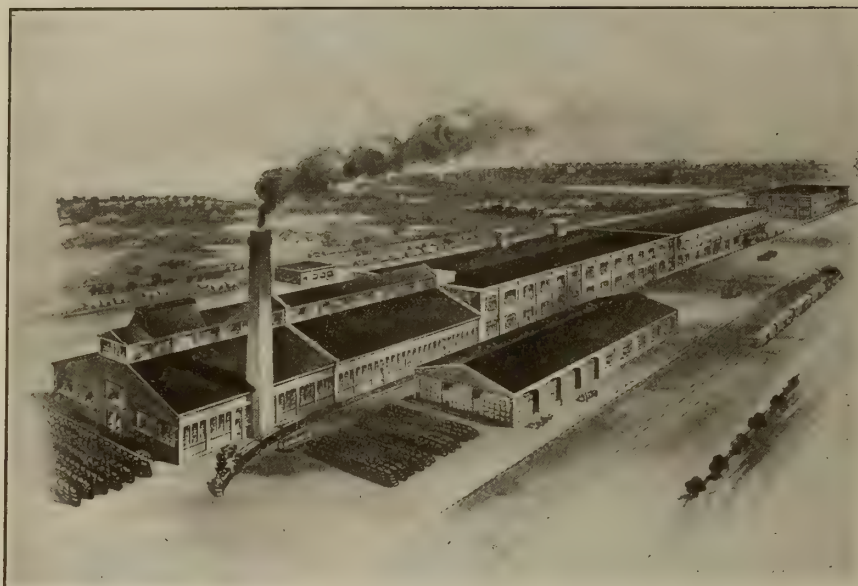
TO OUR NEIGHBORS ON THE NORTH:

The Clyde Cutlery Company of Clyde, Ohio, U.S.A., have bought this space to tell you their story. Their business was established in 1850 by Chester Hunter, a workman of steel second to none, and who was one of the first makers of Butchers' and Kitchen Cutlery in the United States. He was an originator of patterns and proud of the quality his name stood for. On January 1st, 1893, the present management became actively interested in the business and it has been their job for the twenty-five years they have been responsible for the business to keep Mr. Hunter's reputation for originality of patterns and for quality of product one hundred per cent good. His methods of manufacture, modified by every modern method and assisted by every modern tool and device that go to improve quality, are still in vogue as is our original guarantee, namely:

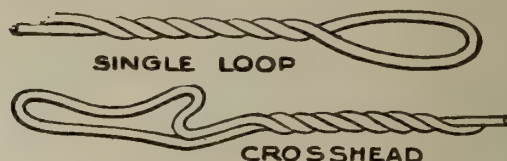
"To give two good knives for every
"defective one returned and to re-
"place every unsatisfactory knife
"whether defective or not."

We make a complete line of Cutlery for the home, for the butcher and for the chef. Also extensive lines of Pruning Shears and Hardware Specialties.


President



Showing at the Exhibition



**Booth 51, Industrial
Building**

During the Toronto Exhibition we will have a representative showing of the lines we manufacture in the Industrial Building (Booth No. 51).

Chief among our range will be the *Laidlaw Bale Tie* which has proven itself a big seller—it's the line that stands the test. We will also show mattress wire, wire nails and many other wire products.

**Come and get acquainted with the Laidlaw
Bale-Tie man in charge of the Exhibit.**

The Laidlaw Bale-Tie Company, Limited, Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden & Son, Winnipeg, Man. A. T. Diggins, Toronto, Ont. H. E. O. Bull, Montreal, Que.



Come and See Us

When in Toronto during the Exhibition, or at any other time, you owe yourself a visit to our Display Room in the Kent Building, corner of Yonge and Richmond Streets, where we have a permanent display of our Flatware, Hollow Ware and Table Cutlery. You will find this a very convenient place to use as your headquarters while in the City. Arrange to meet your friends here. We'll be glad to see you, and to help make your visit pleasant.

Take Yonge Street Car from Union Station to Richmond Street. Take King Street Car from Exhibition Park to Yonge Street, Yonge Street Car from King to Richmond. We're right there on the southwest corner.



CANADIAN WM. A. ROGERS, Limited

Permanent Display Room:

Kent Building, Yonge and Richmond St. West, Toronto

Factory—570 King St. West, Toronto

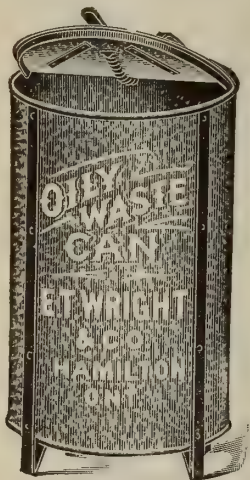
DO NOT OVERLOOK OUR BOOTH IN THE MANUFACTURERS' BUILDING AT THE EXHIBITION



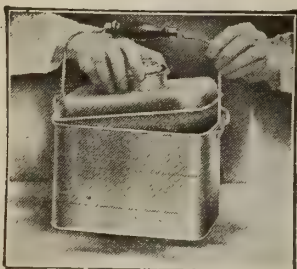
"CANUCK" BREAD MIXERS
Home bread-making is one of the greatest factors in reducing the home expenses.



FIRE BUCKET TANKS
The cheapest and most efficient method of fire protection for factories and warehouses.



OILY WASTE CANS
One of the protective measures required by fire underwriters.



"PRISCO" DINNER PAILS
In styles, sizes and prices to suit everyone.

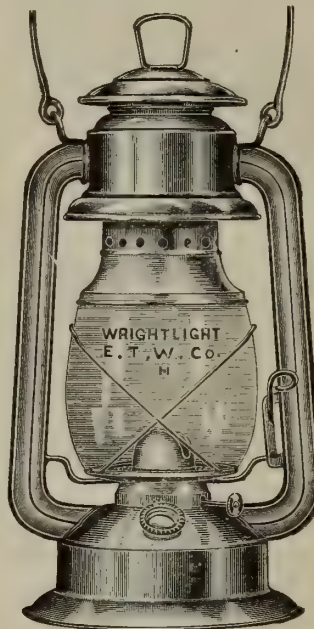
Wrico

(Registered Trade-Mark)

We make thousands of things that will interest you. Send your enquiries to us. We have the goods, and will give prompt service.



AUTOMOBILE ACCESSORIES
Funnel's, Measures, Carriers, Strainers. All the Tinware Equipment for the autoist.



LANTERNS

For the watchman, warehouseman, engineer, fireman.
A full assortment, oil and electric.

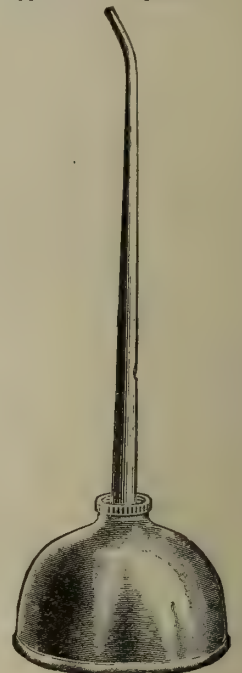


JAPANNED LUNCH BOXES
One of our most popular lines.

E. T. Wright Co., Limited
HAMILTON - CANADA



MACHINE OILERS
Large mouth style—Plain, Coppered or Japanned.



MACHINE OILERS
Let us quote you on these.

No Enquiry
is Too Small
for Our
Attention

We are here
to answer
questions and
help you in
your business.



GALVANIZED PAILS
Light and heavy—straight and flaring—small, medium and large.



Galt Automobile Robes

—*Serviceable and of Pleasing Design*

An exceptionally desirable choice of "Quality" motor rugs in patterns which are pleasing and new.

These rugs cannot be equalled within our price range.

Sold direct from factory to dealer.

Write us for samples.

Galt Robe Company

Galt, Ontario



Here's a Line That's

Reed's

Carhartt's Gloves

—for farmer
or laborer
—for driver
or trainman



(if he wants a good glove)

No matter what your trade may be, a trainman's trade or a general town or rural business, there is a glove in the Carhartt line that you should be specializing on this Fall.

For every dollar glove trade you have, you just a little better Carhartt's.

Carhartt's
oulders
of the
work-
our

If you're interested in just a little better value glove than you are selling, tear out this page, write your firm name and address in the margin and mail to-day. We'll send samples, returnable at our expense.

The Lion's Share

DO you want the "Lion's Share" of the Washing Machine business in your town?

We can tell you how to get it.

We have a Special Dealers' Sales proposition that will secure for you the "cream" of the Washing Machine business in your locality.

This plan has been proved successful time and time again. Other dealers are reaping profit from it. You can too!

It costs you nothing to try it—it will give you a lot of publicity and profit.

Write to us to-day. Ask us to show you our "Special Dealer Sales Promotion Plan." Don't let the Mail Order people get all the business.

J. H. Connor & Son, Ltd. Ottawa, Ont.



The Connor Kiddies



The ROYAL Self-Heating IRON

WILL MAKE YOU MONEY

BECAUSE

- it does an average ironing for less than two cents.
- it has a valve that regulates the heat instantly.
- it is the right weight—right size—right shape.
- it is highly polished and nickel plated throughout.
- it has an always cool handle—protected by a heat shield and asbestos lid.
- it can be used any time—at any place. No hose or cord to dangle in the way.
- it is used and praised by over 850,000 housewives.

Write us now for details also name and address of nearest Canadian Distributor.

CADMAN & BAUSLAUGH
322 McIntyre Block, Winnipeg,
Western Canadian Representatives.

ROYAL IRON MFG. COMPANY
556 Wayne Street Big Prairie, Ohio, U.S.A.



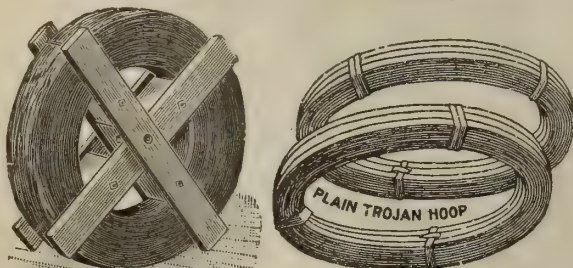
TROJAN

Cold Rolled Annealed Band Iron Light Steel Band

BOX STRAPPING

Embossed, Plain and Galvanized. Our Strap and Seals are used by the Dominion and U.S. Governments.

Not Trust Made, But Trustworthy,



On our 300 ft. Reel is a Special Guide and Brake. Works Automatically.

J. N. Warmington & Co.
MONTREAL

Needed in the Stable

The man in the stable wants brushes that will hold the bristles, brushes that will fetch out the dirt.

"KEYSTONE" BRUSHES

Are the ones you can conscientiously recommend. Your customers will come back for more of the same kind. Every brush that is needed in the stable will be found in our line.

Write for prices, etc.

STEVENS-HEPNER CO., Limited
Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

War Teaches Thrift



"CLIMAX"

Steel

Baling Presses

Turn waste paper, rags, scrap leather, tin, steel turnings, etc.,

INTO PROFIT.

Reduce your fire risk and keep your place clean.

Patent Nov. 9th, 1915
Thousands Now in Use

FREE TEN DAYS' TRIAL

See Exhibit, Machinery Hall,
Toronto Exhibition.

12 sizes—a size to suit every business.

Made in Canada.

CLIMAX BALER COMPANY
HAMILTON, CANADA

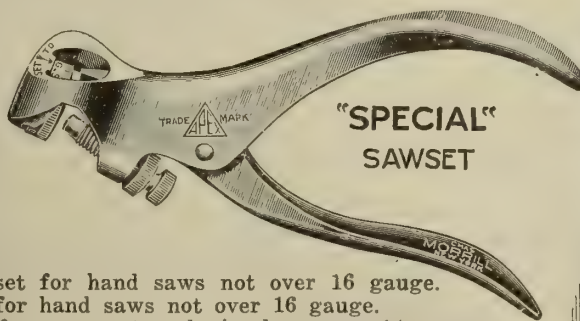
The United States Government

is using a large part of our output, and that, together with the scarcity of labor and difficulty in getting materials, make it impossible for us to supply our customers as promptly as we would like to.

We, however, wish to assure our many friends that we appreciate their business and will ship their orders at the earliest possible moment. Upon the request of the Conservation Division of the War Industries Board, we have discontinued the manufacture of the Nos. 10 and 11 Saw Sets and No. 2 Bench Stops, and are furnishing goods heretofore polished in a cast finish, the same as we have always furnished our Nos. 3, 4 and 5 Saw Sets.

This finish has been adopted by various departments of the United States Government as a standard finish and has met with their very warm endorsement. In our judgment, it is greatly superior to polished, as it does not easily corrode, and is easily kept in condition.

**Our
leaders
and best
sellers
are:**



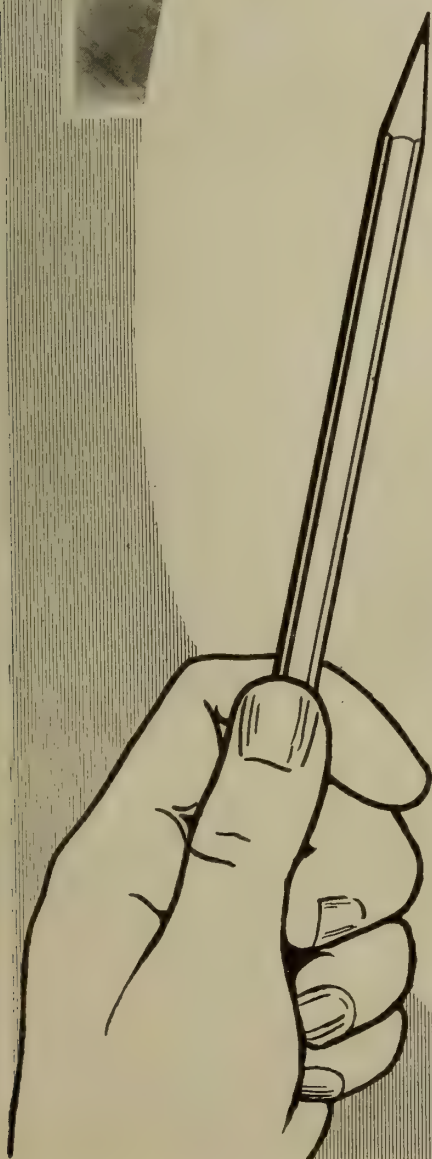
- "Special" Sawset for hand saws not over 16 gauge.
- No. 1 Sawset for hand saws not over 16 gauge.
- No. 3 Sawset for cross-cut and circular saws, 14 to 16 gauge.
- No. 4 Sawset for Champion and M-toothed saws, 14 to 16 gauge.
- No. 5 Sawset for timber and board saws, 6 to 14 gauge.
- No. 1 Nail Puller.
- No. 1 Bench Stop.
- No. 1 Seal Press.
- No. 1 Box Opener.
- No. 1 Punch.
- No. 5 Soapurn.

CHAS. MORRILL

100 Lafayette St., NEW YORK

W. Bruce Morrow, Toronto

Canadian Representative



"IDEAL" FARM FENCE

for

HORSES, CATTLE, SHEEP, HOGS, POULTRY, ETC.

"IDEAL" Ornamental Fence

for

CHURCHES, SCHOOLS, CEMETERIES, PARKS,
LAWNS, ETC.

"IDEAL" Fence Supplies

as

BARB WIRE, BRACE WIRE, STAPLES,
STRETCHERS, ETC.

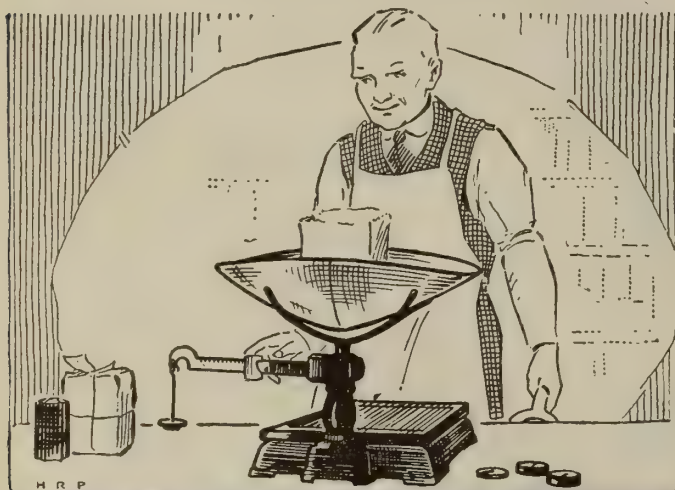
MANUFACTURED BY

The McGregor Banwell Fence Co., Ltd.

WALKERVILLE, ONT.

MONTREAL, QUE.

Successors in Western Provinces to The Ideal Fence Co., Limited, Winnipeg, Man.



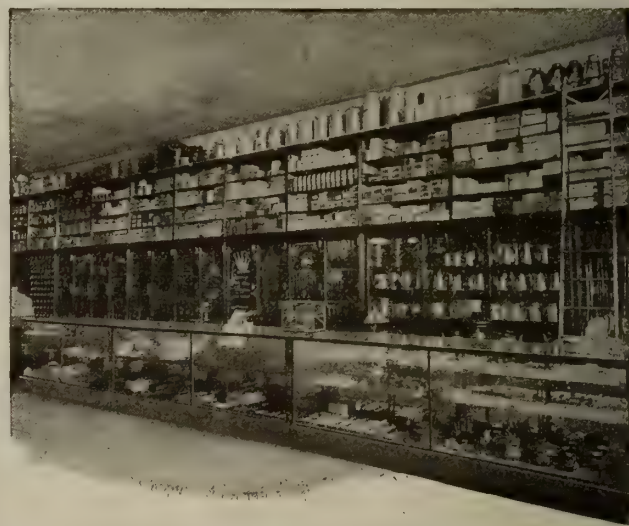
Fairbanks Scales

For over 90 years Fairbanks
Scales have been the World's
Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton,
Windsor, Winnipeg, Saskatoon, Calgary,
Vancouver, Victoria.



COMMON-SENSE

Mr. Hardware Merchant :

Consider the many customers who enter your store each day and leave with only a small purchase. Here are wasted opportunities. By an attractive and systematic display of your merchandise you could have added to each customers' purchase something he possibly had not thought of, but actually needed. This would have meant increased sales for you—consequently a quicker turnover of your stock and more profits at the end of the year. As a wide-awake merchant, why continue to overlook this big possibility?

"Duluth" Sectional Hardware Store Shelving will do all these things for you and more, too. It is not a high-priced, elaborate system of shelving, but just a common-sense system that will fit your store and pocket-book.

Ask for our new booklet "Cutting Costs and Increasing Sales."

DULUTH SHOW CASE COMPANY
DULUTH, MINNESOTA, U.S.A.

"Quality"
ELECTRIC



"Service"
GRATES

The demand for Electrical heat is becoming greater all the time. Our Handy Catalogue, showing popular designs and efficient heating grates for your mantel, will soon be ready.

WRITE FOR ONE.

EVERYTHING FOR THE FIREPLACE, whether for Gas, Coal or Electricity.

The BARTON-NETTING CO., Limited, 9-11 Pitt St. E., Windsor, Ont.

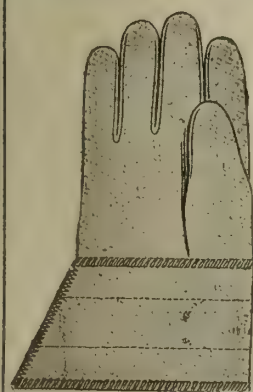


TAPATCOS
Will be Needed
During Harvest!
Are You Ready?

TAPATCO
REGISTERED BRAND TRADE MARK

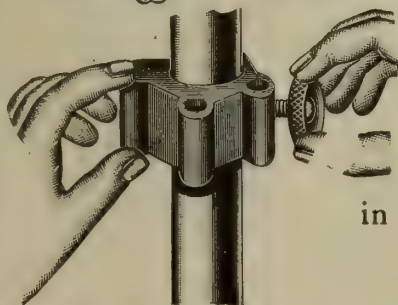
There is a pair of TAPATCO Gloves for every job. They are properly designed and carefully made to give protection without clumsiness—and are particularly adapted for use in outside work, such as gardening, etc. Here will be an added opportunity for you this Fall to sell TAPATCOS to the hordes of women garden workers, in addition to the sales you will make to the steadily growing army of men and women workers, who keep coming back for TAPATCOS.

The American Pad & Textile Co.
Chatham, Ontario



WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM



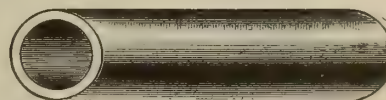
Patent Grip-Tight Socket

Specialists in
TUBES

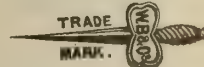
Seamless, Brazed
Iron-cased Mould-
ings, Beadings, Rolled Metals
in Brass, Copper, Nickel Silver, and other Metals.

GENERAL BRASSFOUNDERS

SHOP WINDOW FITTINGS MANUFACTURERS



Over 1000
different sections



YOU AND YOUR CUSTOMERS

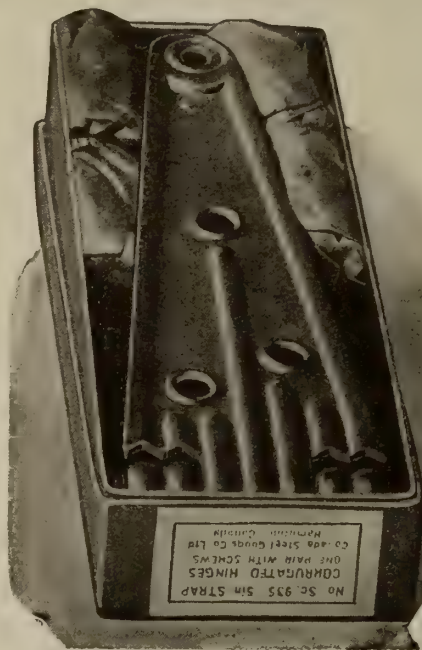
are assured of service, satisfaction and value when you stock and prominently display

Canada Steel Goods Company

Strap and Tee Hinges packed one pair in a box with screws.

No pulling out drawers or emptying bins to find the proper size. No hunting for screws to fit a certain size hinge. No awkward parcel to wrap that permits screws to lose out.

No delay to make the buyer impatient.



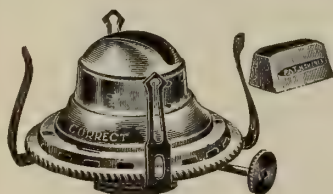
Cut of No. Sc. 935

Manufactured by

CANADA STEEL GOODS COMPANY, LIMITED, Hamilton, Canada

No disordered, unclassified stock, but everything as it should be, neat and properly labelled — making sales quicker, easier, more certain and more profitable.

Boxed Hinges is the common-sense method of supplying your customers with what they want.



A and B Size
Correct Lamp Burner



Photo Reproduction
Illustrating Flame of B or No. 2
Correct Lamp Burner

BURNERS BURNERS BURNERS

“CORRECT” Lamp and Lantern Burners GIVE:—

25% to 50% More light than any other Burner manufactured.

WHITER and BETTER light.

And mainly, they give SATISFACTION.

The Burner with the Patented FLAME SPREADER.

Every Hardware Merchant should carry them.

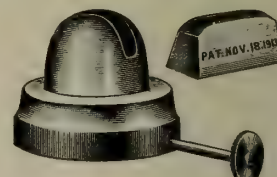
Manufactured only by

The SCHULTZ MFG. CO., LIMITED

HAMILTON, ONTARIO

Sold by all Wholesalers and Jobbers.

Give us your Wholesaler's name and we will send you a sample.



No. 2 Cold Blast
Correct Lantern Burner



Photo Reproduction
Illustrating Flame of No. 2
Cold Blast Correct
Lantern Burner

A War Time Roofing

Labor was never so scarce or so dear as to-day. Therefore, any line of goods that saves labor and time is a good one to sell.

Brantford Asphalt Slates

are easily and quickly laid. They save time, they save labor, they reduce the cost of putting on the roof. They are moderate in price, artistic, waterproof, fire-retardant, easily handled, and will last for years and years.

The demand for Brantford Asphalt Slates (red and green colors) is steadily increasing. Are you getting your share of the trade?



House in Kingston roofed with Brantford Asphalt Slates

Meet Us at Toronto Fair

and see our complete line of Asphalt roofings—a roofing for every purpose.

Brantford Roofing Co., Limited

Head Office and Factory : Brantford, Canada

Branches at Toronto Montreal Halifax



"The Train with The Guarantee"

Made in U. S. A

Every boy wants an engine and train of cars that will really run. Write your jobber to-day and ask for full details and prices on "American Flyer" trains. If he can't supply you, write us direct and give us his name. Don't delay, write to-day. Beautiful illustrated catalogue sent on request.

For sale by all leading Canadian jobbers.

American Flyer Manufacturing Co.

2219 S. Halsted Street, Chicago, Ill., U.S.A.

To laymen all files look alike,
but skilled mechanics will tell
you they prefer to work with
"Famous Five" Files.

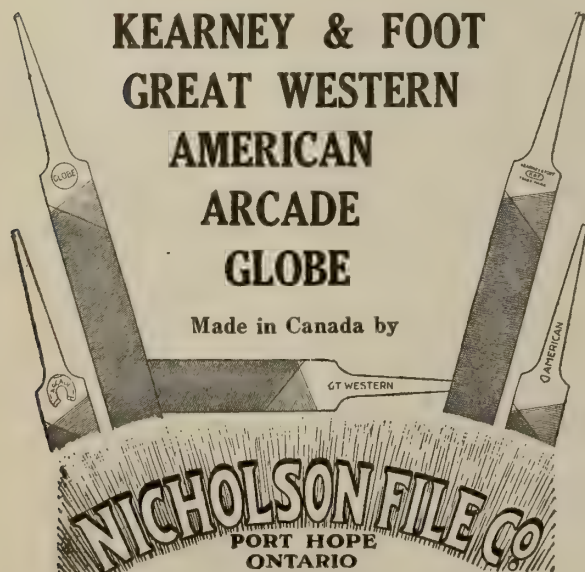
The steel in them is made
from special formulas, which
have proven best after years
of investigation and practical
experience.

Each file is well balanced,
sharp and hard. Consequently
it will cut efficiently, and last
long.

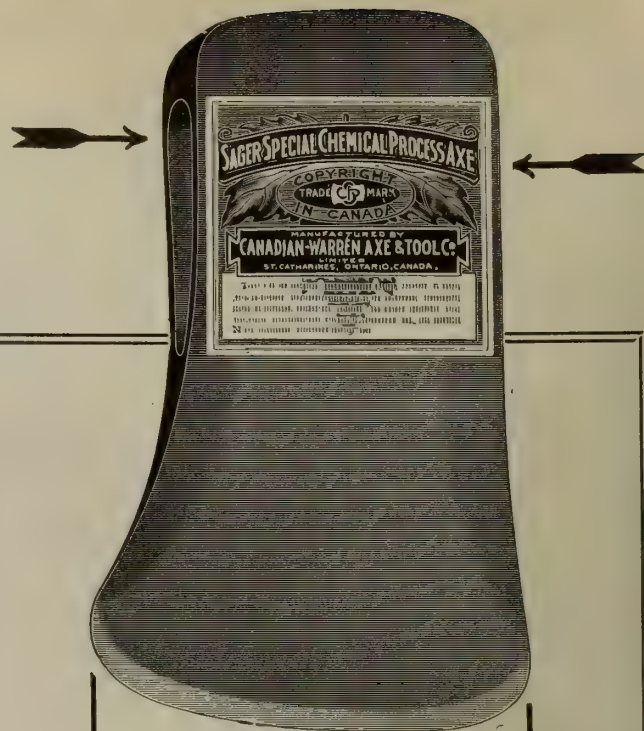
There is such a wide variety
of grades, that a buyer can
select a file for any grade
of work and know that it will
fulfill his requirements exactly.

That's why you can always
satisfy a customer with
"Famous Five" Files.

Specify them when ordering
from your jobbers.



If any advertisement interests you, tear it out now and place with letters to be answered.



WHY NOT BE GUIDED
BY THE JUDGMENT OF
HUNDREDS OF WELL
KNOWN LUMBERMEN,
WHO ACKNOWLEDGE
THE SUPERIORITY OF

"SAGER AXES"

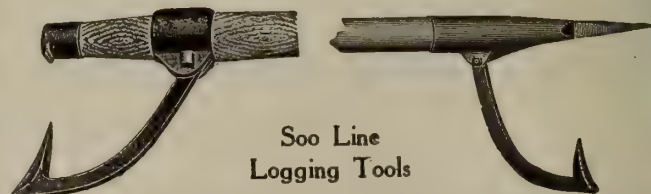
AND

"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.





Acorn Quality Products

have built up for themselves a name that only high quality of material and workmanship can maintain. Therefore, when placing your contracts for Plain Iron or Eavetrough and Conductor Pipe, remember "Acorn Brand" will guarantee you and your customer first quality goods.

We will have complete exhibit of all our lines as usual at Toronto and London Fairs, and will be glad to meet you and your customers there.

The Metal Shingle & Siding Co., Limited

HEAD OFFICE: PRESTON, ONTARIO

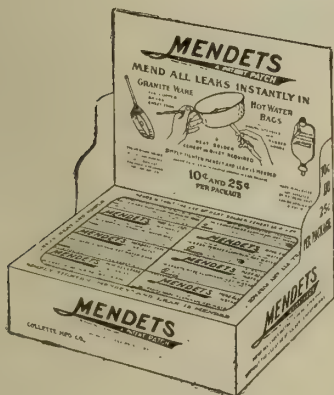
Associated with A. B. ORMSBY CO., LTD., TORONTO

Factories: Montreal Toronto Preston Winnipeg Saskatoon Calgary



MENDETS

A PATENT PATCH

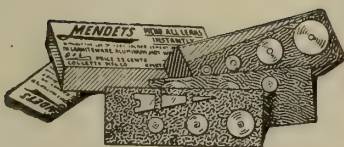


Never in Our History
Has the Demand
Been so Great

Orders for Mendets are pouring in just as fast as we can get them out.

"Mendets" positively mends graniteware and all other kitchen utensils.

Wholesale Hardware Merchants who sell MENDETS: Whites Ltd., Collingwood, Ont.; Wood, Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Wood & Co., Winnipeg, Man.; Rogers Hdwe. & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Vallance Ltd., Winnipeg, Man.; D. H. Howden & Co., Ltd., London; Thos. Birkett Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland Ltd., North Sydney, N.S.; Merrick Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Man.; Emerson & Fisher Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; L. H. Hebert & Co., Montreal, Que.; The Hanbury Hdwe. Co., Brandon, Man.; McLennan McFeely Co., Ltd., Vancouver, B.C.; Martin, Finlayson, & Mather, Ltd., Vancouver; Crowell Bros. Co., Ltd., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale Ltd., Edmonton, Alta.; Wood, Vallance & Adams Ltd., Calgary, Alta.; Lewis Bros., Ltd., Montreal, Que.; Wood, Vallance & Leggat, Ltd., Vancouver, B.C.; Kennedy Hardware Co., Toronto, Ont.; T. McAvity & Sons, Ltd., St. John, N.B.; H. S. Howland, Sons & Co., Toronto, Ont.; Sumner & Co., Moncton, N.B.; Cunningham Hdwe. Co., New Westminster, B.C.; W. B. Dalton & Sons, Ltd., Kingston, Ont.; Kingan Hdwe., Peterborough, Canada; Edwin Chown & Son, Kingston, Ont.; Grey-Harvey Co., Ltd., Ottawa; Wood, Alexander & James, Hamilton, Ont.; Hobbs Hdwe. Co., London, Ont.



Collette Mfg. Company, COLLINGWOOD, ONTARIO
CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

OFFICIAL
AWARD
RIBBON



PANAMA PACIFIC
INTERNATIONAL
EXPOSITION
SAN FRANCISCO
1915

Charles H. Smith
PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

John G. Biddle
DIRECTOR OF EXHIBITS

Oct. Pembroke
DIRECTOR OF THE INTERNATIONAL
AWARD SYSTEM

MEDAL
HONOR

DEPARTMENT OF
MANUFACTURES AND
VARIED INDUSTRIES

Charles H. Green
CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG
NO. 55.

TRIMONT
MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



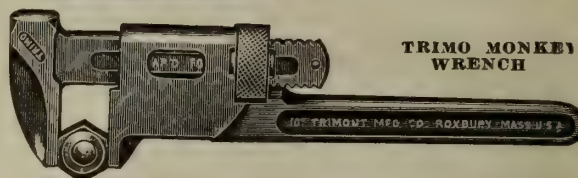
TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



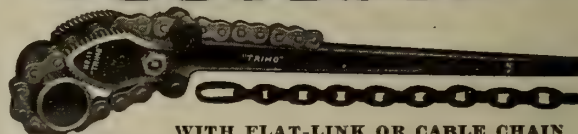
TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



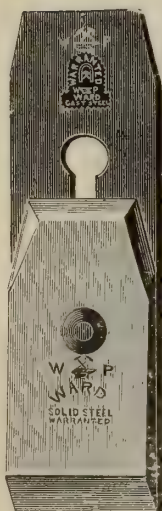
TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

WARD & PAYNE

W & P
SHEFFIELD



A Reputation to Maintain

It is a pleasure for dealers to handle Ward & Payne's celebrated tools — for half a dozen reasons.

One is, that there's a reputation back of the W & P trade-mark for unvarying high quality that greatly assists in making sales. Behind every tool marked with the Anvil Brand stands the knowledge and experience gained in the manufacture of Light-Edge Tools for over one hundred years. No wonder Dealers like to handle them and mechanics prefer to use them.

Write now to our Canadian
Representatives for full particulars.

Canadian Agents:

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.



"Quality **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

These lines are profit makers

"Eastlake" Galvanized Shingles

"Empire" Silo Roofs

"Empire" Corrugated Iron

"Metallic" Trough and Pipe

"Eastlake" Gasoline Tanks

"Metallic" Ceiling Plates

Portable Garages

We leave no stone unturned to get good profitable business for our dealers. We refer inquiries. We furnish attractive catalogues and advertising matter. We furnish prompt estimates of costs on local jobs. We send a man to help you close "Metallic" business when the order justifies it. And we put the quality into the goods that keeps them sold.

Quality First

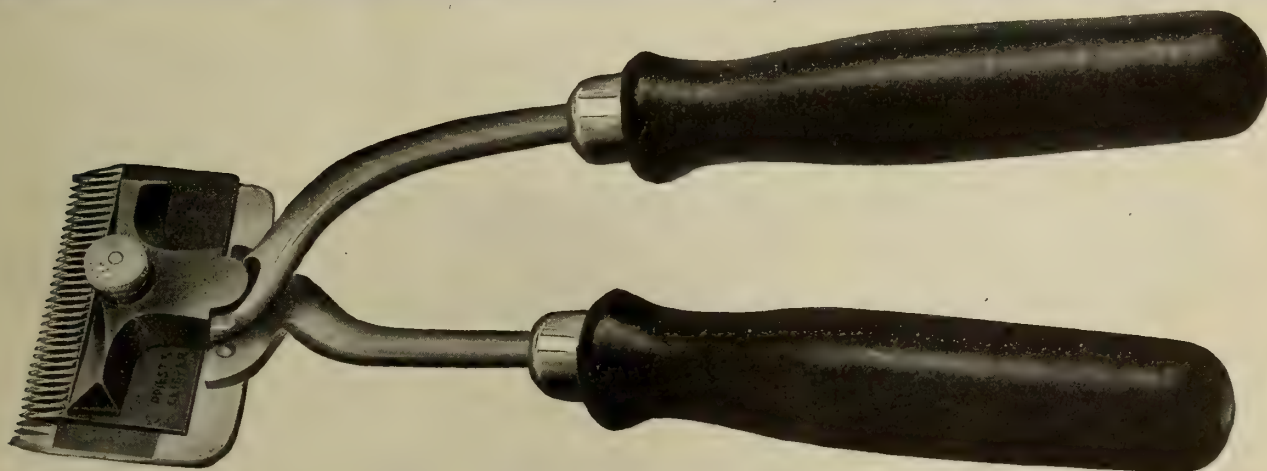
LET US SEND YOU PARTICULARS

The Metallic Roofing Co., Limited

TORONTO

MANUFACTURERS

WINNIPEG



Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

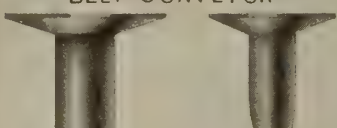
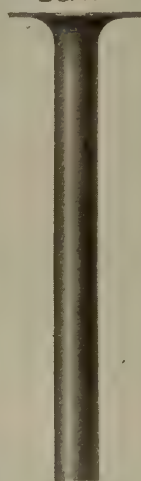
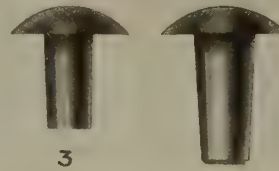
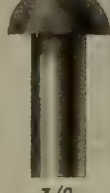
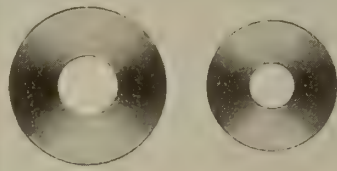
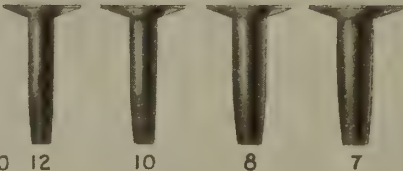
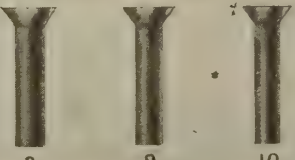

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

If any advertisement interests you, tear it out now and place with letters to be answered.

MACHINE SCREWS - STANDARD - COPPER RIVETS

BRASS BRONZE STEEL ROUND FLAT FILLISTER BINDING BUTTON WASHER HEADS for IMMEDIATE SHIPMENT	BELT CONVEYOR 			BOAT 			BRAZIER 			BOILER 			BELT RIVETS COPPER NICKEL SILVER BRASS BRAKE LINING BRAZIER BOAT
							BELT 						
	BRAKE LINING 												

THE STOWELL SCREW CO., LIMITED

290 ST. PAUL STREET WEST

MONTREAL

HARDWARE DEALERS

This sketch illustrates the Simonds No. 237 One-Man Cross-cut Saw with Lion Handle. We would like to send you our descriptive booklet and complete discounts covering Simonds Cross-cut, Hand and Jack Saws.

SIMONDS CANADA SAW CO., LIMITED

Guaranteed to Cut
10% More Timber."

SIMONDS

"The Saw Makers"

The superiority of Simonds Crescent Ground Cross-Cut Saws is due to the quality of the steel used in them and the method of grinding. Crescent grinding is an exclusive process, used only in Simonds Saws. It means teeth of even thickness throughout the length of the saw, and the blade tapered for clearance to the greatest degree consistent with strength. This grinding makes cutting easy because it prevents binding in the kerf. Write for Booklet.

Simonds Canada Saw Company, Limited,
St. Remi Street and Acorn Avenue,
MONTREAL, Quebec.

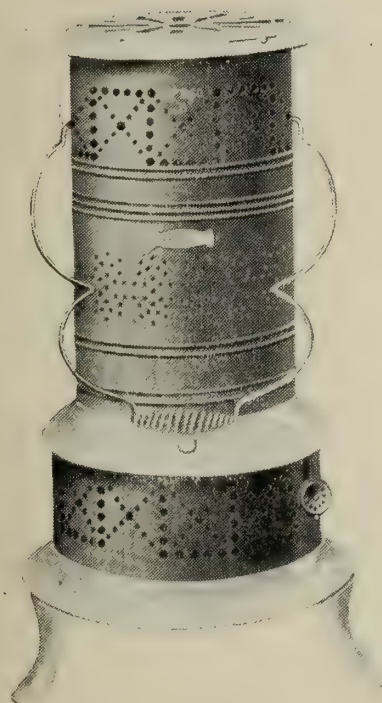
VANCOUVER, B.C.

ST. JOHN, N.B.



McClary's

Announcement to All Dealers



"Famous" Oil Heater

THE coming season will see a big demand for all articles that conserve coal and food. We have prepared specially attractive dealer's helps to bring before the public the special merits of McClary's oil-heating stoves and "Perfection" Roaster, both of which render a good service; the heater conserving fuel and the roaster conserving food by reducing the loss through shrinkage. Dealers are urged to put their orders in early and trim their windows to give the general public an opportunity of knowing where these can be obtained.

**STOCK NOW—DISPLAY
AND SELL THESE GOODS**

WE will assist you by forwarding display posters, window decorations and attractive circulars at your request. **AN ENERGETIC INTEREST IN THIS CAMPAIGN MEANS MONEY TO YOU.**



"Perfection" Roaster

McClary's

**London Montreal Toronto St. John, N.B. Hamilton Winnipeg
Vancouver Calgary Edmonton Saskatoon**

"The Highest Development of the Stove Makers Art"

STOVES



A Line You'll Be Proud To Handle

Our quality and workmanship
are unsurpassed.



Your business does not come from the people who pass your store, but from those who come in. And people only go into stores where they see what they want.

With the coming of Fall and Winter, a seasonable display of "Canada" Stoves and Ranges in your window or on your floor, is going to pull many sales that have, in previous years, gone to your competitor.

Display the **C. S. & F. Line** of Stoves and Ranges and get the passerby to come in. They have superior features which are bound to pull sales for you.

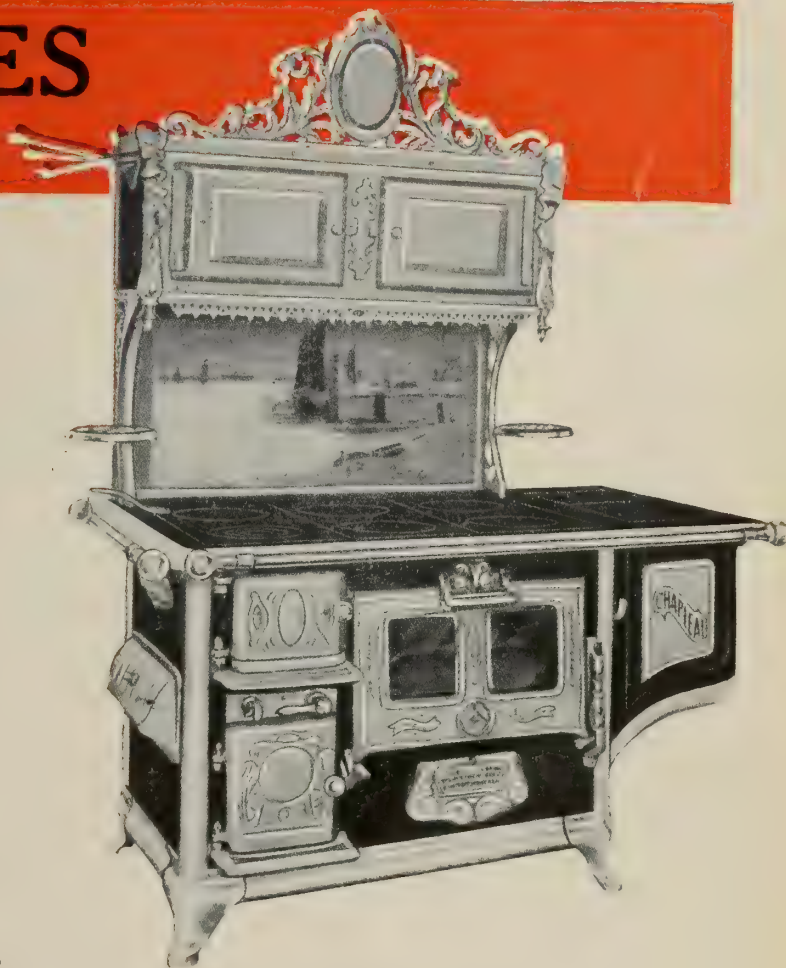
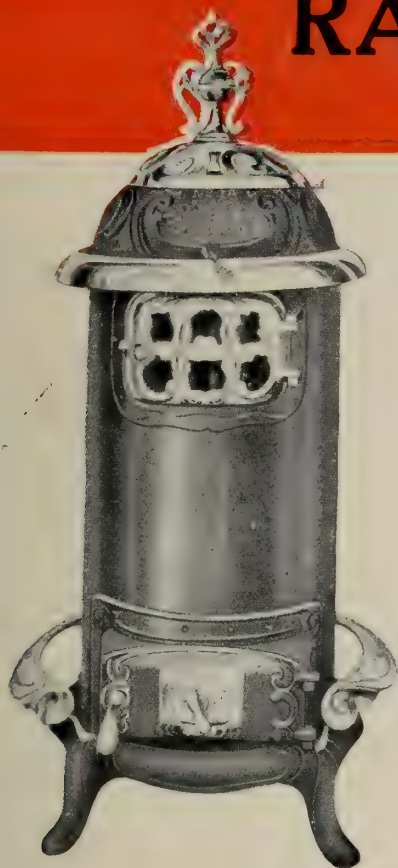
If your stock is short or if your display does not include any of the **C. S. & F. line**, write us at once for an enticing proposition re the agency in your locality.

Canada Stove & Foundry Co., Limited
Ville St. Laurent, Montreal, Quebec

If any advertisement interests you, tear it out now and place with letters to be answered.

"The Highest Development of the Stove Makers Art"

RANGES



**A profitable line that
will give satisfaction
to your customer**

Royal Quebec—with Triplex Grate and Oven.

Royal Quebec "Monarch B" Hot Blast.

"Chapleau" Steel Range.

Hot Water Reservoir, High Closet with Scenery
Tiles, Unbreakable Glass in Oven Door.

"Maple"

Plain Heater for wood only.

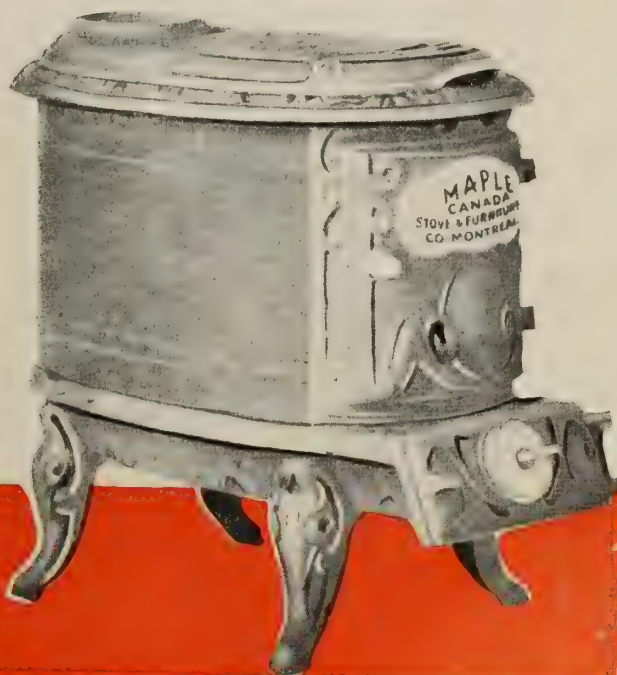
"Royal Edward" Range.

Cast Iron Range, Reservoir with High Closet
No. 3.

Many years' experience, extra careful workmanship and the
best of material go into this attractive line of which we
have an exceptionally wide range to meet every possible
requirement.

Write to-day for illustrated catalogue and
prices

Our munition orders have never
lowered our stove production.



Canada Stove & Foundry Co., Ltd.
Ville St. Laurent, Montreal, Quebec

If any advertisement interests you, tear it out now and place with letters to be answered.

Appearance—Price— Utility—Advantages That Pave the Way to Bigger Business

It is always the popular priced line that sells the best and shows the biggest returns in profits. The line that is low priced—looks good—wears good—with such features immediately apparent to the purchaser—this is the line that builds bigger business.

Canada's five foremost ranges are building business for dealers from coast to coast.

DAVIDSON'S

Premier Marathon
Premier Cordova
Premier Leader
Premier Royal
Premier Chieftain

represent all that is modern and best in ranges. They cover every need and are in big demand.

Body of extra heavy polished steel, cast iron top, very heavy, centres and covers ribbed, practically indestructible.

Oven proved best by experience—can't buckle.

Firebox best ever designed. Grates and linings very substantial.

Two big features: Duplex drafts at both ends of firebox; attractive and serviceable high Persian closets. The "Leader" illustrated is made in three sizes and can be supplied square or with reservoir.



A Brand New Feature—This Heater Burns Natural Gas

The Marathon Oak is a handy heater built so that it can be used to burn Natural Gas, Coal or Wood.

It has blue steel body, draw centre grate, deep fire pot, attractively nickelled.

The Marathon is a moderate priced heater and is an extremely popular type.



The Thomas Davidson
Mfg. Co., Limited

TORONTO

MONTREAL

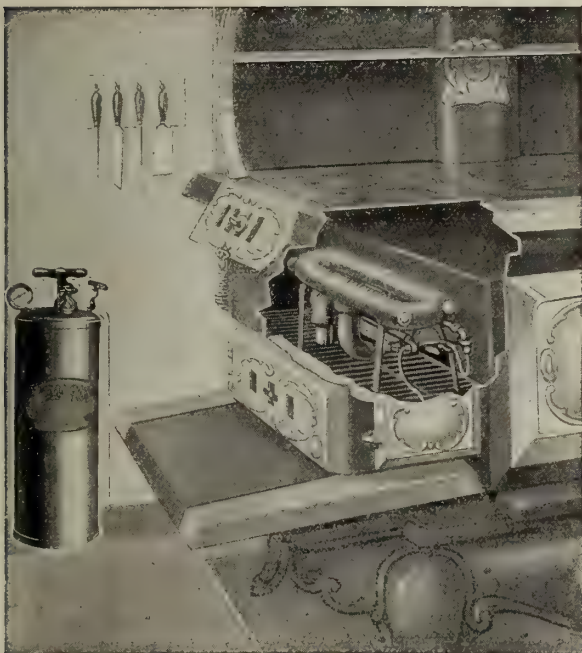
WINNIPEG

The vapour of kerosene oil mixed with 96 per cent. of air and burned as a gas. The most perfect method yet devised

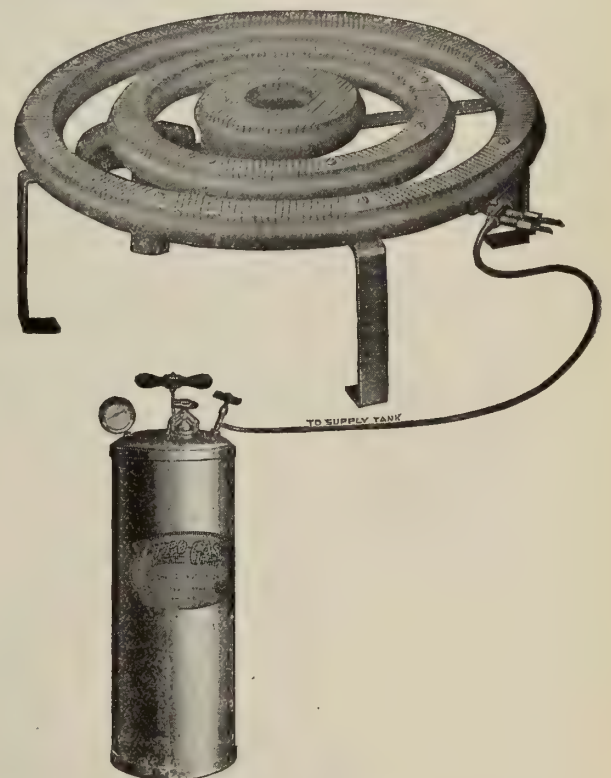
for utilizing kerosene oil for heat and light. By a simple, inexpensive apparatus the heat of the oil is increased 75 per cent. and all of the disagreeable features of kerosene oil are removed.

KERO-GAS ***HEAT LIGHT***

***There is No Wick to Trim—No Ashes to Remove
No Disagreeable Odour!***



Simple
Economical
Durable
Safe
A Necessity



It can be installed by anyone in any ordinary kitchen stove or base burner anywhere.

It brings the convenience of city gas to the country at one-third of the cost.

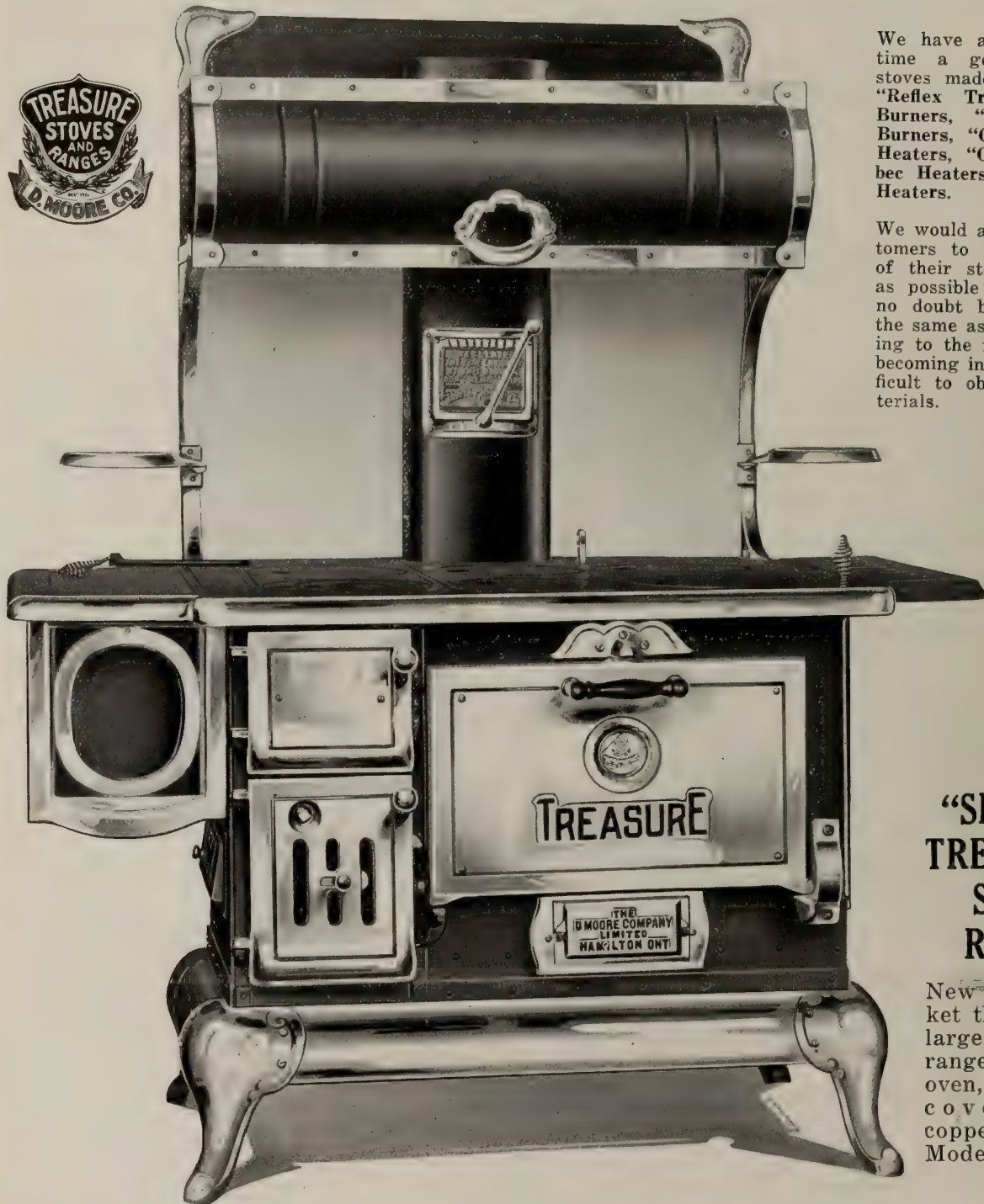
It heats and lights any house with gas, without any alteration of the premises.

Do you know about Kero-Gas? Your customers will expect you to know about it this winter. All the information you require about Kero-Gas you can obtain from us for two cents. Mail a postal card to

Hiram Walker & Sons Metal Products, Limited
Walkerville, Ontario

"TREASURE" STOVES and RANGES

Announcement to Our Customers



We have at the present time a good stock of stoves made up, such as "Reflex Treasure" Base Burners, "Crown" Base Burners, "Oak Treasure" Heaters, "Olympia" Quebec Heaters, "Air Tight" Heaters.

We would advise our customers to order delivery of their stoves as early as possible as there will no doubt be a shortage the same as last year owing to the fact that it is becoming increasingly difficult to obtain raw materials.

"SELKIRK TREASURE" STEEL RANGE

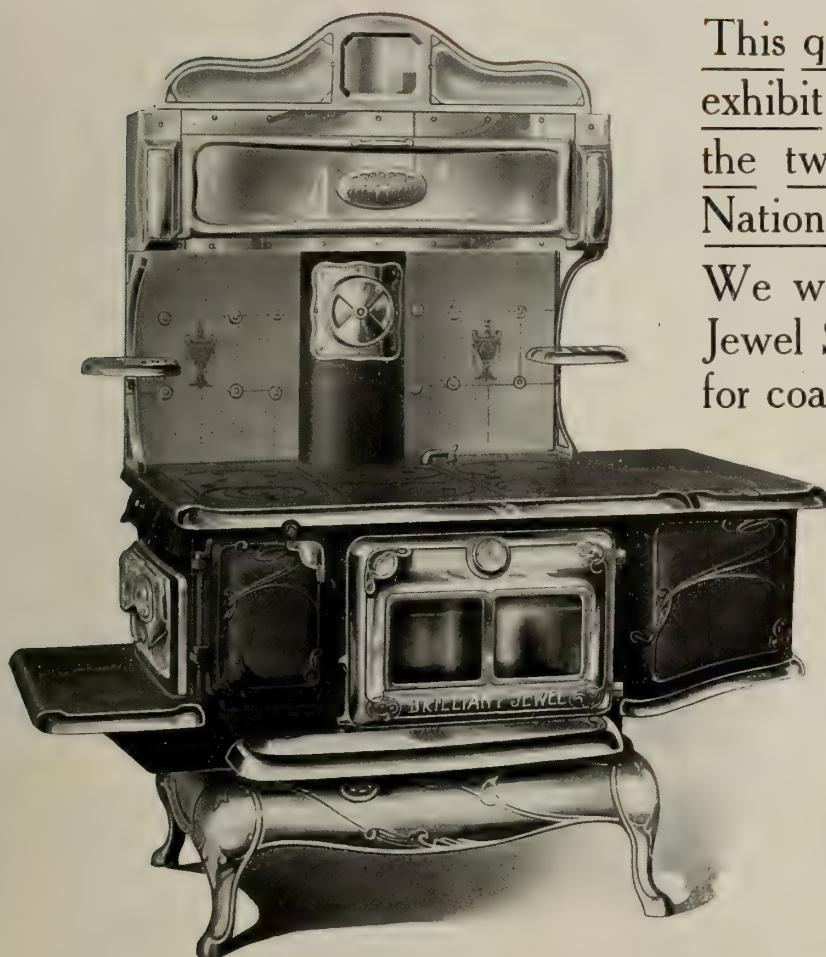
New on the market this year—a large, roomy range, 20-inch oven, six No. 9 covers, large copper reservoir. Moderate price.

We will exhibit as usual this year at the Toronto, London and Ottawa Exhibitions. Customers will be made welcome by our representatives.

THE D. MOORE COMPANY, LIMITED
HAMILTON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

The Brilliant Jewel at the Exhibition



This quality cast range will be on exhibit in the Stove Building during the two weeks of the Canadian National Exhibition, Toronto.

We will also show a full line of Jewel Stoves, Ranges and Heaters for coal, wood and gas.

Some interesting features of the Brilliant Jewel:

- has large top cooking surface*
- has large, well proportioned, well constructed fire box*
- has hinged front Key-plate operated by crank immediately over fire doors*
- has Wide Short Centres enabling the use of all six pot holes at one time*
- has large Fire-box Door*
- has one piece heavy Cold Rolled Steel Oven, the feature which has made Jewel Stoves and Ranges famous*
- is fitted with reliable, accurate Thermometer*
- is fitted with Drop Hearth-plate*
- the top of range and reservoir is nicely polished.*

The Brilliant Jewel Cast Ranges are the **best working, neatest appearing, most economical and sanitary cooking appliances** ever placed on the market. The Jewel comes in several styles—with or without reservoir, with tea shelf, cast or steel high shelf, steel high closet, plain or fancy. Every modern feature and all that is best in range construction is embodied in this range.

When at the Exhibition see this famous Range and book your order with the salesman in charge for future or immediate delivery. Full information and prices sent on request.

MANUFACTURED BY

The Burrow, Stewart & Milne Co., Ltd.

Established 1864. 52 Years of Foundry Experience

HEAD OFFICE AND FACTORY: HAMILTON

TORONTO BRANCH: 48-50 Lombard St., W. J. Carson, Mgr. WINNIPEG BRANCH: 130 James Ave., L. Haney, Mgr. MONTREAL BRANCH: 36-38 St. Dizier St., J. R. Anderson, Mgr.

"Good Cheer" Square Tortoise

The "Quebec" Heater, with Roller Grates, in a New and Attractive Form



With Oven and Reservoir, 4-9" covers



The firebox is rectangular, and brick lined with rounded corners, the three sizes corresponding to Nos. 3, 4 and 5 Tortoise.



15½ x 13 x 10 Oven, and end shelf



Water Heater or Laundry, 25" height
2-9" covers. Powerful Waterback.

The JAMES STEWART MFG. CO., Limited

WOODSTOCK, ONTARIO

Western Warehouse: 156 Lombard St., Winnipeg

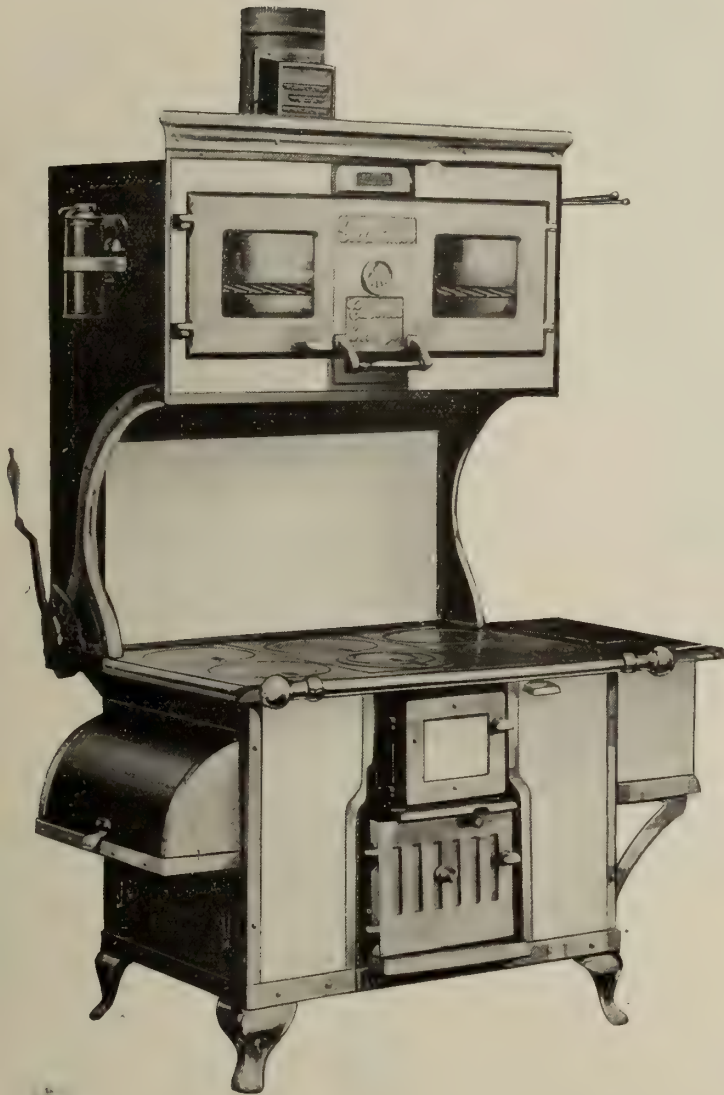
McLennan, McFeely & Co., Ltd., Vancouver

The "Good Cheer" Cabinet

The All-in-White
All-in-Sight

Elevated Oven
Range

For Coal and Wood



In its new White Enamel dress, the finishing touch has been added to the Cabinet Range, making it unquestionably the handsomest kitchen utility yet offered.

Other new features have also been incorporated in the range this year, specially made heat proof glass now being used, and the heating capacity of the reservoir increased.

Ever hear of a range, the flue divisions of which are adjustable to suit the strength or weakness of the chimney draft?

Chimney troubles are always the dealer's bug-a-boo; he seldom knows what the stove he sells is going up against in that respect, but there's no need to worry—if it's a Cabinet.

THE CABINET RANGE IS ADJUSTABLE TO SUIT THE CHIMNEY DRAFT

As a dealer's aid, could there be anything more desirable?

And, with its all-in-sight, electric lighted oven, the indispensable six-holed unobstructed cooking top, the extra large ashpan and, altogether, absolute completeness, the "Good Cheer" Cabinet Range affords the dealer a rare opportunity for bigger and better business.

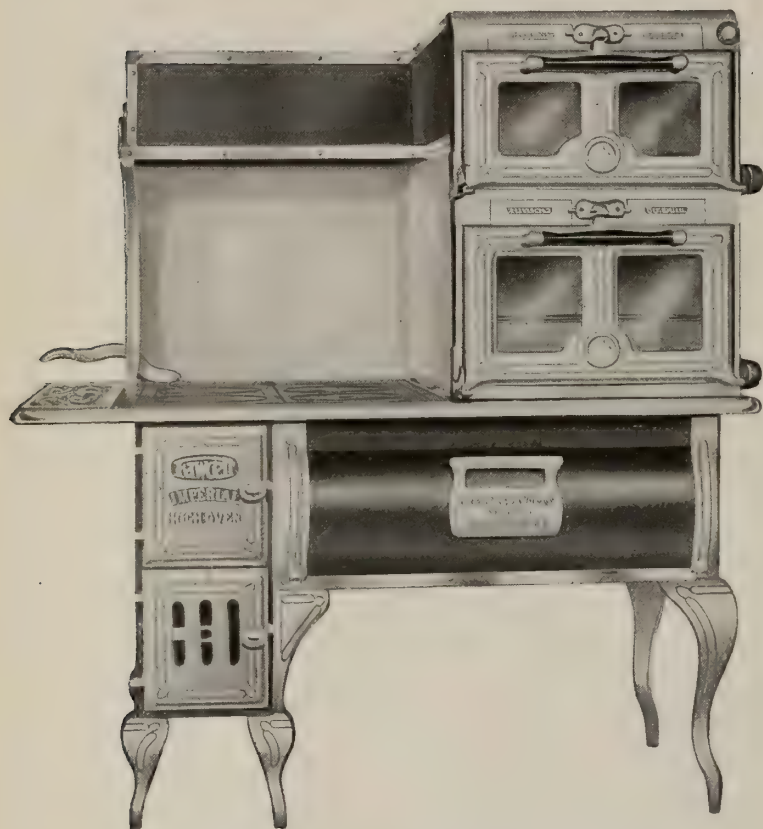
The JAMES STEWART MFG. CO., Limited
WOODSTOCK, ONTARIO

Western Warehouse: 156 Lombard St., Winnipeg.

McLennan, McFeely & Co., Ltd., Vancouver, B.C.

Meet us at Toronto or London Exhibition

Fawcett



Fawcett Imperial Double High Oven Range

The latest in range construction; embodies all features of the gas or electric ranges.

Two DAYLIGHT OVENS of large capacity that can be used at the same time with equally good results. One fire will accomplish double work.

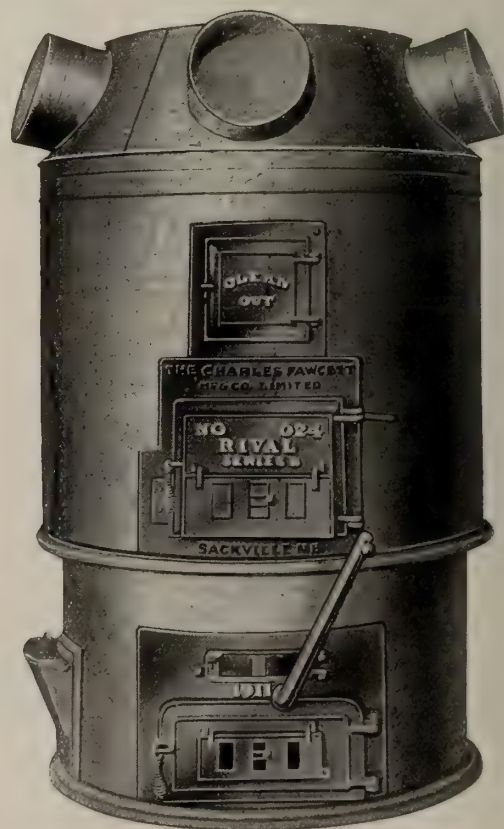
Fawcett New Rival Furnace for Coal

Made in five sizes to suit small, medium and large buildings.

If you want real satisfaction in hot air heating, install a FAWCETT FURNACE. We manufacture them for wood and coal.

Catalogue and circulars will be mailed on application.

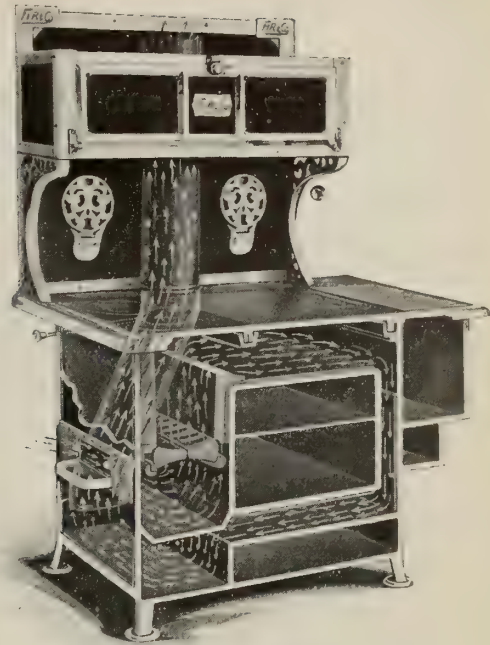
Charles Fawcett Ltd.
Sackville, N. B.



FiReCo

REGISTERED

*FiReCo Ranges and Heaters are
Different from and Years
in Advance of Any
Others.*



There is no one in the stove business who does not thoroughly appreciate a close-fitting top on a range.

Because:—

It conserves the heat.

It economizes the fuel bill.

It makes combustion complete.

It prevents the flues being filled with soot.

It gives better control of the fire.

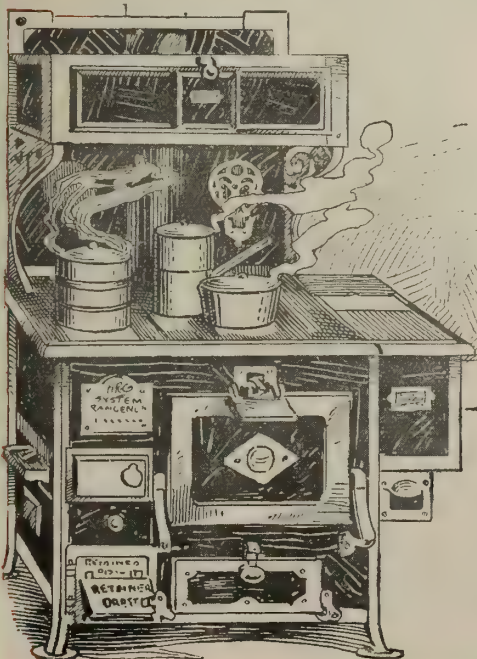
It lessens the danger from escaping gas.

Stops That Awful Waste of Fuel

Now the FiReCo Range has an **absolutely air-tight top**, so must of necessity be **Perfection in stove construction**, so much so that a gallon and a quarter of coal will hold fire over night and cook your breakfast. It will hold fire over night with two ordinary sticks of maple wood.

These are the days for Economizing fuel, and the FiReCo Range meets the requirements.

We can show you that this range is cheaper at Two Hundred Dollars than any ordinary range we ever built at \$20.00.



Investigate the principle—**get the agency**—help to conserve our fuel resources and be up-to-date in the Range Business. **LOOK!** All kettles boil anywhere on the top of the range, not a damper or baffle plate in the flues, and entirely covered by patents.

Manufactured by

**The Hall-Zryd Foundry
Company, Ltd.**

HESPELER - CANADA
CALGARY EDMONTON WINNIPEG



*Stoves Especially
Priced for
War Time
Conditions*

THE ECONOMY RANGE

and

THE HIGHLAND OAK



This handsome Economy Steel Range is one of the most serviceable low-priced steel ranges on the market.
The Fire Box is very heavy in every part.
The Grates are of the improved duplex style.
Drop Oven Door, cast iron Reservoir End, large Ash Pan and full-sized **18-INCH OVEN**.
One size only, 9-18—one price to everybody.

THE HIGHLAND OAK

is a handsome Stove, fine enough for any home, at a price to suit the most humble purse.

THREE DIFFERENT FUELS

may be used, either Coal, Wood or Gas. Large feed door making it easy to feed wood when required.

Hot blast attachment inside fire door to secure greater **Economy** in fuels.

*Why not put on your
floor the Stoves
that sell?*

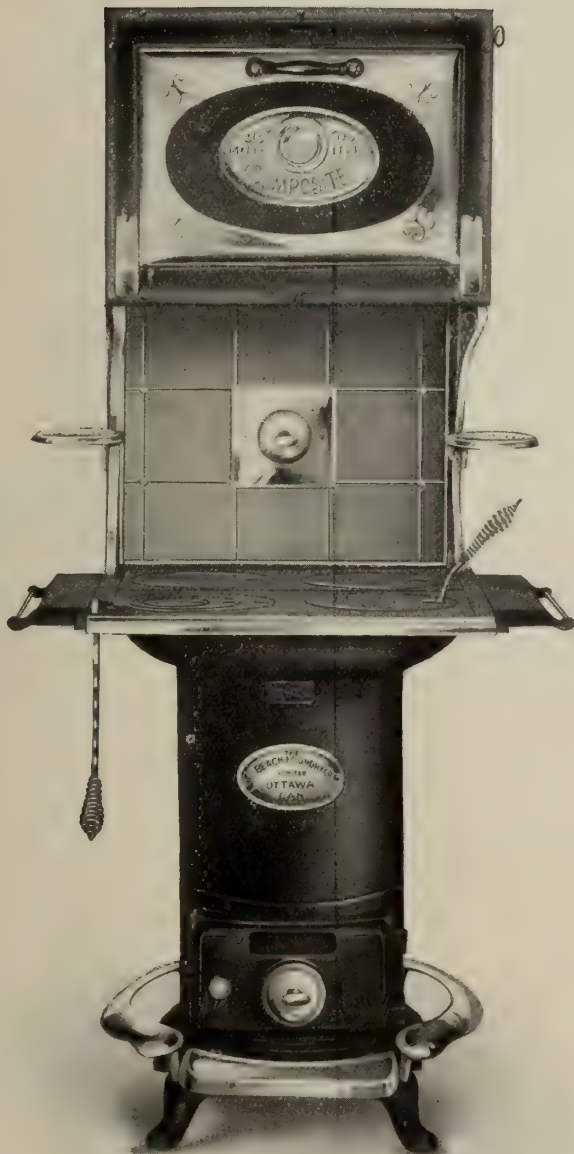
**The Galt Stove &
Furnace Co., Ltd.**
Galt, Ontario



Something Entirely New

"THE COMPOSITE"

A valuable national invention to save fuel, energy and space. The latest Maple Leaf product



The "Composite" with Grates and Tile Panel. Furnished also without Grates or Tile.

Don't let your Competitor secure the exclusive right to market this device. It's a winner.

A COMBINATION HOME DEVICE FOR

HEATING COOKING and BAKING

*Built for National Conservation
Guaranteed to give Satisfaction*

Heating and Cooking

The well-known principle of perfect slow combustion applied to a four-hole key-plate top. Even heat to top delivered by heavy cast undertop and heat spreader.
(Cooking top with shelves, 24 in. x 30 in.)

Baking

Products of combustion pass through concealed, insulated flue to and around five sides of insulated oven. Phenomenal baking results assured with minimum fuel.

(Inside oven width 17½, depth 15, height 11½.)

Special Devices

Water section replacing bricks connects to water heating system.

Special summer facilities. **Suspended wood grate** when heat not desired.

Patents and Copyrights applied for.

Send for descriptive folders.

Watch next issue for sectional illustration.

The Beach Foundry Company, Limited, Ottawa, Canada

Manufacturers of the complete "MAPLE LEAF" line of Stoves, Ranges, Heaters, Furnaces

Sectional illustration shown in next issue.

SEE OUR DISPLAY AT TORONTO AND OTTAWA EXHIBITIONS.

A NEW LINE OF
STYLISH TORTOISE HEATERS
THAT ARE IN A CLASS BY THEMSELVES



THE TORTOISE WITH OVEN. The compactness and utility of this combined Heating and Cooking Stove is filling a long-felt want, particularly in these times when the saving of fuel is both a patriotic and economical necessity.

It is **NOT A FREAK, NOT AN EXPERIMENT**, but a sensible and practical Heating and Cooking Stove of Merit and Economy.

It has a four-hole Top, good-sized Oven, revolving Grates or without Grates, as desired. Large Detachable Reservoir or Cast Water Brick to connect to a Water System for heating water for the bath, etc.

THE TORTOISE WITH TWO-HOLE TOP is another style which has become very popular. The two holes in the top make it very convenient for cooking, and any work that can be done on the top of an ordinary cooking Stove or Range can be done on this Heater.

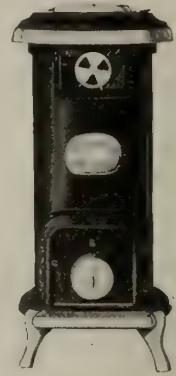
THE FAVORITE TORTOISE is truly a wonderful Heater, and its **NEW DRESS** gives it a Distinguished Appearance that makes it a ready seller. It is made in a variety of Styles, with Revolving Grates and Ashpan, or without Grates, as desired, or it can be decorated as shown in Style "D," which makes it one of the handsomest and most efficient Heaters on the market.

DON'T WAIT FOR THE COLD WEATHER.
ORDER SAMPLES NOW.

Prices and Booklet giving full information on request.



With Two-Hole Top
With or Without Grates
Two Sizes: 223 and 224



Style "C"
With Grates
Four Sizes: 23, 24, 25, 26



Style "D"
With or Without Grates
Three Sizes: 23, 24, 25



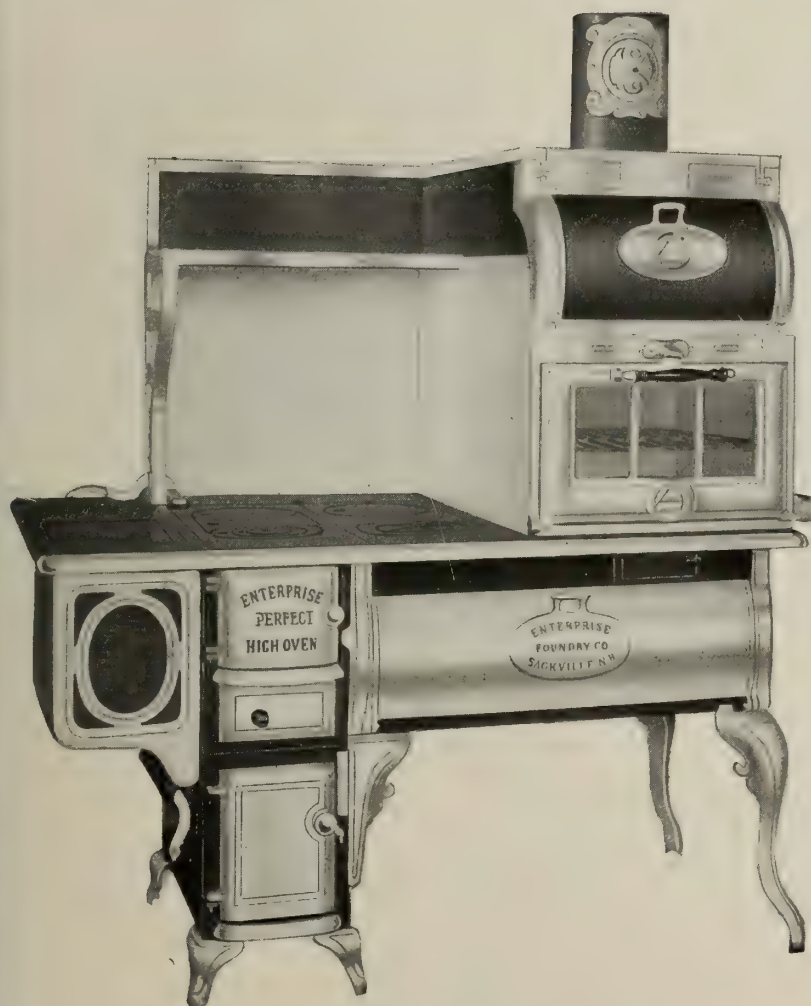
Style "B" on Feet
Five Sizes
12, 13, 14, 15 and 16

MANUFACTURED BY

FINDLAY BROS. CO. LIMITED
CARLETON PLACE, ONTARIO
REVILLON WHOLESALE LIMITED, Edmonton
WHOLESALE AGENTS FOR ALBERTA

If any advertisement interests you, tear it out now and place with letters to be answered.

DO YOU WANT THE AGENCY FOR The ENTERPRISE PERFECT DOUBLE HIGH OVEN RANGE?



Made in two sizes, 8-20 or 9-20.

A FEW FEATURES OF EXCEPTIONAL INTEREST ARE:

No more stooping—all ovens being at the right height. The glass door in the lower oven is a fine thing, and when opened drops and forms a convenient shelf.

The clean-out arrangements are the simplest possible. The thermometers in each door tell the exact heat. No more guessing.

The warming closet is as large as two ordinary ones and is so easy of access!

Our 104-page catalogue showing full line is yours for the asking. You will find it interesting as it covers one of the most complete and desirable lines of Stoves, Ranges and Furnaces made anywhere. Write for it to-day to

The main top is supplied either plain or polished, and is surrounded with beautiful white porcelain back.

Our special damper is a great controller of the draft and saves a lot of fuel.

There are many other good things about it, too many to tell about here. Send for special illustrated circular describing it fully.

The High Oven idea is here to stay because it is the logical way.

Stoves of this character, although of the same general appearance, differ materially in many points.

The ENTERPRISE PERFECT, in addition to many striking features, has one big advantage over all other ranges—IT HAS TWO OVENS! Not one oven and one warming closet, but two large, excellent ovens for roasting and baking, and a large warming closet, too.

Your lady customers will not take long to grasp the great value of this feature and realize both the time and fuel saved by this two-oven idea of which we are the originators.

THE ENTERPRISE FOUNDRY COMPANY

Makers of High-Grade Stoves, Ranges and Fireplace Fixtures

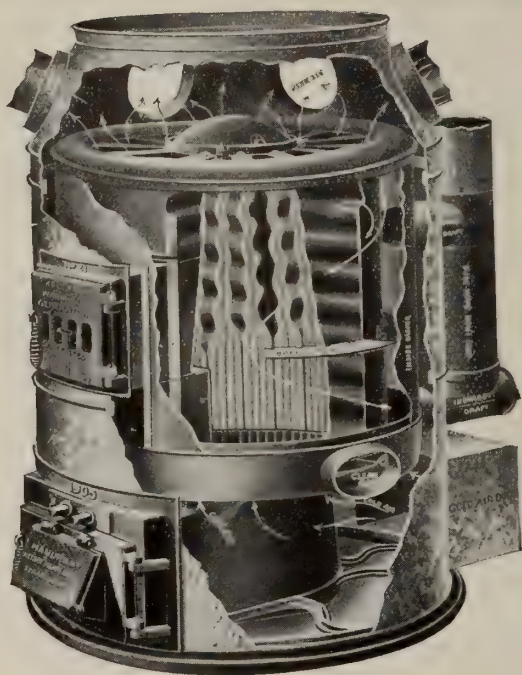
Head Office and Factory:

SACKVILLE, N.B.

DISTRIBUTING AGENCIES AT VARIOUS WESTERN POINTS

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADA FOUNDRIES & FORGINGS LIMITED



Furnaces and Registers of all styles and for all requirements

Producers of The Kelsey Warm Air Generator

The Canadian Air Warmer

The Tropic

The Emperor

The advantages derived by the dealer handling our high-grade lines have been demonstrated by the largely increased sales wherever they have been introduced. Write for our special exclusive agent's selling proposition.

Produced at

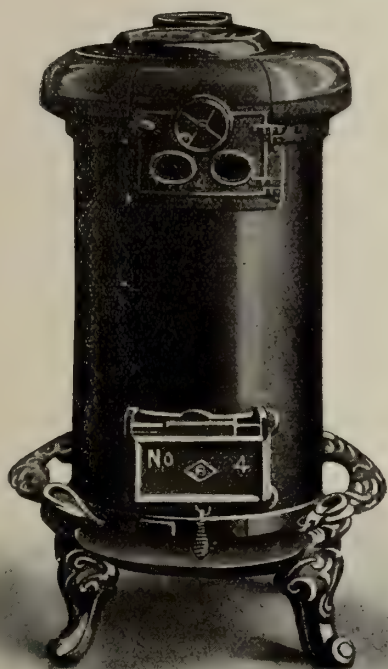
The James Smart Plant

Brockville, Ont.

Winnipeg, Man.



CANADA FOUNDRIES & FORGINGS LIMITED



“Tortoise” Heaters and Cookers

Complete stock of all sizes and styles on hand ready for immediate shipment.

We will be pleased to send stove catalogue and price list on receipt of request.

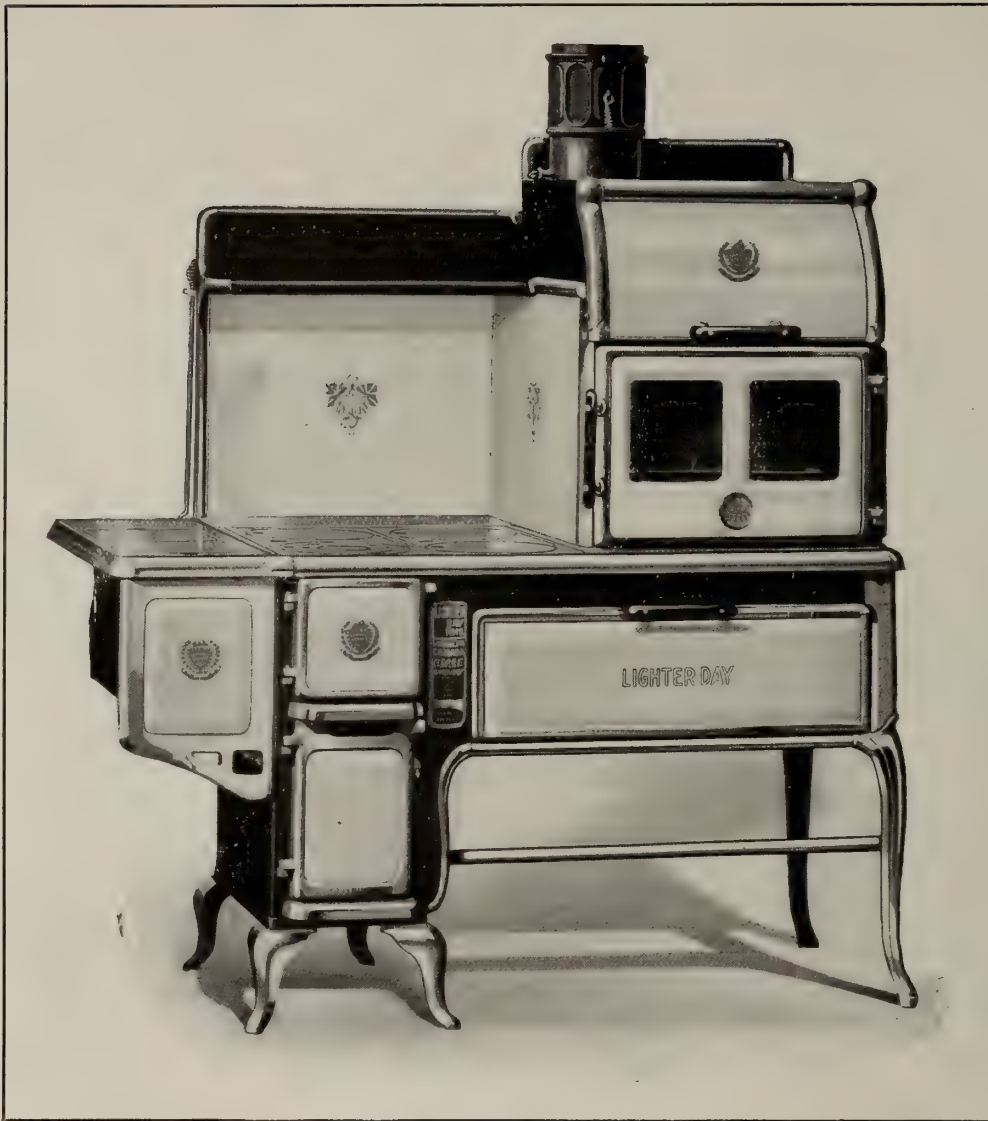
The service in promptness of filling orders and in the help we give you in making sales is more efficient than ever before.

Produced at

The James Smart Plant

Brockville, Ont.

Winnipeg, Man.



Lighter Day High Oven Range

THE convenience of the high oven

—the sanitary sparkling enamel and nickel finish
—the unusual fuel economy
—the fine baking qualities

form a combination of features which give the Lighter Day Range wonderful selling force.

The Lighter Day stands as a leader because it meets the de-

mand for *modern household equipment.*

It is designed to save labor, and take the drudgery out of baking. That is why women everywhere are so enthusiastic about the Lighter Day.

Our new catalogue shows the complete line of Lighter Day models and many other fine designs of coal and wood ranges. *Write for catalogue TO-DAY.*

CLARE BROS. & CO., LIMITED,

Preston, Winnipeg, Vancouver



Hecla ^{Warm}_{Air} Furnace

FURNACE men, now must see the sound sense of installing a high-grade furnace like the Hecla.

Every item of cost, every hour of labor, every bit of material on the job is away up in price. A good heating plant costs a lot of money.

What a mistake, then, to link it up with anything but the best furnace.

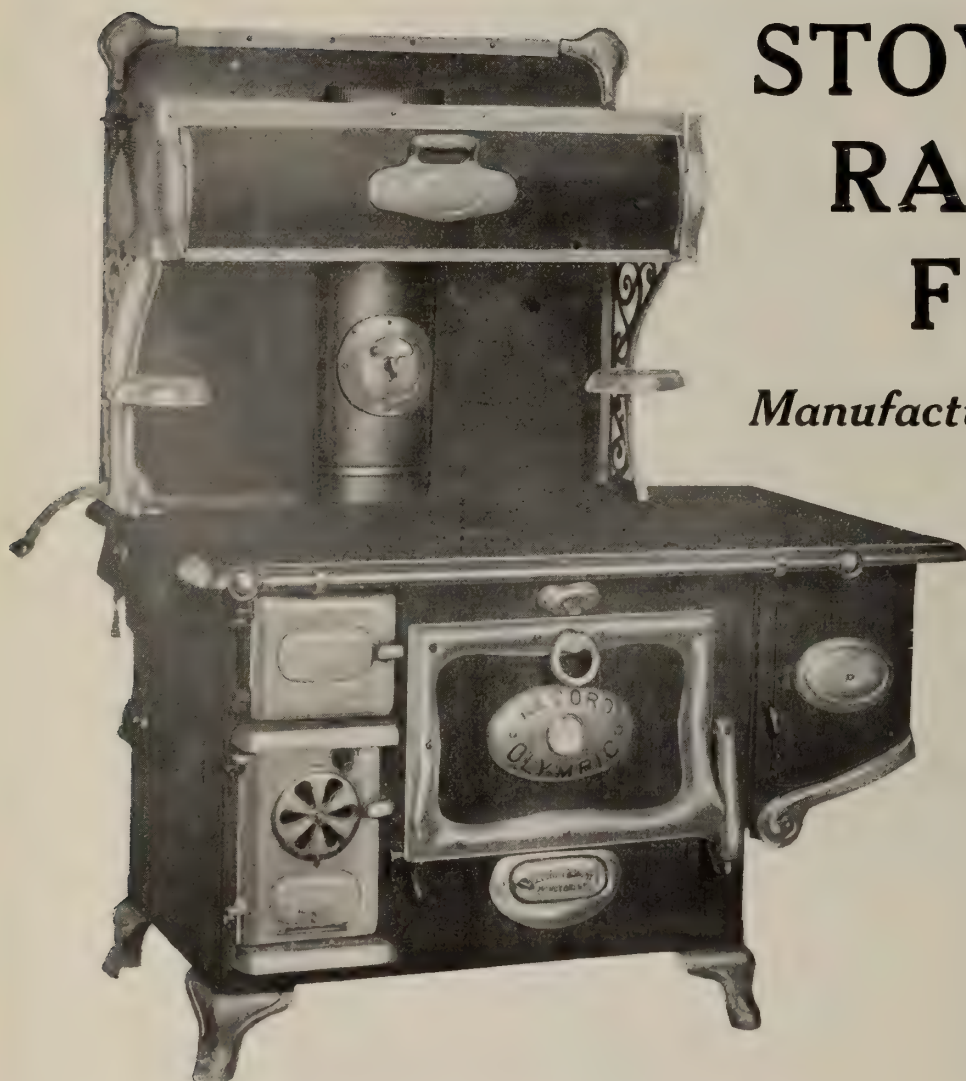
With coal over \$10 a ton, the fuel economy of the Hecla is also a strong argument.

The Hecla gives absolute satisfaction. It is well made and durable, easy to operate, clean and proof against gas and dust.

It's a furnace that will hold the good-will of your trade.

Write for catalogue TO-DAY.

CLARE BROS. & CO., LIMITED, Preston, Winnipeg, Vancouver



Most complete line of

STOVES RANGES and FURNACES

Manufactured in Canada

*Send for
Catalogue*

We want every dealer to have our new catalogue and learn all about our attractive line and excellent service in supplying your customers' needs with the most complete line of Stoves, Ranges and Furnaces manufactured in Canada.

Suggest an Olympic

You may measure it, weigh it and test it in every way, and if it is not the best Range you have ever seen you may return it at our expense.

Manufactured by

The Record Foundry & Machine Company, Ltd.
MONCTON, N.B.

Western Distributors

R. R. Kinread, 286 Bannatyne Ave., Winnipeg; F. R. Murry Co., Ltd., Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

Record Excello Hot Air Producer

*with Superior Points
and Selling Features
found in no other
Heater*

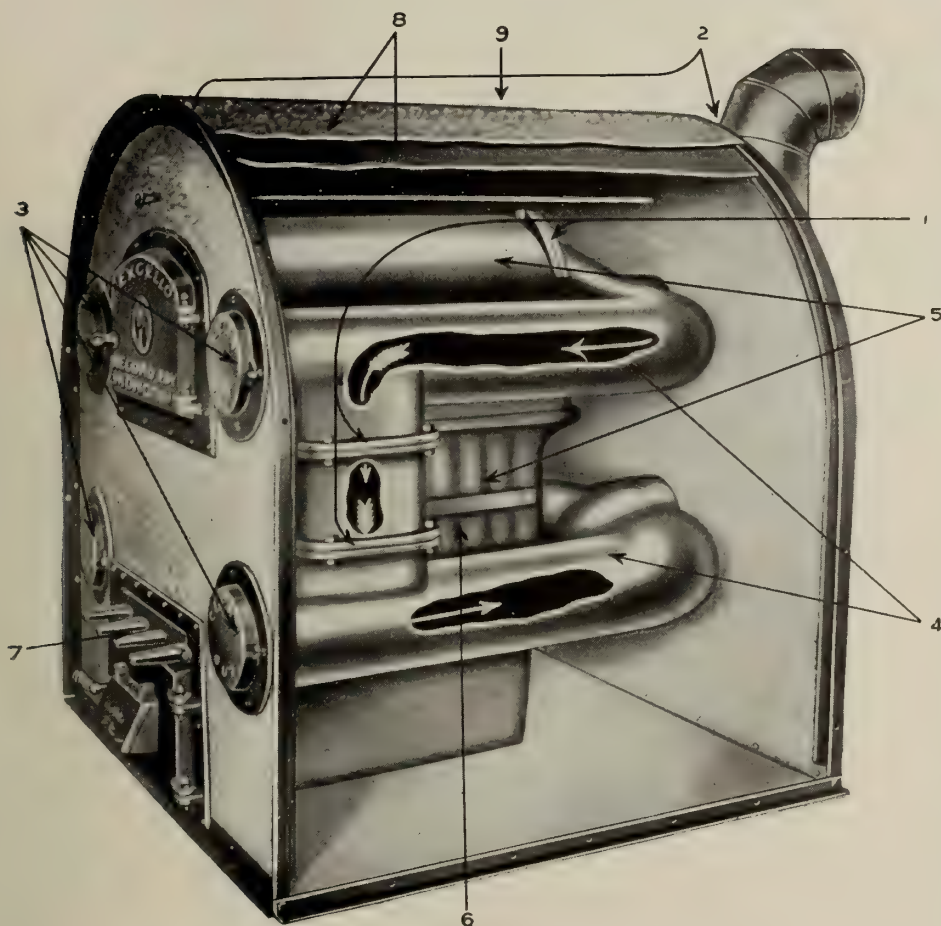


FIG. 1—Showing the SHEET ASBESTOS GASKETS bolted between iron flanges, making absolute GAS and DUST-PROOF joints, which is a most important improvement over the old-style joints.

FIG. 2—Showing the simplicity of construction of the EXCELLO over all other Furnaces, as it is not necessary to disturb the hot air pipes or casing in making repairs, as the casing can be simply raised up from the bottom and the whole inside of the FURNACE may be examined or repaired.

FIG. 3—Showing the cleanout FLUE CAPS which only have to be lifted off to get access to the interior of the FLUES.

FIG. 4—Showing the perfect indirect downward draft flue construction, the effect of which is to retain the products of combustion in the flues much longer than any other furnace made.

FIG. 5—Showing the long fire travel, giving positive assurance that the EXCELLO has the largest amount of direct radiating surface in proportion to the grate surface of any heater made.

FIG. 6—Showing the most perfect fire pot ever constructed with perpendicular sides which overhang the sides of the ash pit one-quarter of an inch, making it impossible for dead ashes to accumulate.

FIG. 7—Showing the triangular roller grates with no frame or gears to warp or break.

FIG. 8—Showing the double casing one inch apart, the outside one being made of galvanized iron, and the inside one of pure tin.

FIG. 9—Showing the low down construction of the EXCELLO, which is only 40 inches from the bottom to the top, which is about 30 inches lower than the ordinary make of furnaces.

The EXCELLO will burn all kinds of fuel equally well. Hard coal, soft coal, coke or wood, and will radiate 18 per cent. more heat from the same amount of fuel than any other furnace made.

We do not pretend to compete in price with makers of cheap-made, low-priced furnaces, but if you wish a really first-class heater, we have it in the EXCELLO.

WRITE FOR OUR FURNACE HAND BOOK EXPLAINING
THIS FURNACE.

The Record Foundry & Machine Company, Ltd.
MONCTON, N.B.

Western Distributors

R. R. Kinread, 286 Bannatyne Ave., Winnipeg; F. R. Murry Co., Ltd., Vancouver, B.C.



The Hardwareman's Line

Aylmer

DEFIANCE PUMPS

This new line of Defiance Well Pumps is especially adapted to hardware trade requirements. No adjusting or fitting is necessary. Each pump arrives complete—ready for instant operation. No after-sale service involved. The customer invariably makes his own installation.

And Defiance pump sales are decidedly profitable—the margin of profit is wide.

The line, too, is broad enough to meet every pumping need or local preference—insuring a quick turnover, while its standardization enables the dealer to provide a wider range and greater variety without stocking heavily.

Neat in design, distinctive in appearance. Finely finished in an attractive shade of grey. These pumps stand out well in display. More than this, they are correct in every detail of construction. The product of long experience and expert workmanship. Sturdily built, they can be relied upon for unfailing performance under exacting conditions.



No. 422.

The most popular domestic and general service pump.

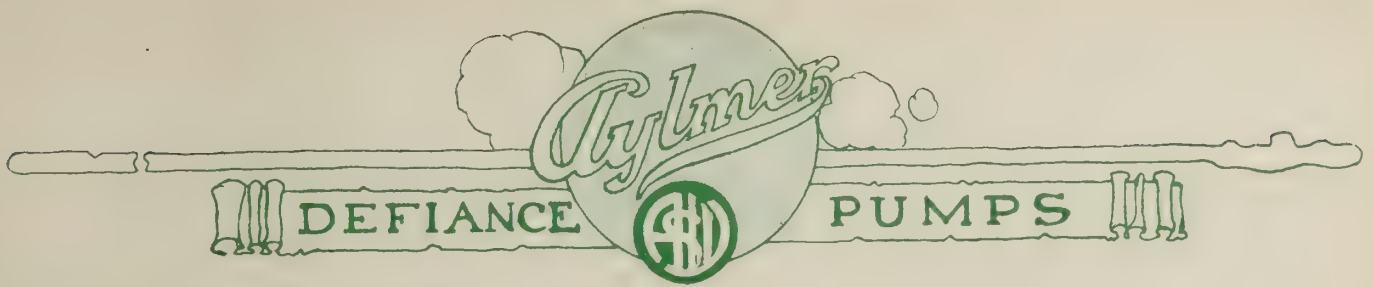


No. 423.

A high class pump for deeper well, hand windmill or gasoline engine service.

The Aylmer Pump & Scale Co., Limited

AYLMER, ONTARIO



The Hardwareman's Line

Aylmer

DEFIANCER PUMPS

Through standardizing this line we have made quick shipment and prompt delivery a certainty. A complete stock always on hand. Your orders will go forward within twenty-four hours of their receipt.

We have prepared a special twenty-page catalog (No. 16) for the hardware trade, showing complete line, and giving information of interest to every live hardware dealer.

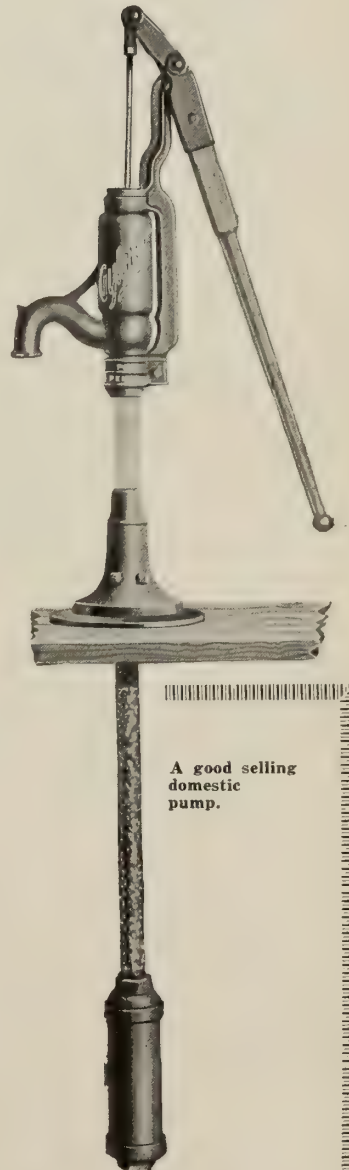
In this new line we have eliminated the objectionable features found in many pumps—and have added many features which you will agree are decided advantages. Standardized parts, strength, beauty, wideness of range with small stock, embodiment of new ideas and practicability are among the many features of Aylmer Defiance Pumps. Send for Catalog No. 16, or ask our representative to call.

MADE IN CANADA BY



A low-priced cistern pump.

No. 420.



A good selling domestic pump.

No. 421.

The Aylmer Pump & Scale Co., Limited

AYLMER, ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

QUALITY ROOFING

McCOMB'S QUALITY ROOFING is made of materials which long experience and many tests have proven to be best suited to give lasting qualities—this with moderate price makes **QUALITY ROOFING PREFERRED**. Sell it and make good profits.

Shield Brand Tarred and Dry Sheathing.

Good Luck Tarred and Dry Fibre.

Shield Brand Ready Roofing, 2 and 3 ply.

Black Cat Tarred and Dry Sulphate.

Rubber Roofings, Black Cat, Good Luck, McComb's Special, 1, 2 and 3 ply.

Dominion Brand, Tarred Felt, Coal Tar and Pitch.

See that we get your next order and we will
see that you get 100% satisfaction.



J. H. McCOMB, Limited
MONTREAL, P.Q., CANADA

KASEMENT DOORS NOW MADE IN CANADA

"Demand Made Canadian Factory Necessary"



The rapidly increasing demand for "Kasement" Screen Doors has made necessary the establishment of a Canadian plant, which is now in operation at Burlington, Ont.

A complete line of "Kasement" Screen Doors is now being "Made in Canada," and we are booking orders for 1919 delivery.

Write for catalog, prices, etc.

Be sure to see our Exhibit of Canadian-made Kasement Screen Doors at the Canadian National Exhibition, Toronto ---south-east corner of the Industrial Building.

KASEMENT SKRENE DORE CO.

Head Office: 183 Church Street
Toronto, Ontario

Factory: Burlington, Ontario

Western Canada Representative: Mr. Geo. Wright, 608 Merchants Bank Bldg., Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.

Where metal turns on metal, there *Hoyt's Babbitts* are

There's a grade for every need



The reduction of friction in the bearings of the Allies' great industrial plants has made possible the production of necessary war materials on an almost unbelievable scale.

The great need is babbitts that will meet every requirement, and these you find in the Hoyt line—babbitts that may be used in any climate, any time of the year, and on any piece of machinery. Whether you're using or selling babbitts, solders, came leads, etc., it will pay you to handle the best.

Hoyt Metal Company

Eastern Ave. and Lewis St.

Toronto, Canada

London, Eng.

New York, U.S.A.

St. Louis, Mo., U.S.A.



*Are you ready for
the new era of
building?*

With "Red S"
Window Glass
Plate, Figured,
Stained, Wired,
Bent, Mirror
and Ornamental
Glass.

THE question of housing the working classes having become a serious one will no doubt be solved before long with the result that thousands of moderate-priced homes will be built throughout Canada. This will mean that immense quantities of window glass will be supplied by hardware dealers throughout the country.

When ordering your requirements keep in mind the famous "Red S" brand of window glass. It is the standard. Send your order to-day. Attractive prices. Prompt delivery.

THE TORONTO PLATE GLASS IMPORTING CO.

Glass Benders to the Trade

Limited

DON ROADWAY

TORONTO

Help Win the War ---in the Kitchen

Encourage the vast army of housewives in the conservation of the Nation's food supply. Help them by supplying war-time kitchen utensils to carry on the good work.



UNIVERSAL

HOME NEEDS

Save the Wheat

with UNIVERSAL Bread Maker. Makes nutritious, clean and wholesome bread out of wheat substitutes. Does the mixing and kneading in three minutes. Hands do not touch the dough.



Save the Food

with UNIVERSAL Food Chopper. A war-time utensil which is playing a leading role in the saving of food in the home; palatable dishes are made from left-overs which would under ordinary conditions go to waste.



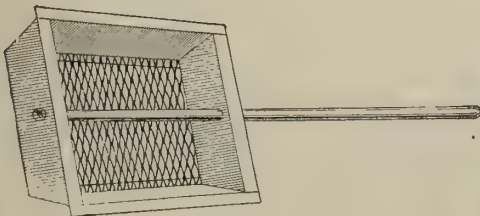
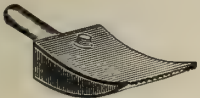
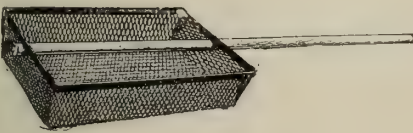
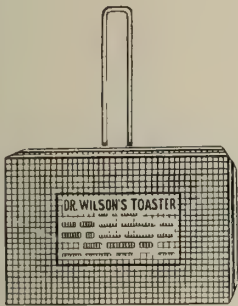
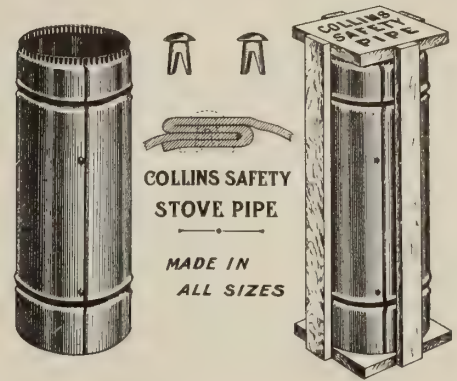
Aluminum Percolator, makes coffee without boiling, extracts all the good and none of the bad from the coffee bean. With the UNIVERSAL percolating process the coffee is delicious in its making with all its strength and aroma preserved.

LANDERS FRARY & CLARK
NEW BRITAIN - - - CONNECTICUT

Canadian Representative: A. McFarlane & Company, Montreal

Necessary Goods for the Fall Season

HOW IS YOUR STOCK OF COLLINS PIPE?



Collins Patent Pipe, the same good quality, as usual. Tapers, Tees, Half Lengths, Elbows, etc.

Collins Patent Asbestos Lined Thimbles, made for six inch, seven inch or eight inch pipe; extension thimbles for walls or floors, solid thimbles for floors.

Collins Sturdy Ash Sifter (patented Jan. 1st, 1918), has a stronger metal rim than heretofore. This makes it without a doubt the best sifter on the market and a quick-seller and money-maker.

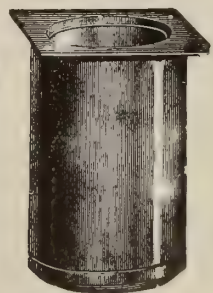
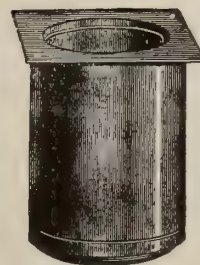
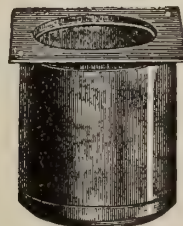
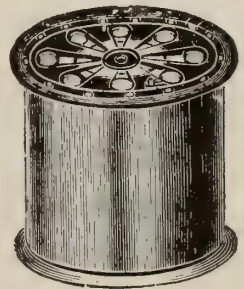
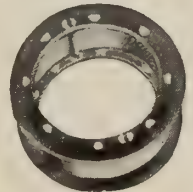
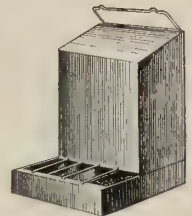
Our Cartwheel Ashsifter, always a favorite, with stout wood ends.

Gas Toasters, Horse Singers, Poultry Founts, Hoppers, etc.

We want to quote you.

Ask for catalog.

We extend a welcome to all Exhibition visitors in the trade.



The Collins Manufacturing Company

415 Symington Avenue,

Toronto, Canada

The hall-mark of Quality Rubber Goods

*"Reliability
in Rubber"*



We make Hose of all kinds, Packings to suit every requirement, Belting for all purposes, Force Cups and Plumbers' Supplies, Tubing, Valves, Valve Discs, Wringer Rolls, Rubber Mats and Matting, Stair Treads, Interlocking Rubber Tiling, Etc.

Automobile, Carriage and Truck Tires, Automobile Accessories, Etc.,
Send for Catalogue.

Gutta Percha & Rubber, Limited

TORONTO HALIFAX MONTREAL OTTAWA FORT WILLIAM WINNIPEG REGINA
SASKATOON LETHBRIDGE CALGARY EDMONTON VANCOUVER VICTORIA
SYDNEY, MELBOURNE and PERTH, AUSTRALIA

If any advertisement interests you, tear it out now and place with letters to be answered.



READY MADE CUSTOMERS

Practically every woman who enters your store is a ready-made customer for Ioco Liquid Gloss and Household Lubricant. In every home there's a daily use for one or both of these evident necessities.

Ioco Liquid Gloss cleans and polishes finished surfaces of all kinds—restores the original lustre to furniture, pianos, hardwood floors, automobile and carriage bodies.

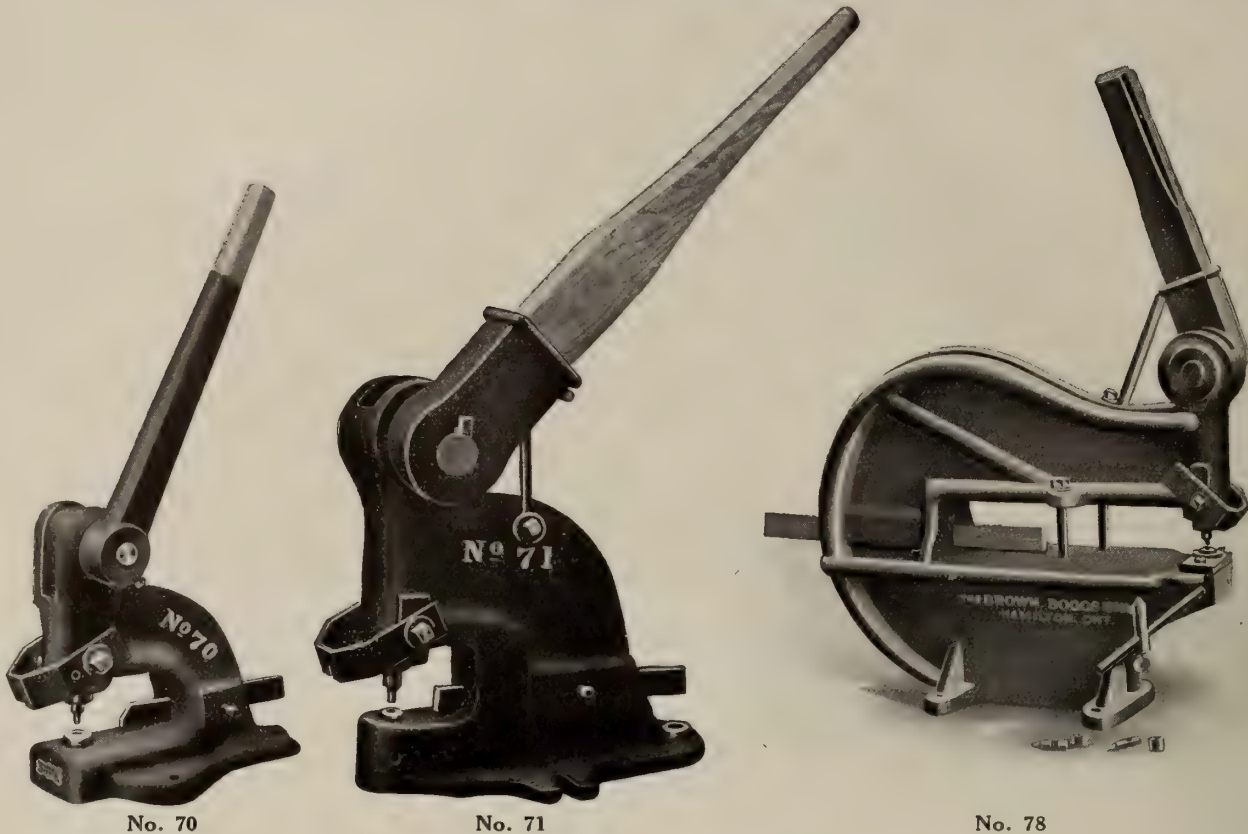
Household Lubricant—non-gumming and non-corrosive—is used for sewing machines, phonographs, typewriters, electric fans, bicycles, etc., wherever a light lubricating oil is needed. Used on bright metal surfaces, Household Lubricant prevents rust and tarnishing.

Stock these staples that bring repeat orders. Their quality is well-known—their uses are many and varied—they are backed by the well-known guarantee of our name.

Write us to-day for our attractive dealer proposition.

IMPERIAL OIL LIMITED
 Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES
 Marketers of Gargoyle Mobiloils in Canada
BRANCHES IN ALL CITIES

Lever Punching Presses



Money Makers

If you have holes to punch you cannot afford to be without one of these machines. Will punch sheet metal many times faster than the old hammer and punch method, and give you a much better job.

On thicker material up to $\frac{1}{4}$ -inch, they will punch ten holes while you are drilling one.

The investment is small considering the returns. We make them in many styles and sizes for punching up to $\frac{1}{2}$ -inch soft steel.

THE BROWN-BOGGS CO., LIMITED
Hamilton, Canada

Tinsmith and Sheet Metal Working Tools and Machinery



CONSERVATION YACHT MOP "TARBOX BRAND"

A Mop Handle requiring a foot of lumber to produce, is not worth 10c for fire wood, and yet it cannot be retailed at less with profit.

These should be days of conservation, not wholly as regards profits, rather of materials and labor.

In sympathy with this thought we have designed the construction of this Yacht Mop whereby the Handle may be used indefinitely, not only saving the waste of disappearing materials, but saving cubic and shipping weights.

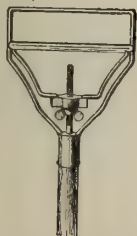
HANDLES SUPPLIED SEPARATELY

	Per gross	Dozen
1½ inch by 4 feet	\$10.80	\$1.00
1½ " " 4½ "	12.00	1.10
1½ " " 5 "	13.20	1.20

These handles are "chucked" just right for a tight fit in the Mop-Head, being inserted with a twisting pressure, reverse to remove.

Old Handles of equal size can be made to fit and use with the Heads, but our Handles are made right—start right, then go ahead with satisfaction from the start.

TARBOX BRAND No. 14 Janitor Mop-Stick



In a Janitor Mop (usually used in connection with Pail Wringers or Squeezers) it must be admitted this represents the correct principle, as the bail is a solid fixture with the handle and the grip is positive, unlike Spring Mop-Sticks.

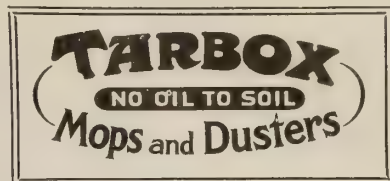
This Stick is our own design.

(In all cases the head adds 6¾" to length of handle).

PRICE OF NO. 14 JANITOR

48" Handle	\$6.50	per dozen
54" "	7.20	" "
60" "	8.00	" "

PLEASE NOTE—We are always pleased to supply copies of our Cuts for advertising purposes.



No Oil to Buy
No Oil to Soil
No Oil to Smear

Surfaces dry
polished with
every dusting.



Dry-Dusting
Floor Polisher
\$1.50 and \$2.00



Dustless
Handle Duster
50c

are treated with a Chemical Compound which, being introduced into the fabric produces a "Dust Absorbent" that is more efficient for dusting than oils, and is not greasy and will not Soil or Smear. These goods are widely known as the Superior Brand for hardwood floors—keeping them *light* and *clean*—and as an *Automobile Accessory*.

We are bringing out an *AUTO-WASHING-MOP* to attach to the Hose, giving a constant or intermittent Flush at the users' will. We predict a very popular demand for such a necessity.

There are *TARBOX BRAND MOPS* for every purpose, and so far as we know, our line is the most Complete Extant under a single management.

MANUFACTURED ONLY BY
TARBOX BROS.

1236 DUNDAS ST., WEST

TORONTO, ONT.

ESTABLISHED 1886

U. P. TARBOX, Proprietor
Registered 1892



INDURATED WARE

The Popular Seller



Wash or Baby's Bath Tub
4 sizes



Butter Pail for Delivery
and Storage Purposes



Barrel Cover
2 sizes

Indurated ware is rapidly taking the place of metal products because of the growing metal scarcity.

The Hardware Trade will find Eddy's Indurated Ware a popular seller because it has long since firmly established an irreproachable name for quality and endurance throughout Canada.

Our line includes various kinds of Tubs, Washboards, Pails, Butter Pails, Eddy's Cuspidors, etc.

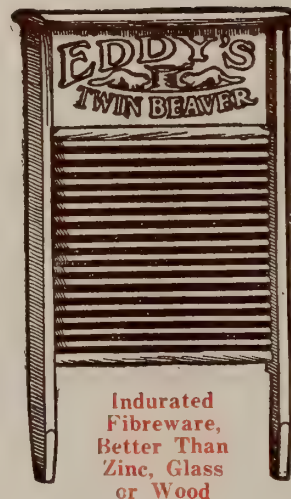
Remember: Indurated ware is seamless, cannot fall apart, shrink or become water-soaked. Ask about Eddy's Indurated Fibreware Washboard.

Write direct or ask the "Eddy" representative for a catalog of the full line.

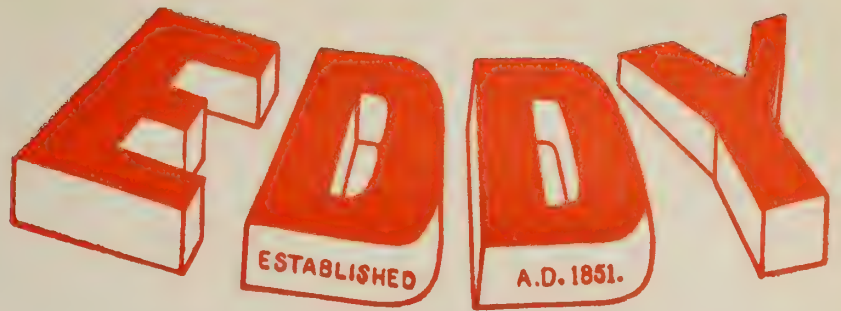
E. B. EDDY COMPANY, Limited

Makers of Canada's Famous Matches Since 1851

HULL, CANADA



If any advertisement interests you, tear it out now and place with letters to be answered.



EDDY'S "SILENT 500's"

The Safest Match in the World

Impress upon your customer the fact that the Eddy Match is **not** a fire menace—it is the safest match in the world.

It will pay her to buy it and in preference to any other match not only for this reason but because it is also the best value for her money.

It stands to reason that with about a 60-year start the EDDY COMPANY can make better matches than any other firm in Canada—and when you consider that the EDDY COMPANY'S numerous Pulp Industries can take care of all the Spruce, Balsam and other woods, so that only the most carefully selected Pine is used in the match-making, and that the plant is equipped with the most modern machinery—then you can believe that EDDY'S MATCHES ARE CANADA'S BEST.

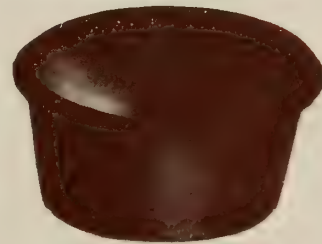
**Stocking a Good Line of EDDY'S
30 to 40 Match Brands Will
Prove a Paying Investment.**

E. B. EDDY COMPANY, Limited

Makers of Canada's Famous Matches Since 1851
HULL, CANADA



General Utility
Pail



Cuspidor
2 sizes



There's a KRIBS Washing Machine For Every Household

At Prices From \$10 to \$90

Our factory at Hespeler is going full blast. Hundreds of splendid machines are steadily coming through to meet the orders that are pouring in.

We have a sturdy line of washing machines ranging from the most modest to that possessing every facility, built to meet every possible demand, and at prices from as low as \$10 to \$90.

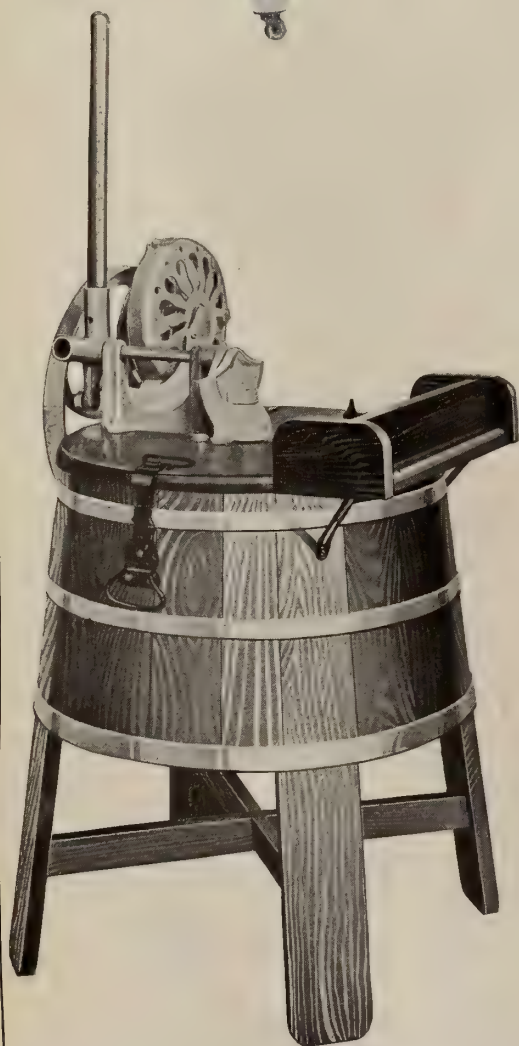
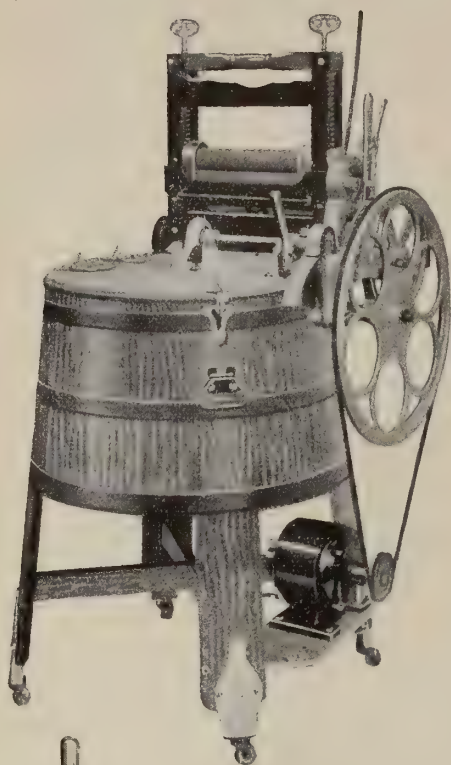
Hand, water-motor, gasoline and electric washing machines, wringers and tubs—**SURE FAVORITES** and **STRONG SELLERS**.

A trial order will give you a joyous surprise.

**IF YOUR JOBBER CAN'T
SUPPLY OUR LINE, WRITE
DIRECT FOR CATALOGUE
AND DISCOUNTS.**

WILLIAM A. KRIBS
Hespeler, Ontario

Makers of FREIGHT HANDLING TRUCKS of all kinds



CANADIAN TUBE & IRON CO., LIMITED

Manufacturers of

BOLTS and NUTS

Carriage Bolts,
Coach and
Lag Screws,
Tire Bolts,
Machine Bolts,
Sleigh Shoe
Bolts,

Plow Bolts,
Track Bolts,
Square Nuts,
Hexagon Nuts,
Boiler Rivets,
Tinner's
Rivets, Etc.

WROUGHT PIPE

Black and Galvanized sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also Manufacture

NIPPLES and COUPLINGS

Black and Galvanized, in all sizes

Works: Lachine Canal, Montreal

Selling Agents for

**Canadian Rolling Mills
Co., Limited**

Works: Lachine Canal, Montreal

—MANUFACTURERS OF—

Bar Iron and Steel

IN ROUNDS, FLATS
AND SQUARES
ALSO

**Twisted Steel Bars
FOR
Reinforcing**

Selling Agents for

**Colonial Wire Mfg. Co.
Limited**

Works: Lachine Canal, Montreal

—MANUFACTURERS OF—

SMOOTH STEEL WIRES

Bright, Annealed, Oiled and Annealed.
Coppered and Coppered Spring.

TINNED MATTRESS WIRE
BROOM WIRE FINE WIRES
(Plain and Galvanized)

FENCE STAPLES
WIRE NAILS
WOOD SCREWS

PUMP RODS
(Plain and Galvanized)

TRADE MARK



omewhere in—

Canada, The British Isles, France, Belgium, Italy, Australia, New Zealand, India, Africa, Singapore, Fiji, Ceylon.

It would be wrong to say that the export business of the Gillette Safety Razor Co. of Canada, Limited, now overshadows the business done with dealers throughout the Dominion.

This could only be true in point of actual numbers of Gillette Razors and Gillette Blades shipped abroad, and obviously the trade in Canada is not absorbing the greatly increased output of the very modern plant shown on the opposite page.

But the requirements of the dealers in Canada are not and never were overshadowed for a single day. We take care of the home trade first, then we do our utmost to keep up with the demand from the British Isles, the Empire at large, and our Allies.

Wherever Allied troops move, Gillette Razors go with them, and we are proud to be able to help to meet the needs of these men.

Gillette Safety Razors and Blades
Made in Canada

Gillette Safety Razor Co. of Canada, Limited
Office and Factory: 65-73 St. Alexander Street, Montreal

Profitable Co-Operation

When you open a newspaper or a farm journal and find an advertisement for Gillette Razors standing out on the page demanding attention, do you think of it as YOUR advertisement?

When the mails bring you window displays and counter cards for Gillette Razors and Blades, do you realize you have a new salesman at your command?

We pay the bills, content if the publicity brings YOU business, and confident that we will eventually share in the benefits. But mark the point. Our profit comes only AFTER the dealer has made his.

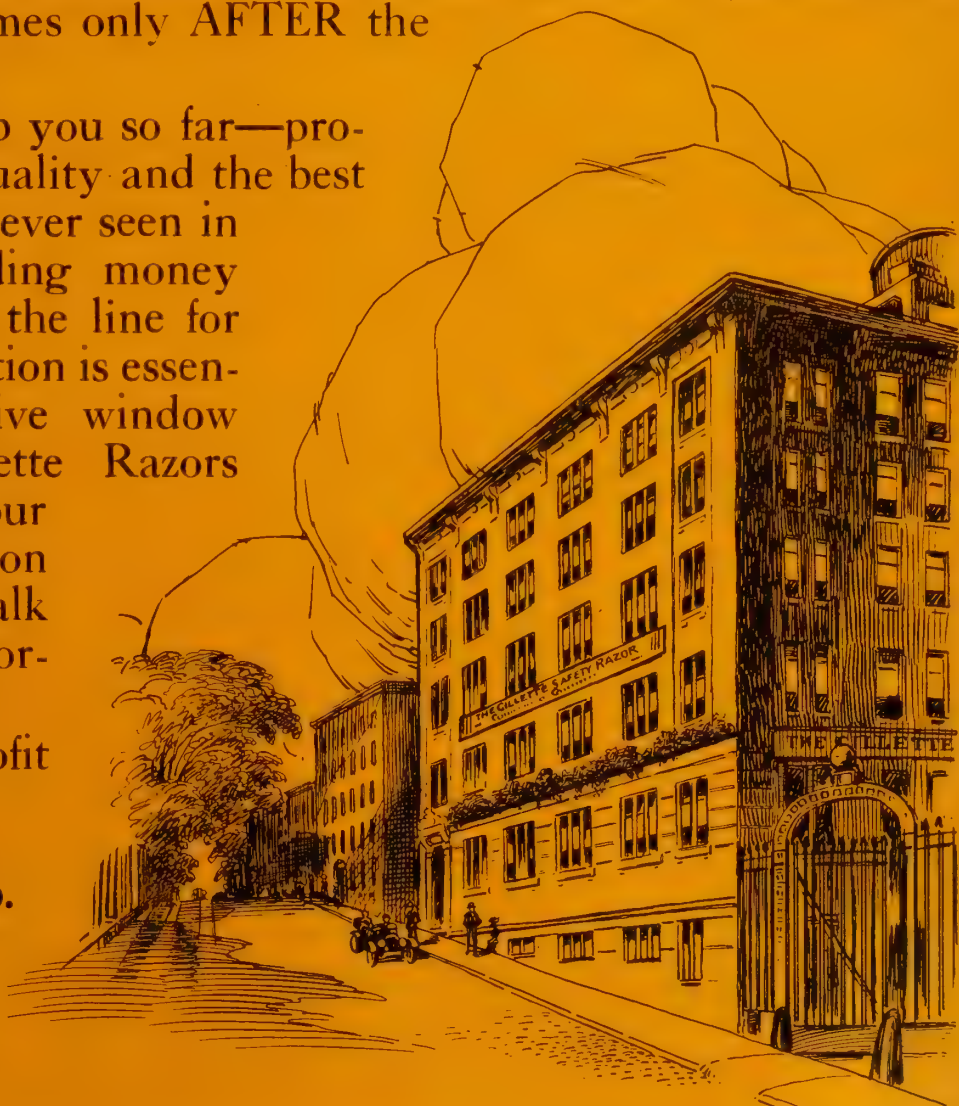
We can only help you so far—producing the highest quality and the best service the world has ever seen in a razor; and spending money liberally to advertise the line for you. Your co-operation is essential. Make attractive window displays, bring Gillette Razors and Blades before your customers' notice on your counters, and talk Gillette at every opportunity.

Then we both profit to the fullest extent.

**Gillette Safety Razor Co.
of Canada, Limited**

Office and Factory:

65-73 St. Alexander St., MONTREAL





SERVICE

Production this year at the rate of 11,000 tons

"PREMIER" Galvanized Sheets
entirely for Canadian users.

PRICE

Our price policy has meant a saving of \$20 a ton this year on a total Canadian consumption of 20,000 tons, or \$400,000.00.

QUALITY

The incessant demand denotes appreciation of the high uniform quality of

"PREMIER" Galvanized Sheets

MADE AT HAMILTON BY

Dominion Sheet Metal Co., Limited

Supplied Through Jobbers

Is the Hardware Wholesaler Indispensable?

IN watching the great events which occupy the centre of the stage at the present time, and which have for the past four years attracted the attention of the entire world, we are inclined to temporarily overlook great developments in our every-day affairs. We do not pause to think of the great service which we are receiving from the firms with whom we daily do business. There never was a time in the history of the hardware trade when business in some branches at least was conducted under more trying conditions. Scarcity of supplies, labor troubles, difficulties of transportation, sudden price changes, Government restrictions, and many other causes beyond the control of the average business man, have created new and perplexing problems for all branches of the trade.

The manufacturers have undoubtedly had and are still having their trouble. The retailers have problems to-day which are entirely different to anything experienced in pre-war days. Between the manufacturers and the retailers are the wholesalers, the connecting link as it were in the triple-linked big hardware business chain. The wholesaler's troubles have been legion, and he has received his bumps both coming and going. The position is one that has been hard to fill but it has been admirably filled during the past four war years by the majority of Canadian wholesale hardware firms. Almost any fair-minded retailer to-day will tell you that it would have been almost impossible to carry on business successfully during the past four years without the assistance of the wholesale houses and their excellent traveling staffs. The visits of the wholesalers' travelers, broken as they have been by re-arranged train schedules, stand out as bright spots in the minds of retailers and clerks, especially in the smaller towns and villages.

That the wholesaler performs an important function—that the wholesaler is absolutely essential—has been proven beyond all doubt since the outbreak of the war. The majority of the Canadian wholesale hardware firms have proven themselves equal to the burdens imposed by war—they have looked after the interests of their customers in most praiseworthy manner, and they have shown themselves up as business men who do not deserve the unwarranted opposition to which they were sometimes subjected in misinformed quarters prior to the war.

Can you imagine the predicament of an average retail hardware merchant who tried to stock an entire hardware store with goods purchased direct from manufacturers.

At least 3,000 articles irrespective of size, are required to stock a modern hardware store. To buy all lines direct from makers, the dealer would have to deal direct with six or eight hundred factories. Think of the number of shipments, the amount of correspondence, the huge freight and express charges, the delays, the packing charges, the smallness of some individual shipments

and the consequent maximum transportation charges. Add to the foregoing the fact that in many cases the orders on some individual sizes would be so small that the manufacturer could not and would not handle them.

Then there is the question of repeat orders—sometimes only a few articles of a certain line required, not sufficient to make a separate shipment. Perhaps a customer drops in late in the season and wants a lawn mower or some other article on which the retailer has cleared out his stock. What does the retailer do about it? Orders from the wholesaler and has it shipped with other goods.

The wholesaler is really a great stockkeeper for the retailer, ordering goods and investing his money months ahead, in supplies which his retailer friends and customers will require at a later date—buying in huge quantities in order to get best prices, lowest freight rates and best all round terms, thus making it possible to re-sell the goods in smaller lots at prices which will enable the retailer to buy moderately, turn stock quickly and sell at a legitimate profit.

The wholesaler's percentage of profit on most lines is very moderate indeed, and it is only through a huge turnover that profit is made.

During the next three months the retailers will demand fall and winter goods in huge quantities. Many of these lines the retailer has not thought of since last winter. The retailer will need them quickly. To whom does he look? To the wholesaler of course. Many months ago, probably while the snow of last winter was still on the ground, the wholesaler was planning for the needs of his customers during the coming fall and winter. Through combing the world markets which are now open the wholesaler has gathered a stock which he will try to distribute to the best advantage to customers in all parts of the Dominion.

Chaos would reign supreme were it not for the hardware wholesaler staffs, who despite many discouragements, and many losses from time to time which they cheerfully absorb, cover the country from coast to coast with expert traveling staffs and conscientiously try to give the best possible service to Canadian retail hardwaremen.

There are many successful retail hardware merchants in Canada to-day who would not be in business had it not been for financial assistance and advice extended in the past by wholesalers. On thousands of occasions wholesalers have furnished accommodation to retailers who to-day have their businesses on a good sound basis. In the majority of cases the retailers are deeply appreciative of the service thus rendered. In other cases the service has apparently been forgotten.

The hardware wholesaler gathers goods from all corners of the earth, has the goods put up in the most convenient form for the retail trade, plans far enough ahead to have supplies on hand when needed, and then distributes the goods to retailers on short notice if necessary, and at a price generally lower than obtainable under any other form of distribution. The wholesaler is the greatest competitor of "retailer overstocking" that fuzzy old demon who often ties up the retailers' cash and frequently puts retailers out of business. A good wholesaler is one of the best assets of a retailer. The wholesaler of hardware is absolutely indispensable, and the value of the wholesaler to the Canadian trade is more in evidence to-day than at any time in the past.

W. H. THORNE & CO., LTD.

PAINT—HARDWARE—GLASS

ST. JOHN, N.B.

Builders' Supplies,
Blacksmiths' Supplies,
Guns, Rifles,
Ammunition,
Motor Car Supplies,
Belting and Packing,
Lubricating and
Illuminating Oils,
Oil Stoves,
Black and Galvanized
Iron Sheets, Bar Iron,

Service to the Retailer

is a prominent feature in our business. Your interests stand foremost in our endeavors to serve you continually to your entire satisfaction.

Our Travellers will be pleased to call on you, show you samples, and furnish information.

Our Slogan:

Quality—Promptness—
Accuracy—Courtesy

Shipbuilding Supplies,
Fishermen's Supplies,
Athletic Supplies,
Sporting Goods,
Kitchenware,
Electric Cooking Ware,
Brass, Nickel and
Copper Tableware,
Wood Mantels,
Fire, Irons, Tiles,
Brushes, Brooms.

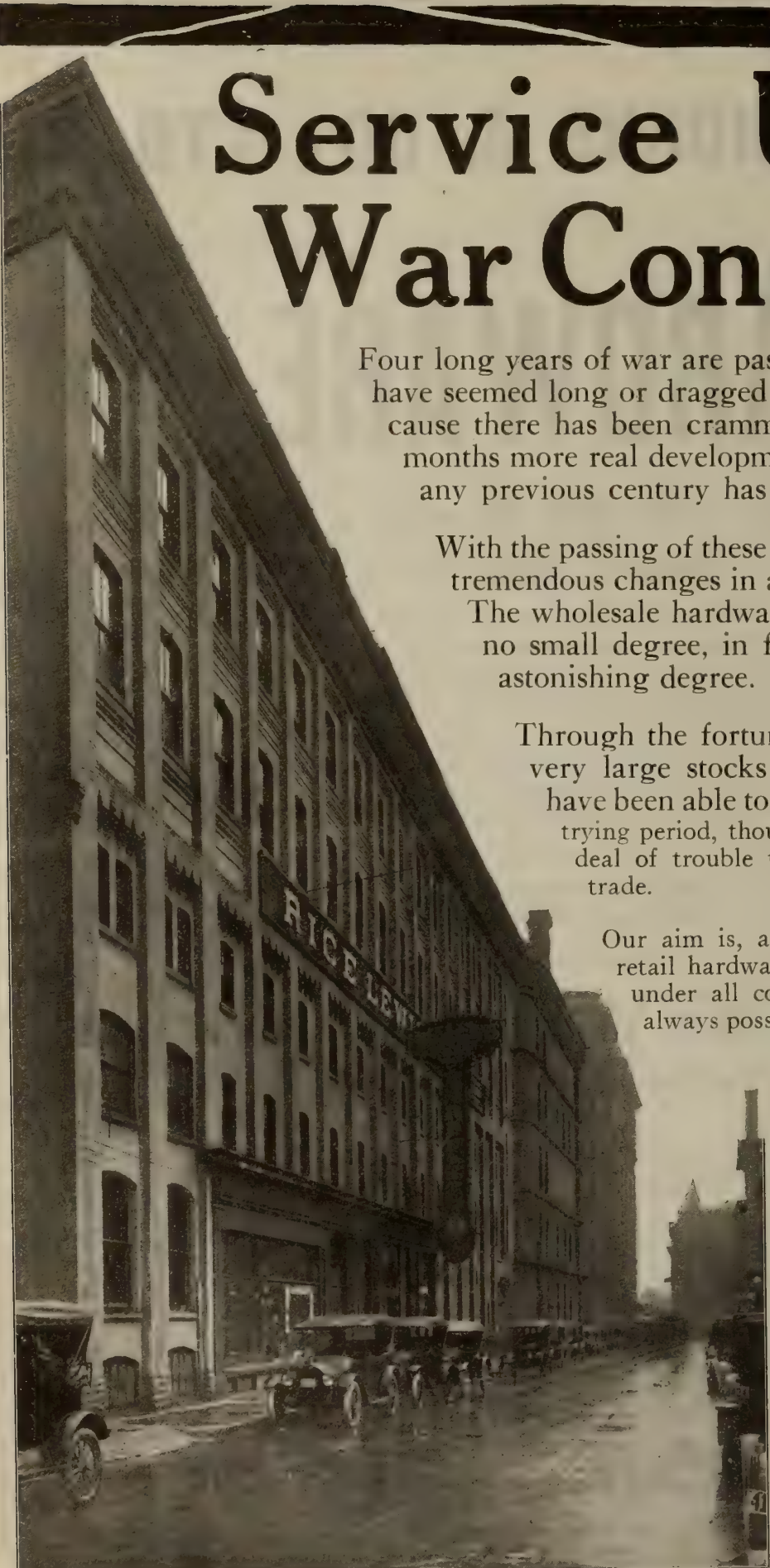
The NEW EDISON

"The Phonograph with a Soul"

is the best money-making proposition anywhere, barring none. The New Edison actually re-creates vocal and instrumental selections so perfectly that no human ear can distinguish between the living music and Mr. Edison's re-creation of it. No needles to change.

We are New Edison distributors for the Maritime Provinces

W. H. THORNE & CO., LTD., -:- ST. JOHN, N.B.



Service Under War Conditions

Four long years of war are past. (Long, not because they have seemed long or dragged for want of interest; but because there has been crammed into the past forty-eight months more real developments and advancements than any previous century has known).

With the passing of these four years of war have come tremendous changes in almost every line of business. The wholesale hardware business being affected to no small degree, in fact we might say to a most astonishing degree.

Through the fortunate circumstance of having very large stocks of much needed goods we have been able to give good service during this trying period, though we have at times had a great deal of trouble to meet the requirements of the trade.

Our aim is, and has always been, to give the retail hardware trade the best possible service under all conditions. And though it is not always possible to meet our customers' wishes as we would like to, it is not because we have altered our aims or changed in the least our policy of "Service."

We hope with the conclusion of the war to see the upset conditions disappear. In the meantime we welcome your enquiries or orders and will do our best to serve you.

**RICE LEWIS
& SON**

Limited

Victoria St., Toronto

West End Warehouse

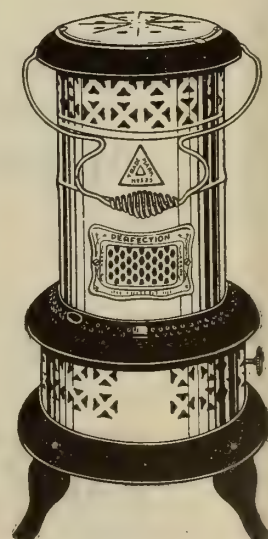
The cut on a previous page of this issue shows the front of our retail store and heavy goods warehouse on Victoria Street. In addition to this we have a large heavy goods warehouse in the West End with railway siding facilities. These illustrations give a partial view of some of our stocks carried there such as building paper, poultry netting, band and bar iron, sheet steel, etc.



THESE views show two sections of our large stock rooms. We aim at all times to keep our stocks well assorted, and to give prompt attention to orders.

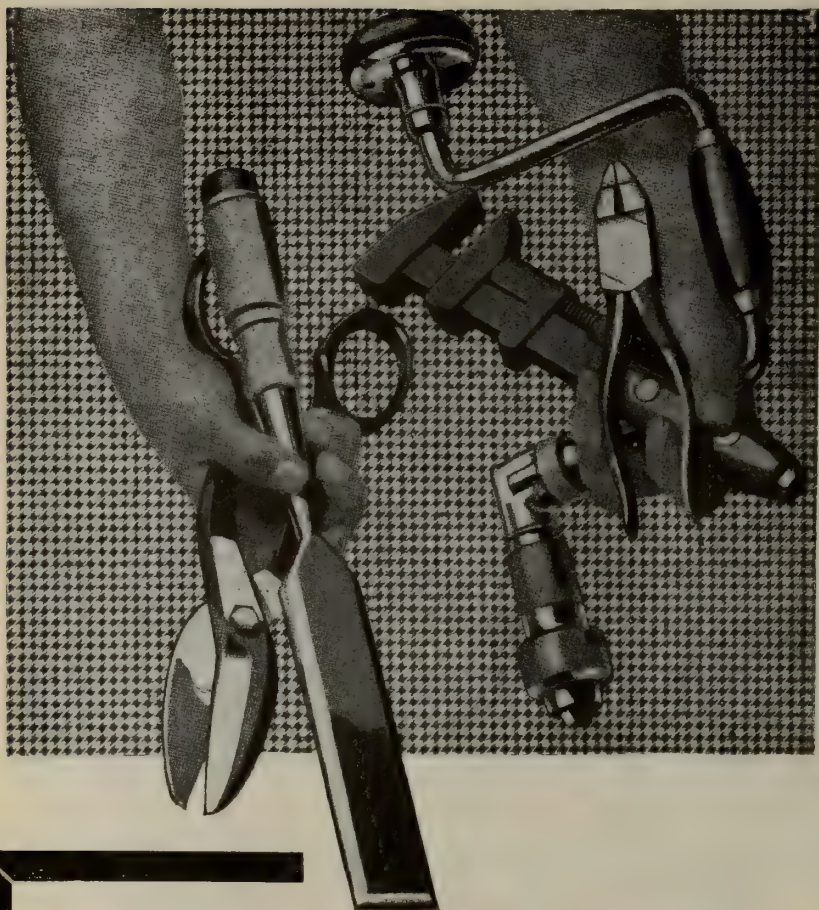
We want here to call your attention to the possibilities of an early fall demand for auxiliary heating in the homes. There is no doubt about the scarcity of coal, and the householders knowing this will conserve his supply by using auxiliary heating appliances as long as possible before starting the furnace. **Perfection Oil Heaters** will meet this demand admirably. They give intense heat at the smallest cost and with practically no odors. We carry a very heavy stock, but the demand will be great.

Order your supply now.



RICE LEWIS & SON, LIMITED

Victoria Street, Toronto



*“Where
You Get
The
Service”*

Our Mail Order Service is worthy of your patronage from both a profit and customer - satisfying point of view.

Remember, all our goods are sold under the manufacturers' own name—no private brands.
We sell everything in the Hardware Line.

Send your next mail order to

FROTHINGHAM & WORKMAN

LIMITED

“Canada's Oldest Established Wholesale Hardware House”

199-203 St. Paul Street

-

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MONTRÉAL



We extend an invitation to all our friends in the trade, to visit us, when in Toronto for the Canadian National Exhibition.

It will be a pleasure to render any service we can.



H. S. HOWLAND, SONS & CO.

LIMITED

WHOLESALE HARDWARE

138 West Front Street.

TORONTO



If any advertisement interests you, tear it out now and place with letters to be answered.

"Anticipate your wants—ORDER NOW"

Halifax Under Reconstruction is a Tremendously Busy Place

Carrying as we do the largest stock of all Hardware Lines in Halifax, it receives without a doubt pretty hard hammering; however, our buying facilities are broad, and we are able to keep goods continuously coming to meet the demand, especially for those lines we specialize in:

Construction Supplies
Heavy and Light Hardware
Plumbing Supplies
Patent Roofing
Steam Fittings

With Shipbuilding a Government War Measure, and the Port of Halifax practically the feeder of Canada for Europe, great demands are made on us for

Ships' Outfits
and
Deck and Engine
Room Stores.

We know our service is very acceptable by the continued patronage accorded us in these lines.

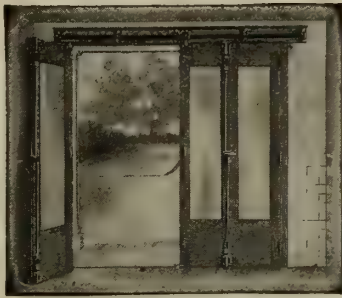
WM. STAIRS, SON & MORROW, Limited
Established 1810
EASTERN CANADA'S SUPPLY HOUSE
HALIFAX

If any advertisement interests you, tear it out now and place with letters to be answered.

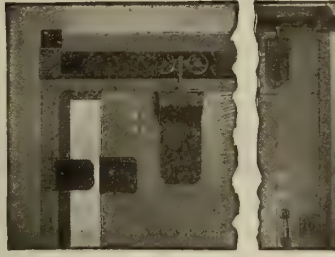
"A Hanger for Any Door That Slides"



Parallel Sliding Doors.
For Garages and Drive Barns.
Any number of Doors in the series.



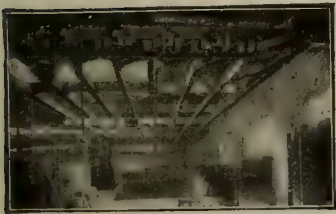
No. 431—Sliding Folding Door.
For Garage. Very convenient. Two, Three, Four, Five or Six-Door Outfits.



F 1-2-3—Flush Hangers.
To make a sliding door fit flush with jamb. Weather-proof. All Sizes.



No. 235—Angle Door.
For Garage. Very popular. Costs no more than swing door. No warp. No accidents. Single or Double Doors.



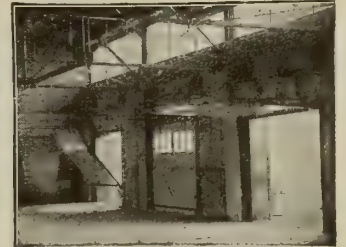
"R-W" Trolley Carrier Systems.
They pay for themselves in one year. Large saving in handling expense.



No. 278—Gable Fixtures.



Fire Doors and Fire Door Hardware.
All Styles: Slide, Swing, Vertical, etc., with Underwriters' Label.



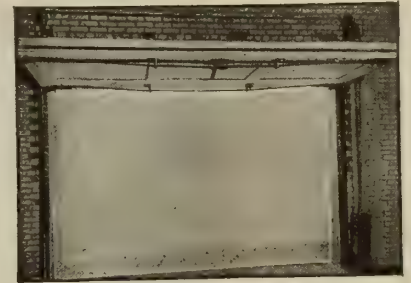
No. 649—Horizontal Fixtures.
For Elevator Openings, Freight Sheds.



Folding Sliding Doors in Churches, Schools or the Home.
Most satisfactory way to hang such doors is on "R-W" Trolleys. Specify: "R-W No. 135 Hangers."



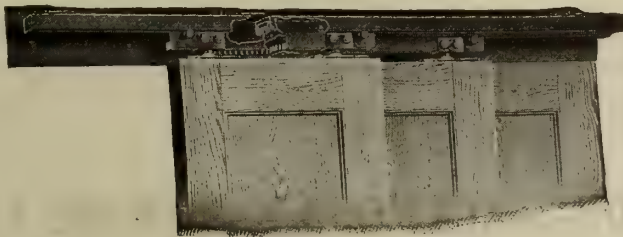
No. 331—"Slidetite" Garage Outfit.
Fits tight. No warp or sag.



No. 40—Horizontal Folding Fixtures.
For Freight Sheds, Elevator Openings. Inside or Outside.

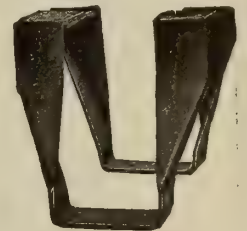


"R-W" Trolley Hangers.
For doors from 100 to 2,500 lbs. They have no equals.



"R-W" Ideal Elevator Fixtures.

Centre hung; not side-hung. Dirt-proof. Maximum efficiency with minimum wear. Finest workmanship throughout. This hanger is unequalled for severe service in office buildings, department stores, etc. References on request. Specify: "Richards-Wilcox Ideal." All Styles: Single, Double Two-Speed, Three-Speed and Hinged.



"Bull-Dog" Joist Hanger.
All Styles.
They add strength. Save time and money.

Catalogues on Request

Richards-Wilcox Canadian Co. Ltd.

AURORA
BOSTON
NEW YORK
CHICAGO

London Ontario

PHILADELPHIA
MINNEAPOLIS
SAN FRANCISCO
ST. LOUIS

"A hanger for any door that slides"

Write Us for Estimates or Blueprints

Get the Moose Jaw Habit

Many merchants have realized what we can do in the way of quick shipments, and what it means to them in the way of small stocks but big turnovers. They have experienced no loss of sales, and have, by trading with Moose Jaw, been able to keep business that might otherwise have gone to the mail order houses if the lines had not been available so quickly.

We have everything on hand required

FOR THE FALL TRADE

You will have calls for all kinds of goods during the threshing season, and we have a full stock of goods of lines in demand at that time. Thus it will pay you to get the Moose Jaw habit and save sales that would otherwise be lost if your stocks were not complete.

These are days of high prices. You can keep your stocks low and yet be able to do a large business.

MORRISON-BLACKWOOD HARDWARE, Ltd.

MOOSE JAW, SASK.

Geo. J. Morrison

L. A. Blackwood

We Want Your Mail Orders



The stocks of the average hardware dealer are at present in bad shape—the stocks of some of the jobbers are “shot to pieces”! Every business in this country is suffering for want of efficient help. Thousands of the boys who formerly showed good ability in attending to the wants of the people have gone to the front. Thousands of lines that were considered staples prior to the war are now almost impossible to get.

In a word, things are not what they used to be.

We, like others, are short of many lines, but we have heard it stated by many who are in a position to know, that our stocks are in better condition than most of our competitors. If you are not a regular customer of this company, try us and see—we will give you fair service and charge you fair prices, everything considered.

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If any advertisement interests you, tear it out now and place with letters to be answered.

The New Taplex Handy Warmer

or pocket stove, will supply continuous heat, and is lighted with a match.

No heating of bricks or flaxseed. Will warm the hands or feet. Can be carried in the pocket or in a muff.

Economical to operate, light in weight, simple to use.

Square shape pocket size in khaki bag with one tube smokeless fuel in neat box; retails for 35 cents.



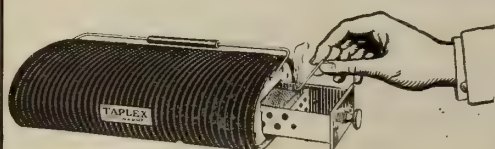
Bed Warmer

Taplex Body Warmers

Lights with a match—ready for instant use—no water to heat. Fine substitute for hot water bottle, and will keep warm for hours. Retail price \$1.00 each.

Taplex Bed Warmers

will give heat for 8 continuous hours. Neat, clean, simple, safe. Retail price \$1.25 each.



Foot Warmer

Taplex Foot Warmer

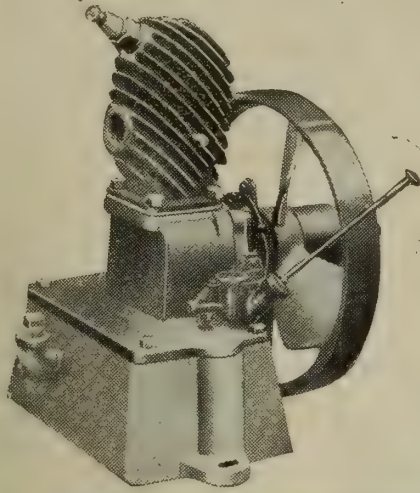
No. 14 weighs only 5 lbs. Simple in operation. Will give continuous heat for 6 to 8 hours. Complete with 12 bricks fuel. Retails for \$6.50 each.

LIBERAL DISCOUNT TO DEALERS. ON SALE WHOLESALE BY

CAVERHILL, LEARMONT & COMPANY
MONTREAL

Pull Business to Your Store With a "Maytag"

Backed by the largest manufacturers of small engines in America, recommended by half a million satisfied users, and aided by an advertising campaign that covers the continent.



A "MAYTAG" Multi-Motor Agency Means "BIGGER ENGINE SALES"

The "MAYTAG MULTI-MOTOR" is compact, powerful and reliable, and fills the ever-increasing need for a small, portable engine at a reasonable price to furnish power for a hundred and one little jobs found on every farm.

Order a "MAYTAG MULTI-MOTOR" NOW and watch your engine sales grow. TWO SIZES: Half and One Horse-power. We are exclusive distributors for Ontario and the Eastern Provinces of MAYTAG MULTI-MOTOR ENGINES, MULTI-MOTOR WASHERS, ELECTRIC WASHERS, POWER WASHERS and HAND WASHERS.

WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO

HARVEST GLOVES COTTON GLOVES

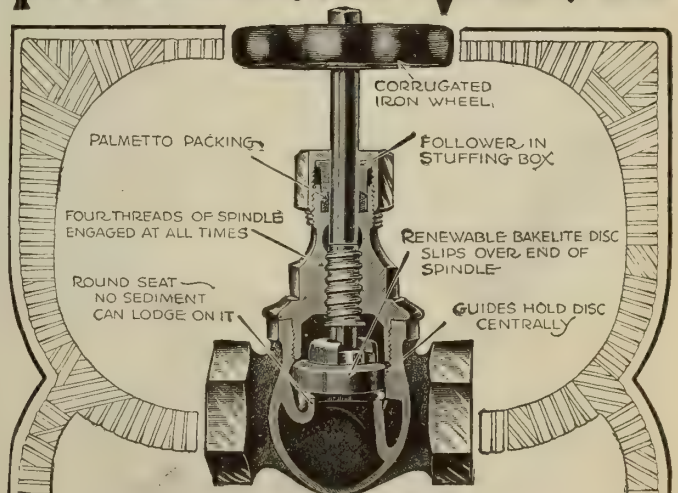
Also a full line of Leather Gloves and Mitts, Horse Blankets in stock for next season.

Fall goods arriving every day.

Order early and be certain of your fall and winter supply.

Thos. Birkett & Son Co.
LIMITED
OTTAWA, ONTARIO

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limite

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa,
Toronto, Hamilton, Windsor, Winnipeg,
Saskatoon, Calgary, Vancouver, Victoria.



N
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RF
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WITH THE
GROWTH OF OUR
ORGANIZATION
GROWS THE
CONFIDENCE
THAT
SERVICE
IS BUILDING
FOR US AND
THE WESTERN
HARDWARE
TRADE A
BIGGER
BETTER
BUSINESS

A Superior Article At a Lower Price!

Every progressive dealer welcomes the opportunity to make such an offer to his trade.

The Never-Fail (5 gal.) Pump Can permits him this privilege.

An honest, dependable can for coal oil or gasoline, strongly built of steel, with pressed steel top and bottom, all thoroughly galvanized and absolutely guaranteed.

Wanted Everywhere.

How many could you use?

NO FINER
TRIBUTE TO
THE SOUND
POLICY OF OUR
SERVICE
THAN THE
INCREASED
NUMBER OF
DEALERS
WHO ARE
CONSTANTLY
INTRUSTING
THEIR ORDERS
TO OUR
CARE

What It Means To Sell a Peerless Cabinet!

A Lifetime of Service in the Home.

A Constant Reminder of the Dealer.

The Association of Quality with the Goods He Sells

No sounder proof of these facts than to look at Peerless construction. Note their beautiful finish— attractive appearance — splendid performance — then consider the reasonable price and liberal terms at which they are sold and you'll admit that our claims are modest.

Peerless Machines are sold on the merit of their performance. Their need is in every home.

A "Peerless" on your floor will best fill this need.

Note Its Equipment— None Better

Drophead with automatic lift; reliable top tension; automatic bobbin-winder; self-threading shuttle and positive feed. Built of solid oak, fumed oak finish.



MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE"



JUBILEE

SPECIAL CATALOGS



When war conditions began to seriously upset the Hardware and Metal Markets, we felt that the issuing of Special Catalogs and Revised Price Lists from time to time, would be the only way we could keep our Patrons in close touch with the markets.

Our efforts in this direction have received the most cordial endorsement of the Trade.

These Catalogs bring to you up-to-date lines, and the Price Lists are revised to the minute.

JUST OFF THE PRESS—JUBILEE FURNACE AND STOVE CATALOG, SHOWING A COMPLETE LINE OF RANGES, HEATERS AND FURNACES FOR THE FALL TRADE.

A special item in this attractive Book is MERRICK'S JUBILEE RANGE—WITH THE QUICK-ACTION ADJUSTABLE GRATE. The Range that actually cuts down the Fuel Bill.



OUR JUBILEE TRAVELLER—AN ATTRACTIVE, ILLUSTRATED PRICE LIST ISSUED ONCE A MONTH. IS YOUR NAME ON OUR MAILING LIST?

Our JUBILEE TRAVELLER covers a wide range of Hardware Commodities, features special items of interest to you, introduces new lines, and contains prices revised up-to-date.

Write for your copies to-day, they contain many items of interest

MERRICK-ANDERSON CO. LIMITED

JUBILEE GUARANTEED

HARDWARE AND PAPER

JOBBER OF HARDWARE, STOVES, CUTLERY AND SPORTING GOODS
MANUFACTURERS OF BUILDING PAPER AND ROOFING

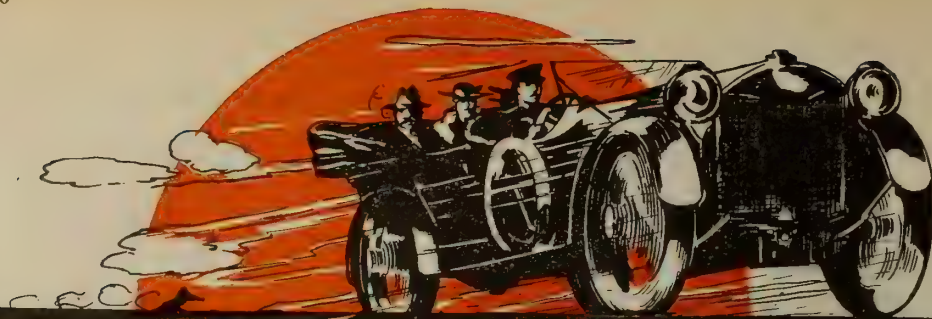
WINNIPEG, CANADA

Remember the Trade Mark

Our Trade-mark "Jubilee" is your protection against defect and deficiency, and against mail order competition.



If any advertisement interests you, tear it out now and place with letters to be answered.



See "Vo-Ha-Co" Exhibit at the Exhibition

Right under the grand-stand, just to the right of the main entrance, you will find the Vokes Hardware Co.'s, Ltd., splendid exhibit of Auto Accessories.

The Vokes Hardware Co.'s line is most complete and should be interesting to every hardware dealer visiting the Cana-

dian National Exhibition any time between Monday, Aug. 26th, and Saturday, Sept. 7th.

Call and introduce yourself to the representative in charge of the Exhibit. He will be pleased to show you the entire "Vo-Ha-Co" range.

K and S TRUSTY TREAD TIRES

If you're interested in securing the selling rights in your district for a live brand of tires, absolutely guaranteed, write to us re the **Trusty Tread**.

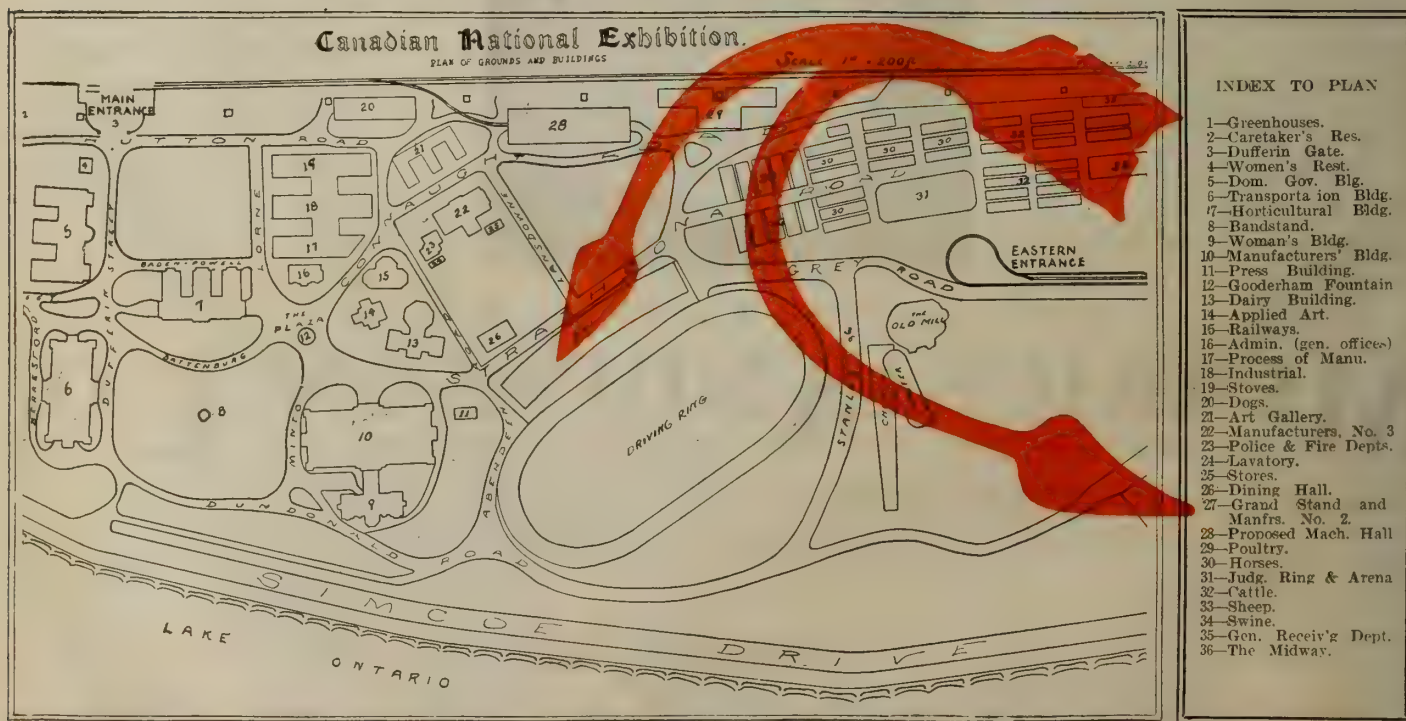
ORDERS SHIPPED SAME DAY AS RECEIVED.

New Auto Accessory catalog ready for mailing.

Anything and everything in Hardware. Write us for your requirements.

THE VOKES HARDWARE CO., Limited

40 QUEEN ST. EAST, TORONTO



AUTO ACCESSORIES

LION BRAND CORDAGE

**Seen Wherever Heavy Hauling, and
all Exacting Work is Required**

The dealer that stocks LION BRAND builds his cordage business on a substantial basis, supports home industry and handles a reliable article which always insures satisfaction and profit.

**The Cordage for all Purposes
and Made in Canada too**

"Coast to Coast Service"

Consumers Cordage Co.
Limited

Mills at Montreal and Halifax
Agents and Stocks at
St. John, N.B. and Toronto

TEES & PERSSE, Limited
Winnipeg Regina Saskatoon
Moose Jaw Calgary Edmonton
Fort William

JAS. BISSET & CO. - QUEBEC
MACGOWAN & CO. - VANCOUVER

**THE TRADITIONAL
TRADE MARK**



If any advertisement interests you, tear it out now and place with letters to be answered.

Increase Your Profits

—your sportsmen customers are a big asset in your Fall business, and

Dominion Ammunition

is a means to turn their purchases into larger sales and increased profits.

Dominion Advertising has told these sportsmen the story of a m m u n i t i o n dependability and accuracy, and Dominion performance has proved its truth.

Build your Fall sporting business on this. Stock up now with Dominion — the ammunition that will increase your profits.

**Dominion
Cartridge
Company,
Limited**
Montreal, Canada



1918 SEPTEMBER 1918
SUN TUE WED THU FRI SAT
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30

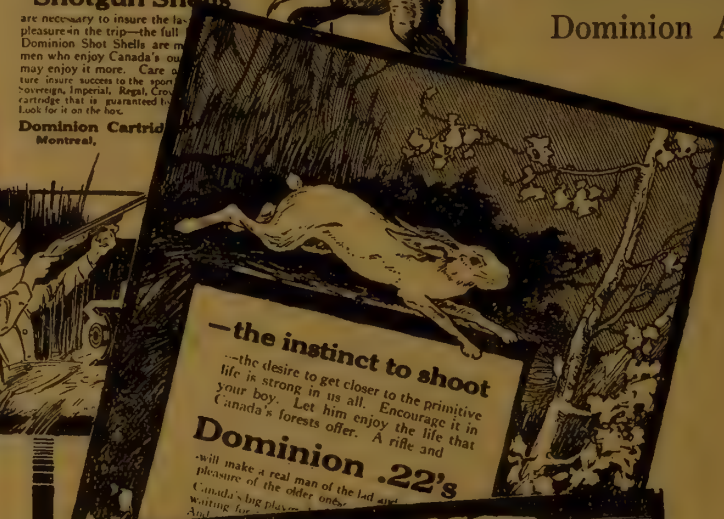
—they're coming

There's a real thrill in the words when you see the ducks settling in to your decoys. A thrill that makes you know life in the open is the only life worth while.

Dominion Shotgun Shells

are necessary to insure the full pleasure in the trip—the full pleasure men who enjoy Canada's outdoors may enjoy it more. Careful selection insure success to the sportsman. Dominion Shotgun Shells—Imperial, Regal, Crown, and other cartridges that is guaranteed to look for it on the box.

Dominion Cartridge Co., Limited
Montreal, Canada



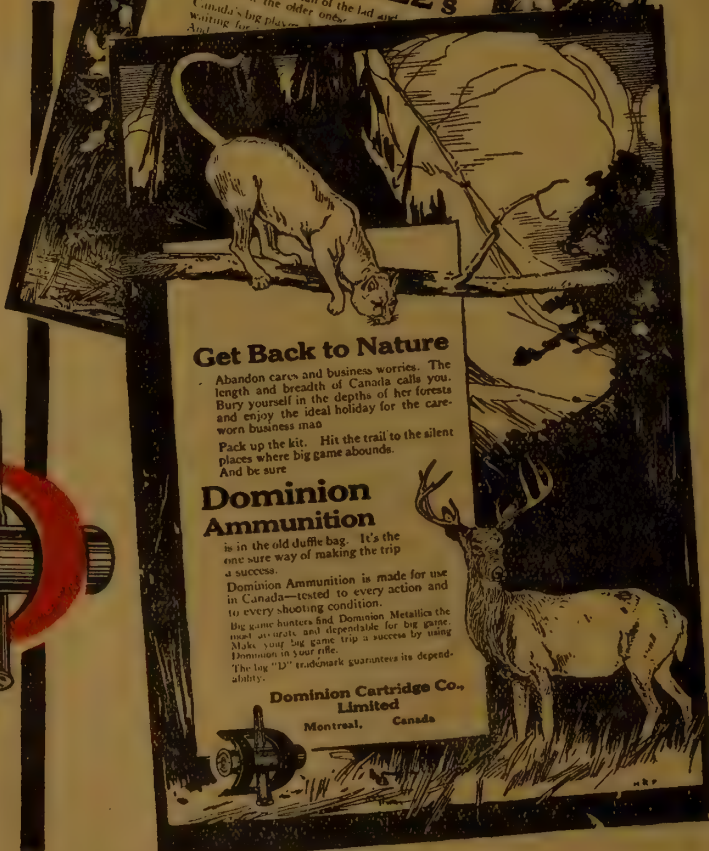
—the instinct to shoot

—the desire to get closer to the life is strong in us all. Encourage it in your boy. Let him enjoy the life that Canada's forests offer. A rifle and

Dominion .22's

will make a real man of the lad and give him the pleasure of the older ones. Canada's big places are waiting for him.

Dominion Cartridge Co., Limited
Montreal, Canada



Get Back to Nature

Abandon cares and business worries. The length and breadth of Canada calls you. Bury yourself in the depths of her forests and enjoy the ideal holiday for the care-worn business man.

Pack up the kit. Hit the trail to the silent places where big game abounds. And be sure

Dominion Ammunition

is in the old duffle bag. It's the sure way of making the trip a success.

Dominion Ammunition is made for use in Canada—tested to every action and to every shooting condition.

Big game hunters find Dominion Metallics the most accurate and dependable for big game. Make your big game trip a success by using Dominion in your rifle.

The log "D" trademark guarantees its dependability.

Dominion Cartridge Co., Limited
Montreal, Canada



If any advertisement interests you, tear it out now and place with letters to be answered.

These Ads Will Help

—they will not make actual sales, but they arouse the interest that is preliminary to putting


Dominion Ammunition

over your counter and increasing your sales and profits.

Dominion is superlative in action, dependability and accuracy — the ammunition that gives the response that your customers have a right to expect. Capitalize this and the promotion back of the goods.

Stock up now for the Fall business these advertisements will help you get. Your jobber has Dominion Ammunition in all calibres and gauges.

**Dominion
Cartridge
Company,
Limited**
Montreal, Canada



Join the Great Outdoor Crowd

Be one of the legion who enjoy the freedom of Canada's silent forests and open places. Even a single day out for ducks will give you a taste of life as Nature intended you to live. And

Dominion Gun Shells

The pleasure of that day complete overcracking life of city or town. Under the gun and hike for the place where the ducks are in flight. Dominion Shells into the breach of the hand watch 'em drop. Dominion Shells have accuracy and dependability. Look for the big "D" mark.

Dominion Cartridge Co., Limited, Canada.




The Holiday for You

—away from worry and care, out where Nature's freedom is calling. Pack up the kit, shoulder your gun and hit the trail for the place where game is plentiful. Join the great outdoor crowd — and, above all, pack

Dominion Ammunition

Dominion is factory- and field-tested by men who know what ammunition should do — and it's a holiday made complete by a full shotgun Dominion



Hit the Trail Now

—back to where the moose calls, where the deer crashes through the brush—where there is real life and renewed vigor in every breath you take. Give yourself the keen enjoyment of "bagging a big fellow" by using

Dominion Ammunition

It's the one thing to complete the outing — to make the life in the open more worth living. The dependability, penetration and accuracy of Dominion Metallics is your assurance of a successful trip after the big fellows.

Hit the trail now and be sure "Dominion" is on every cartridge you pack. Look for the big "D" trademark. It guarantees good ammunition.

Dominion Cartridge Co., Limited
Montreal, Canada



If any advertisement interests you, tear it out now and place with letters to be answered.

FIVE WORKS—OVER 3,000 EMPLOYEES

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

Gunmetal and Brass Valves and Cocks.

Steam, Water and Compressed Air Fittings generally.

Cast Iron Stop and Sluice Valves.

Semi-Rotary Pumps.

Extruded Brass and Bronze Bars.

Brass Bolts and Nuts, Studs and General Turned Work from the Bar

Cast and Malleable Iron Cocks and Pipe Fittings.

Pressure and Vacuum Gauges.

Injectors, Engine Governors.

Spraying Machinery.

Coppersmiths' Work.

"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

Business After the War

If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office at the address below.

**UNITED BRASSFOUNDERS
and ENGINEERS, Limited**

EMPRESS FOUNDRY

Cornbrook, Manchester, England

"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX.

TORONTO, AUGUST 24, 1918

No. 34

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.*

H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

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Stanley Storm Sash Hardware

NOW, before leaves fall, is the time to fix windows to keep out zero blasts.

A loose window means cold drafts and extra coal burned. **We must all save coal!**

Stanley Peerless Storm Sash Hangers and Fasteners are splendidly made; they're suited for their purpose and will be in big demand this year.

Show this line conspicuously. **It pays.**

*To-day send for latest
catalog and information.*

THE STANLEY WORKS

NEW BRITAIN, CONN., U.S.A.

NEW YORK

100 Lafayette Street

CHICAGO

73 East Lake Street

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Bind Trimmings; Twinrold Box Strapping, and Cold Rolled Strip Steel.

Stanley Garage Hardware is adaptable for factory and mill use.

Canadian Representative:

A. MACFARLANE & COMPANY
CORISTINE BUILDING, MONTREAL



If interested, tear out this page and place with letters to be answered.

"Sales Must Be Kept Up"

Calculating Your Daily Sales—Going After Business With Purpose—Sounding Note of Conservation—Planning the Campaign, With an Inventory and Timetable
—No Substitute For Hard Work

Written for HARDWARE AND METAL by JOHN C. KIRKWOOD.

IN the next six months you will have 150 selling days. Divide this 150 into the turnover you want or should have, and find out just how much you must sell per day, on an average. We'll suppose that you want to sell \$15,000 worth of merchandise during the next six months. Then this will mean daily sales averaging a neat \$100. Let us set the matter down for various semi-annual turnovers:

If your half-year's objective is	Then your average sales must be
\$12,000	\$ 80
18,000	120
21,000	140
27,000	180
30,000	200

We'll suppose further that there are ten hours a day in which to sell; and if you divide your daily sales by ten, you will find just what you must turn over per hour to reach your objective. Since some of the hours will be pretty nearly blank—the very early hours, and perhaps certain other periods of the day, in the afternoon, it means that the sales made in the busy hours have to be increased to make up. Perhaps you ought to divide your day's sales—what you must aim at—by seven to get the right idea. Assuming that you divide by seven, you have a result something like this:

What the daily sales should total	Then the approximate sales should be, per salesman, when the selling staff consists of		
	Two salesmen	Three salesmen	Four salesmen
\$ 80	\$ 6.00	\$ 4.00	\$3.00
100	7.00	5.00	3.50
120	8.50	6.00	4.25
140	10.00	7.00	5.00
180	13.00	9.00	6.50
200	15.00	10.00	7.50

If you divide these amounts by 60, you will get the sales required per minute.

The Inflexibility of Arithmetic

What I am getting at is: The hardware merchant who wants to do top notch business this autumn and winter must do a lot of planning in advance. He must run his business hard. The moment he takes his hands off the reins and shuts his eyes for a little nap, things will slow up. The calculations given above are hard rocks which cannot be budged. They stand true from first to last. Indeed, they ought to be increased, so far as daily and hour and minute sales are concerned, because

there will, of a certainty, be a number of days when weather or other things will widen the intervals between the ringings of the cash register's bell.

Some dealers will refuse to make the sort of calculations suggested above; in which case they will put their trust in the weather, the people and Providence, hoping that sales will keep up, and that business will be good all through the 150-day period. Personally, if I employed a manager to run a retail hardware business for me, I would give preference and highest pay to the man who trusted in nothing but hard work, for which there is no known substitute.

No Substitute For Hard Work

Please note the saying, "There is no substitute for hard work." I found that sentence in a letter written by James Jerome Hill—Jim Hill, as many called him—the builder of the Great Northern Railway of the United States and of other railways. George Stephen, afterwards Lord Mountstephen, one of the builders of the Canadian Pacific Railway, and a business associate of James J. Hill, wrote to Mr. Hill warning him against the imprudence of his excessive labors, and bidding him ease up; whereupon Mr. Hill wrote a letter in reply defending his extraordinary devotion to the tasks in hand, and in this letter he affirmed that there is no substitute for hard work. If that sentence were made the motto of most of us, it would be better for most of us. If James J. Hill's aphorism were painted in huge letters on the walls of every room where men work, it would advance the fortunes of all who read and heed it.

Certainly "There is no substitute for hard work" is a good motto for every hardware merchant in Canada for the coming autumn—for him and his staff. No hardware merchant is likely to reach proper sales objectives who avoids hard work, or who tries to substitute something else in its stead. While every hardware merchant who does hard and intelligent work to make big sales this coming autumn and winter will likely "cash in" satisfactorily on his super-efforts.

The Solicitation of Business

A storekeeper is a man who keeps a store; while a merchant is a man who sells goods. A storekeeper waits for customers to come to him; a merchant takes his wares to prospective buyers, and by the arts of salesmanship induces them to purchase what he offers. The solicitation of prospective buyers may or may not appear to be hard work—it depends on the man. Some men are born salesmen; they delight to sell, to have a prospect in front of them whose mind and will must be brought into accord with the mind and will of the salesman.

But one can acquire the ability to sell, just as one can learn anything—how to jump, or use a typewriter, or play golf, or fly an aeroplane, or control his temper. For a hardware dealer to say, "I cannot bring myself to solicit business," is to tell a lie. What he means, if and when he says such a thing is that he finds it distasteful or troublesome to solicit business. If we let our feelings guide us and regulate our practices, many of us would change our wives, would kill our enemies, would win the war and quit working.

If it be granted that a hardware storekeeper should change into a hardware merchant—that is, should become a solicitor of business—then one form of commendable solicitation is newspaper advertising.

Effective Advertising For the Hardware Dealer

For a hardware dealer to omit the employment of his local newspaper is just as sensible as his non-use of the railway train to travel a journey of 25 or more miles. The fact is that the newspaper goes into a thousand or two thousand or five thousand or more homes without a particle of effort on the part of the man who advertises in it. The merchant must pay for the space he uses, and write the advertisement that fills the space, but having done this, all the rest of the matter of getting this message of the hardware dealer's distributed is the business of the newspaper publisher.

The local newspaper renders local merchants a wonderful service, and this at an absurdly small cost—10 cents an inch to 40 cents an inch; about 15 cents an inch, on an average. A space measuring 10 inches deep by 4 columns wide, or 40 inches, can be bought for about \$4 in a thousand Canadian towns where weekly papers are published. In a small city, this space is not likely to cost more than \$8. For \$4 the hardware dealer can solicit 1,000 to 2,000 families, and solicit their business in a way that inspires confidence and is well liked.

It means that from 3 to 5 families can be solicited for a single brown cent; and a five-cent piece pays for the solicitation of from 15 to 25 families. What cheaper solicitation is possible or desired? Many a hardware dealer has spent a dollar weekly to solicit the favor of some young lady in whose affections he would have a high place. He has spent a dollar and more weekly, for a year—perhaps a longer period—to have the favor of a single individual; yet has balked at spending an equal sum to solicit the favor of 1,000 or more families whose business would quickly return to him the costs of solicitation. One wonders why so many men in the retail business neglect the solicitation of 1,000 to 2,000 community families by the agency of newspaper advertising.

The Right Advertising For This Autumn-Winter

If a man can write a love-letter, he can write an advertisement. If he can say love words, by the medium of the lips, he can write a good advertisement. If he can say to Mrs. Joshua Reynolds, "Mrs. Reynolds, would not an oil heater help you out this autumn and winter in view of the coal scarcity?"—if he can say this and things like this, he can write a good advertisement. Writing a good advertisement consists in saying on paper, with a lead pencil or ink, just what you are saying every week day to those who enter your store.

The most resultful advertisements are those that speak to readers on the side of their interests or welfare. It is just the same with sermons; the sermons that touch the hearers of them on the side of their interest or welfare are those that are listened to best and that are heeded best. If you want to write good advertisements, say the things that will catch attention.

The way to go about the writing of a good advertisement is to think of real people. What did you sell yesterday or last week to Mrs. Richard Jenkins, or to Tom Wilberforce? And what did they buy; why did they buy? If Mrs. Jenkins bought an electric iron, she probably revealed her mind on the matter; she may have ex-

plained just why she was changing over from the old kind of iron to the new; and she may have had some criticisms to offer about certain electric irons she has used. If you will keep your ears open, and if you will ask your customers questions, you will get the very best sort of material to put into advertisements. What led Mrs. Jenkins to buy an electric iron, and the particular make or brand of iron you handle, will probably lead others to do as Mrs. Jenkins did. And Tom Wilberforce bought roofing material from you. He was not exactly an easy man to sell to. He had objections to make to certain kinds or brands of roofing. What were they? And did he say that he was putting roofing on this autumn to prevent the leakage of autumn and spring rains and melting snows? He wanted roofing for some purpose—what was it? And why, in the end, did he buy the particular brand or class of roofing you sell? Answers to these questions give you first-class copy material.

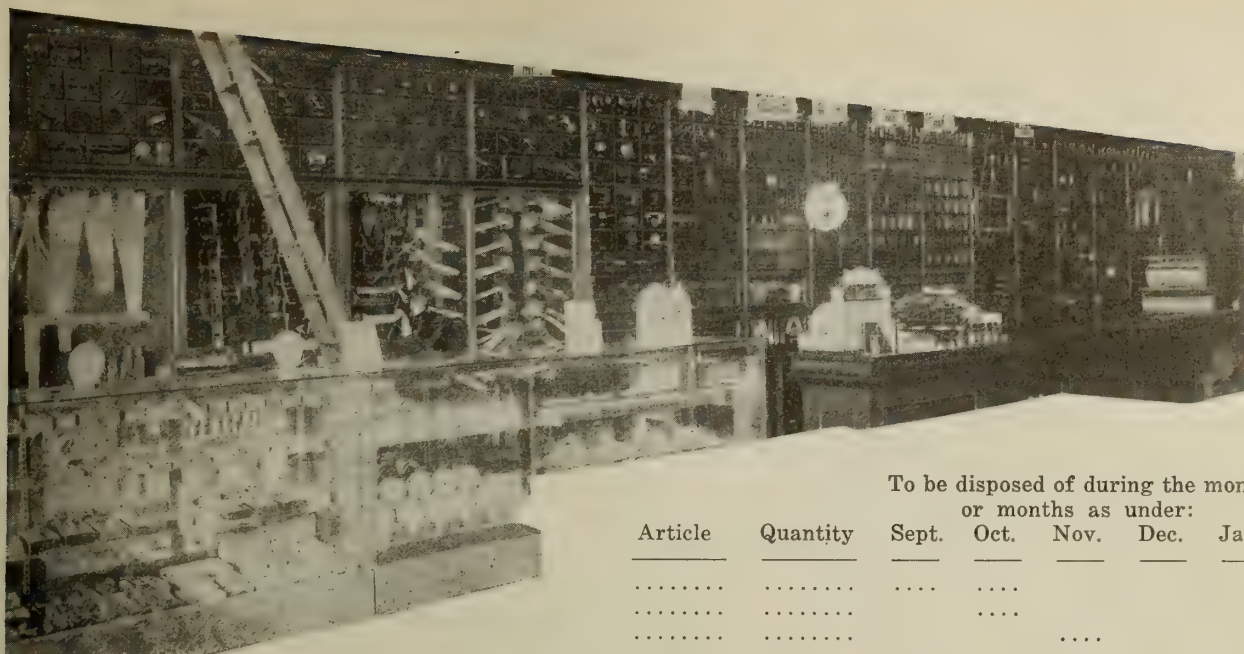
Conservation's the Thing

You know very well that everybody these times is practising conservation—or should be doing so. The conservation of flour and the use of substitutes have caused the people of Canada to cut down their consumption of white flour at the rate of over 2,500,000 barrels a year—a quantity sufficient to give 1,850,000 soldiers in Europe a 1-lb. loaf of white bread every day in the year. So, you see, our conservation counts for something when it is all added up. What we save by conservation enables us to put money in the bank, or to buy Victory Bonds, or to buy something else. The big fact is that we have, as a people, ceased to be extravagant—to spend our money thoughtlessly and immediately it is received by us. We are spending our money to buy merchandise that lasts or that permanently enriches us; or to buy some desired thing done without for a long time.

The hardware merchant does not make a sou when nothing is bought from him. He makes money, much or little per sale, only when people buy his goods. The hardware merchant may approve of the idea of conservation and may even commend the practice of conservation, but he must at the same time sell all the goods he can—to make the daily quota of \$80 to \$200 per day. What the merchant must do is to suggest, and suggest, and suggest how the public can practise conservation by purchasing what he sells. For example, he can suggest that farmers shall paint their implements and buildings this autumn, for this is a proper form of conservation. He can suggest that families buy oil and electric heaters, for these help to conserve coal. He can suggest that the better qualities of tools and cutlery and paints, and everything else he sells are contributaries to the practice of conservation. He can urge the purchase of a new range, or stove, or furnace to replace deficient ranges and furnaces—on the grounds of conservation. He can suggest football and hockey and skating and snowshoeing as sports that help to conserve health. He can suggest the purchase of sensible and practical wedding and Christmas gifts as being wiser from the conservation standpoint than the purely ornate or decorative and futile gift. He can suggest the purchase of labor-saving implements and utilities on the grounds that these conserve human strength and reduce the cost of hired labor. He can suggest the equipment of homes with good bathroom fixtures because these last longer than poor stock, and are most economical in the long run. He can suggest to motorists how tempers and money and labor and comfort are all conserved by the use of such accessories as he sells. To the farmer the alert hardware merchant can suggest a hundred things that are allied to the idea of conservation.

Sales Must Be Kept Up

It is so easy to lie down! If the hardware merchant is on the lookout for excuses for the suspension of effort in selling and solicitation he will find plenty of them close at hand. If the men who attacked and destroyed



Zeebrugge had listened to the croakers and timid ones, there would be fewer heroes wearing decorations, a few less pages in the history of valor, and a few more submarines in the North Sea at their devilish work of destroying allied shipping. Sales must be kept up—and it will mean hard work.

The long-headed, stout-hearted hardware merchant will very early this autumn make a canvass of his stock. He will go over it carefully to see just what must be sold and to determine when it must be sold and how fast it must be sold. He will then make a sales chart of his stock, and work to this chart. In this way he will keep up sales, and regulate his sales. In this the hardware merchant will resemble Marshal Foch and his group of Generals; they plan their campaigns right down to minutes; they rehearse every operation; they work in a thoroughly co-ordinated way. And then, "they attack at dawn"—not at 10 o'clock in the morning, or at mid-day, or at four o'clock tea time—but at the very moment when daylight begins to give vision. In the same way the all-alive and hard-work-loving hardware merchant will attack at dawn—which means that he will begin this coming season's selling campaign straightway—on the 1st of September. There will be no delay or postponement, there will be no slackening of effort later on, and there will be no exhausting sprinting at the beginning. Every week's sales and advertising will be carefully planned in advance, and his timetable will be worked to religiously. Then, when the 150 days are up, the hardware merchant will have the reward due his practice.

Making An Inventory

The hardware merchant of the right type who has no softness about him, who sits in no rocking chair until he gets home at night, who does not have time to stand in his front door with arms akimbo, to advertise to all who pass by he has nothing to do, and who knows how to keep his staff busy productively, making them and letting them earn the wages paid them—this good, fit-for-heaven hardware merchant will make an inventory and a timetable for the disposal of his stock. He will set about the making of this inventory and time-table after the style at the head of the next column.

This inventory-timetable will be of the nature of a spur or whip. It should be placed where all the staff can see and consult it. If strokes are used to represent unit quantities on hand, then it will be possible to show, from time to time, just what progress has been made in disposing of the stock—this by crossing off quantities sold.

To be disposed of during the month
or months as under:

Article	Quantity	Sept.	Oct.	Nov.	Dec.	Jan.
.....			
.....			
.....		
.....
.....	

Pre-season Selling

The aim ought to be to sell out stock early—ahead of the season. This is the way the big department stores do; they sell whitewear in January, furniture in February and August; and so on, in respect of other lines. The hardware dealer who begins to sell his stock in advance of the season of active demand scores over his slower competitors, and puts himself in a strong position.

The hardware merchant who clears out the main portion of his stock in advance of the season will probably have no stock left to be sold after season at cut prices. These after-season sales at cut prices ought to be anathema to the good hardware merchant. For one thing they represent sacrificed or unearned profits, and every dollar of profit is needed these days to pay the high costs of doing business. A failure to collect a profit on every sale eats deeply into the hardware merchant's earnings and income, and into the super-earnings due his capital.

Many retailers become madly energetic in post-season selling when they are selling surplus stocks at no profit. 'Tis a strange performance! One would imagine that the time for a retailer to have selling fervor is at the beginning of his season, when every sale represents a right profit. The retailer's banker and creditor do not pat him on the back for having "a huge 30-days' clearing sale of a \$20,000 stock at slaughtered prices." Some of our retailers are in the A B C class still when it comes to knowing how to run a business to make a right profit for themselves and for their capital.

What Are You Going To Do About It?

You have read this article, but have you agreed with it? And have you been saying, "This is mighty good stuff for. . . someone else?" Sermons are usually for the man behind you. This is one reason why hell is always so full.

You have 150 perfectly good selling days ahead of you in the next six months; and in these 150 days your total sales must amount to a certain minimum—this to pay all the costs of running your business, and the profit that you and your capital should have. What is this minimum? Don't dodge the question: **What is this minimum?** And what must the average daily sale be to give you this minimum? And how are you going about the matter of **making sure** of reaching this daily objective? I have suggested some ways. You know other ways. But your ways and mine can be summed up in one course of procedure: Thinking ahead and planning ahead will put and keep you ahead.

YOUR "UNCLE SAM" IS NOT A BLUFFER

Written by George A. Simpson, Sales Manager, The Steel Company of Canada, Limited, Hamilton, Canada, who wrote "Hundred Point Men," "Salesmanship From a New View Point," etc.

NOTWITHSTANDING the following, which I clipped from a Canadian paper, your "Uncle Sam" is not a bluffer, and this the Hun will find out to his sorrow:

Washington, July 9.—Publication in Swiss papers of the text of Secretary of War Baker's letter to President Wilson, giving the American troops' movement to Europe by months, caused German authorities to permit its publication in Germany, according to a despatch received from Berne.

The *Koelnische Zeitung* published the latter under the heading "American Bluff," the despatch says, and commented as follows:

"Mr. Baker thinks he will be able to dissipate all doubts about exactitude of his figures with his recitations. It is, however, only the usual American bluff. We know from reliable sources that the figures in question are inordinately exaggerated and in no way correspond to the truth."

And furthermore, he will understand—if he does not already know—that the figures furnished by Secretary of War Baker are not "inordinately exaggerated," but they do correspond to the truth inasmuch as they only represent a small fraction of the force that will be exerted by Uncle Sam for the cause of humanity before the allied armies reach Berlin.

A Nation of Enthusiasts

The American is an enthusiast, fostering an ambition unbridled by traditional restraint, for in him commingles the souls of the sturdy Pilgrim Fathers, beset with the cares of existence conquering nature, felling trees, navigating rivers and fertilizing valleys, and the souls of the Colonists fighting for liberty and independence. He is the child of a country as boundless as the ocean, whose rivers are like rolling lakes, and the lakes like inland seas, the forests, the mountains, the plains, Niagara itself with its world of waters—all owe their magnificence to their immensity; and by transference, not unnatural although fallacious, the Sons of Uncle Sam have

modelled their ideas and expressions on the huge scale of their magnificent country, and history proves that anything they have seriously set themselves to do, they have successfully accomplished. But this is to their credit, as nothing great has ever been accomplished without enthusiasm, but he is not a bluffer.

It is true, and I must admit that the words "bluff" and "bluffer" are often applied to American statements and to those who make them. As to why they should be applied to the extent they are, I am at a loss to understand, unless it is through the application of a mental attitude that parallels, in a sense, that of the German toward the English. During the course of the war, I have been asked a number of times by residents of the United States what has England done to incur the hatred of Germany—as no one seems to question that a deep-seated hatred does exist—and to those who first propounded the question, I was at a loss to make an answer. Therefore, I undertook to analyze the subject and I asked myself the question, "What has England done to Germany?" and for the life of me I could not reach any logical conclusion, other than the one I will later outline which justifies in the German mind the Song of Hate, or the toast of "Der Tag" which, in English, is "The Day," meaning the day on which they

could pick a fight and thereby show their brutal superiority over a race that they recognized, but would not admit, were their superiors in every commendable particular. I have therefore concluded that their hatred is caused by a mental attitude, born of the fact that the Englishman is a gentleman and as such is recognized by every nation with whom he comes in contact.

Mighty Handy With a Knife

I have before me a mental picture—not altogether imaginary, as I have attended gatherings where different nationalities have sat at the same table—and I can see the German, fat and coarse, with his napkin tucked inside his collar, disposing of his soup with musical accompaniment, using his knife and fork with the same elegance that a plumber would use his tools; in fact, the knife is more to his liking than the fork. I have watched him through the meal, ill at ease, feeling that he was not in harmony with the thought and environment of representative men. I have seen him called on to make a speech, or responding to a toast, rising awkwardly and even where he could speak good English, it sounded to me like someone gargling their throat. In other words, the German is coarse; he is the offspring of a race of butchers, soap-boilers and brewers, and he knows it and shows it. On the other hand, across the table the Englishman, respecting all the good manners recognized in well-ordered society, is called upon to respond to a toast, and with the grace of a Chesterfield, he rises to the occasion and in a few well-selected words, he makes his response. The German knows he is not the equal of the race from which this gentleman sprang, and therefore dismisses the subject by saying under his breath "Engländer Schwein."

But the English are not swine, neither is your Uncle Sam a bluffer, yet a state of mind has been created and does exist all over the world, including Canada, which prompts the dismissal of a statement, involving big figures or vast undertakings, made by an American, as "American bluff." To this I have applied the test and I



wish to go on record and state in the most emphatic language that all through the history of the United States I cannot find one instance where statements have been made which I will admit, sounded like "bluffs," that have not been fulfilled. And I can only conclude that the reason the word "bluff" or "bluffer" has been applied by the people of every nation who do not realize the stride your Uncle Sam is making, is because they cannot grasp the magnitude of the statements made and they dismiss the subject as "American bluff," while those who do realize it, remark it with the same remark.

Their Declaration of Independence, whereby they severed their allegiance from a crazy German king, sitting on a British throne, was no bluff; neither was the Emancipation Proclamation, which gave freedom to the slaves, a bluff.

Couldn't Grasp the Idea

As a slight indication of the extent to which the word "bluff" or "bluster" has been applied to the inventive minds and the unbridled energy of the American people and as to how poorly it served as descriptive of their accomplishments, I may state a little incident that I well remember and have many times repeated. I was standing on the railroad platform in Newport, Monmouthshire, awaiting a train to take me to my home. I was then a boy, attending a British Public School. There were a number of other passengers waiting for the same train, among them being the vicar of the parish of Trevethin, a well known and renowned clergyman of the Church of England. He was talking to some farmers, who lived in his district, and the conversation ran about as follows: He told them that he had received a letter from a former member of the church, who had emigrated to America, stating that there had been invented and there was now in use in the United States a machine that while being drawn through the field, would cut the wheat, put it up into sheaves, bind it and drop it, ready for being put into shocks, as it went along.

The conversation was interesting to me as, boylike, I had profound respect for the vicar. I now recall the expression of doubt on the faces of the farmers, and the smile from the vicar who acquiesced with their thoughts, and I can now hear him distinctly stating that he very much doubted that such a machine could be made and applied in gen-



GEORGE A SIMPSON

eral use, with which the farmers, who were at that time cutting their wheat with a sickle, were very much in accord.

When we consider what the sons of Uncle Sam have done for the agricultural world and realize that their first attempts were classed as "bluffs," we can more fully appreciate how ridiculous and uncalled for the expression is. And what applies to the endeavors of Uncle Sam in the production of agricultural implements applies to everything he has seriously undertaken.

Three Days vs. Four Weeks

As a boy I went to sea in an English sailing ship, and I remember very well my first introduction to what I then considered "bluff." We had crossed the Atlantic from England to the West Indies with a cargo of coal and had run down to Pensacola, Florida, for our return cargo of lumber. After we had discharged our ballast, we were towed out into the bay where our complete cargo of logs had been rafted and was there awaiting us. I remember hearing the stevedore, an Irishman, by the way, by the name of Pendleton, who had lived the best part of his life in the United States, telling his gang that he expected to load the ship in about three days. While I was a very young boy at the time, I shook my head and if I didn't say "bluff," I thought it. Notwithstanding we were loaded and ready to sail within the prescribed time and we arrived in Eng-

land some ninety days later, where it took the English stevedore and his force some four weeks to unload what the American gang had loaded in a little over three days. No bluff about that.

Some years later I was on the Isthmus of Panama. It was shortly after the collapse of the French company, who had undertaken to build the canal. All the machinery and equipment was lying in idleness and rusting. The isthmus was reeking at that time with yellow fever and disease, and any man who spent much time there took his life in his hand. I was then advised it was impossible to build the Panama Canal, and to drive home this statement, my advisers, pointing to Monkey Hill, which in those days was the famous burying ground of the workers on the Isthmus, said there were more men buried in the cemetery on that hill than there were ties in the Panama railroad. In later years Uncle Sam undertook to "dig the ditch," and the first thing he did was to clean up the Isthmus from ocean to ocean.

The greatest sanitary engineers the world knew were put on the job, and when this part of the work was done and the Isthmus made fit for a white man to live on, that great organizer, Major Goethals, the canal builder, was ordered by President Roosevelt "to make the dirt fly." As to how well he did this work is now a matter of history; but the facts are the work on the canal, especially any reference to the gigantic dredging operations, were often referred to as American bluff, and when the date set for the completion of the work was mentioned, it usually brought forth the stereotyped reply, "bluff." Nevertheless, the canal was completed and ships passing through it fifteen months prior to the official date set for its completion. Surely this cannot be termed "bluff."

They Came—They Saw

If my memory serves me right, it was in the year 1890 that the British Iron and Steel Institute visited the United States as guests of the American steel manufacturers. At that time I was associated with the T. A. Gillespie Co. We were laying natural gas pipe lines into the city of Pittsburgh and some of our construction records had evidently reached England. When the members of the Institute reached Pittsburgh, it was my pleasure to take charge of a party of six to conduct them through the steel mills at Homestead and, incidentally, outline to them what was being done in connection with the bringing of natural gas

into the city. In my party was the president of the Institute, Sir E. Windsor Richards of Middlesboro, Mr. Clement Crowther, of Crowther Bros., Kidderminster, and Mr. Isaac Butler of the Panteg Steel Works, in whose mills I had worked in England, also a number of others, all of whom were descendants of families long connected with the iron and steel industry.

I recall now the statements they made on going through the mills and their utter amazement at what they termed "the gigantic buildings" and what in their minds was the enormous output, which these mills were producing. They told me then they had heard of these big undertakings, but had discounted them very largely, as they thought it was merely "American bluster," but they were satisfied that what they actually saw was greatly in excess of what had been reported.

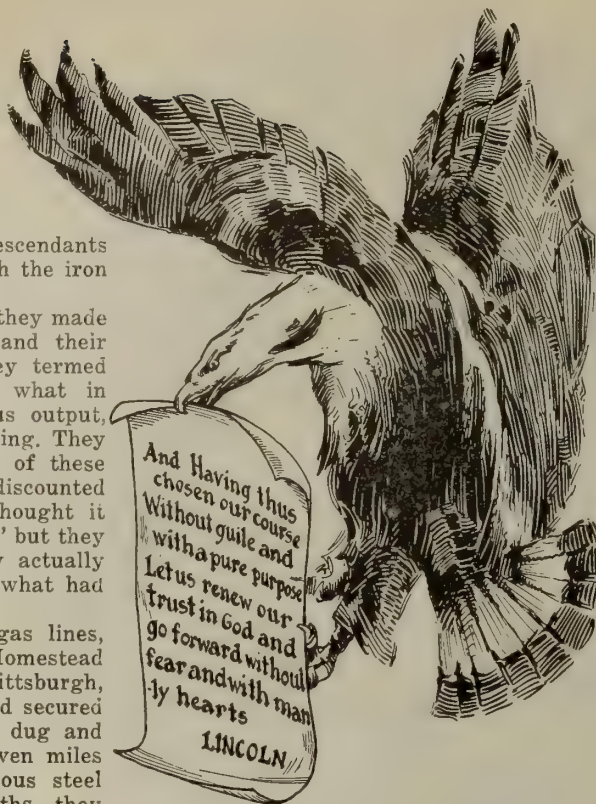
When I showed them the gas lines, which passed very close to Homestead before crossing the river into Pittsburgh, and stated to them that we had secured and cleared the right of way, dug and filled in the ditch and laid eleven miles of 36-inches diameter continuous steel piping in less than five months, they were astounded and Mr. Crowther remarked that at home (meaning in England) they would not have concluded the debate in Parliament in that time as to whether the right of way should be granted or not.

Making of Tin Plate

It was just about this time that the subject of manufacturing tin plate was being considered seriously in the United States, and I so advised these gentlemen, and while they were willing to admit that all the statements that had been made in reference to pig iron and steel had been more than fulfilled, nevertheless it was not possible in their mind for any one to take Great Britain's place in the production of tin plate. They were inclined to jokingly infer that my statements in connection with this industry bore a little resemblance to "bluff." I may state that to-day the United States leads the world in the production of tin plate, likewise pig iron and iron and steel.

There was no question as to the effect of what they saw on the minds of the members of the British Iron and Steel Institute, or as to the benefits obtained through their visit, as they all returned singing the praises of your Uncle Sam and voted unanimously that he was not a "bluffer." And on the Americans, who had come into contact and associated with this magnificent body of representative Englishmen, the impression was indelibly stamped that they were gentlemen in every sense of the word.

I could go on indefinitely reciting statements that were regarded as "bluff," but which were fulfilled to the letter. While the Alfonsos and Isabellas sneered at what they termed "American bluff," your Uncle Sam was not bluffing



when he lifted the heel of Spanish tyranny from the neck of the Cuban and cleaned up the Island of Cuba and dredged the harbor of Havana and thereby got rid of the filth of centuries, which made this beautiful island a hot bed of bubonic plague and yellow fever. As a result to-day there is no more beautiful spot on the Western hemisphere than the Island of Cuba and the city of Havana. It is true, while doing his work, he lost by death, through yellow fever, an eminent sanitary engineer, but he completed the job and made good his wildest statements. And what is more—he paid the bill and to-day Cuba is proud to be recognized as a protege of Uncle Sam.

The Boxer Incident

And while I am referring to paying bills, I might state that during the Boxer Rebellion in China, when the six big nations of the world undertook to quell the disturbance, they all went in with the understanding that China would pay full indemnity for every expense incurred in the undertaking. After the work had been accomplished and the civilized nations had withdrawn, which, by the way, does not include Germany, as she stuck and took possession of Tsing Tau Peninsula and refused to be dispossessed, maintaining that she was holding this possession as payment for the expense she had been put to, they rendered their bills—which ran into enormous figures—and all of them are being paid with the exception of the one rendered by your Uncle Sam, which he returned to China marked "paid in full," with thanks for the privilege of being given an opportunity to render such a service to humanity. Surely this is not "American bluff."

The feeding of Belgium in the early part of this war was no bluff; neither is the feeding of the Allied armies to-day, or that part that your Uncle Sam has played in this great war from the beginning. Referring to the feeding of the armies to-day, I am reading from an address made by Sir William A. M. Goode, an officer of the British Food Ministry, before the Consumers' Council, in which he gave striking figures, showing how the people of the United States by self-imposed food restrictions have aided greatly in maintaining the food supply of the armies in the field. Sir William said:

"From July, 1917, to April, 1918, the United States exported to the Allies 80,000,000 bushels of wheat products. It was calculated by Herbert Hoover, United States Food Administrator, that fifty million of this represented the voluntary sacrifice of the American people. American exports of pork products to the Allies in March, 1918, were 308,000,000 pounds. This was accomplished by porkless days and ceaseless hog production in the United States. In January, Sir William continued, the Allies asked Mr. Hoover for seventy million pounds of frozen beef monthly for three months. In March 86,000,000 pounds of frozen beef were shipped. This was due almost wholly to meatless days in the United States."

Had this statement been made by an American, it would, no doubt, have been dismissed as "bluff."

I would like to furnish some more figures and I would if space permitted, but suffice to say it required more than bluff to supply Great Britain and France with over 1,500,000 horses and mules; millions of tons of steel and shell forgings, hundreds of thousands of tons of barbed wire, and tens of millions of completed shells, machine guns, revolvers, together with hundreds of millions of pounds of powder and cordite to assist in delivering these shells into the ranks of the Germans by way of British guns. Add to this the enormous quantity of machine tools and equipment that was shipped to England and France, which enabled them to speed up and take care of their own requirements. Add to these transports, trench diggers, tanks, automobiles, medical supplies, clothing, shoes—in fact, mountains of supplies—that were absolutely necessary for the very existence of the allied armies in the field. We grant he was paid for all this, but that he was entitled to. What I wish to bring to your notice is the magnitude of this undertaking and the manner in which it was carried out, and many times during the early period of the war I heard statements made by these American producers, who had undertaken this magnificent work, referred to as "American bluff."

Some 1918 Accomplishments

The building of the Liberty Mill at Homestead in six months for the rolling of ship plates, the construction of a one-

hundred-million-dollar ordnance plant on Neville Island in the Ohio River, near Pittsburgh; the building of shipyards from ocean to ocean with seven hundred and twenty ship-building berths and the launching of ninety-four ships on the Fourth of July are merely incidents in the vast war programme mapped out by Uncle Sam. Yet any one of these undertakings is stupendous. They form parts of the American war machine, and you can take it from me that when this force gets properly started, there is no power on earth can stop it. It is no bluff; it is Uncle Sam's contribution to a righteous cause, and shoulder to shoulder with his Allies, he will drive this machine across the Rhine.

While I know from experience that the great majority of Canadians fully realize and appreciate that Uncle Sam is a good neighbor and that he is not a bluffer, I also know there are small cliques of narrow-minded individuals in Canada, who are earning their Iron Crosses and doing good work for the Kaiser by sneeringly applying to all things American the word "bluff" and thereby attempting to discount their most sincere efforts. Such individuals should, in my judgment, be reported to the proper authorities, where they would be given an opportunity to prove whether their remarks were merely expressions of their personal opinions, or whether they were paid for with German gold.

The Wrong Viewpoint

An incident I shall ever remember and long regret happened on a train some months ago. I was sitting in the parlor-car. We were leaving Hamilton, going to Toronto with a friend, and across from us sat the president of a large Canadian manufacturing company. He was reading a Buffalo paper and evidently some of the headlines did not please him. Handing the paper to me, he pointed to an article and remarked: "What do you think of that American bluff?" The article referred to a loan of a few billions to the Allies and incidentally spoke of helping to deliver the punch that would knock out the Hun. I saw nothing objectionable in the article and called his attention to the fact that he was reading an American newspaper, and I further stated that, in my judgment, the help we would get from Uncle Sam was necessary and that had the United States not entered the struggle to take the place of recreant Russia, Germany might have forced a peace of her own devising upon the Allies, to which he objected, stating definitely that he would rather see the Allies beaten than have that bluffer take any of the credit. The cruelty of this remark was sufficiently effective to stun both of us, to whom it was directed, and while we felt like beating him up, or handing him over to the police, we ignored him; but not without taking his mental measure and concluding he was either crazy or profoundly pro-German, preferably the former.

I fully realize that Canada could exist without her neighbor; but it would not be a very modern existence, neither



would it be a very progressive one. But I also realize that we can get along much better with the United States than without. We are absolutely dependent on Uncle Sam for a whole lot of our comforts. Take hard coal for one—yet notwithstanding there was a great shortage last year due to the war, it is a fact, the homes of Canada were more comfortably heated than the homes in the United States, and I know that the orders from Washington relating to the distribution of certain materials were positive, as a prominent official there told me that Canada was being treated as one of the States. This spirit prevails and governs the actions of Uncle Sam in all his dealings with Canada.

Canadians should not forget that Anglo-Americans wrote the Declaration of Independence and the Constitution of the United States; they produced George Washington, Abraham Lincoln and Woodrow Wilson; they were the makers of trails and the givers of laws; they opened up the American wilderness; they drove the roads and bridged the streams and the roads they drove were straight and the laws they gave were broad and kind, and to-day the eyes of the world are looking west for they know that your Uncle Sam is not a bluffer. They are beginning to realize what America stands for.

Finally, I ask for no more sincere and representative corroboration of the truth of my statements than the tribute recently paid to your Uncle Sam by the Earl of Reading, British Ambassador to the United States, which follows:

Associated Press Despatch.

LONDON, Aug. 14.—The Earl of Reading, British ambassador to the United States, in a lengthy statement to the press, details America's war work as he has observed it during the last six months.

"If I speak in terms of enthusiastic admiration it is because none other would convey my thoughts," he says.

After discussing America's achievements in feeding the Allies and building ships, Lord Reading continues: "In no direction, however, is the spirit of the whole-hearted co-operation more striking than in the magnificent contribution of America to the man-power of the Allies. When in the grave anxieties of the end of March at the request of the prime minister and the cabinet I asked the President to order without delay the acceleration of his despatch of American troops and to allow them to be trained and used with the British and French, his only limitation as to numbers was the shipping capacity to carry the men.

Gave Allies Initiative

"It was an historic moment which may in the future be regarded as the turning point of the war. Both the British and French nations were quick to appreciate the spirit of this contribution made so promptly and at so opportune a moment. It has proved of such value that Marshal Foch has been able to meet the great German attack by an Allied counter-offensive and has not only wrested the initiative from the enemy, but has gained important victories.

All Resources Thrown In

"Since America has acquired knowledge of the situation her material resources, financial wealth and the brains and force of character of her millions, in fact all the physical and moral forces of this giant among nations are turning in one direction—to the attainment of victory. Americans are idealists but they also are business people.

"Having realized what victory and failure will mean to humanity, with their characteristic single mindedness and power of concentration they are making the winning of the war their only business and, if I know anything of them, having undertaken the task they will persevere until their object is achieved.

"I wish I could adequately convey to the British people the warm-hearted generosity of my reception as British ambassador by the American people. It is given me as British representative and is an expression of the admiration of Americans for the part played by the British people in this war. Prejudices are giving way to a better under-

standing of the ideals animating both the American and British people, ideals that will carry them along the same road in the same direction in whole-souled co-operation for the progress of humanity and the peace of the world."

The Spirit of America

My message is prompted by the most sincere thought and best wishes, because I want Canadians especially to know what the spirit of America is. I want to get into their very souls the passion and love for the sons of Uncle Sam that the sons of Uncle Sam have for them. I want them to understand that their heart is as great as the nation over which their emblem of liberty flies, and what is more, it beats true and in sympathy with all that can be termed human fellowship. It is consecrated to the highest ideals of humanity in its noblest form. The spirit of America is liberty, but it does not invade the rights of others, for it well knows that to enjoy liberty, it must extend it to others. It pleads for the rights of men to think, to reason, to investigate to the end, that the future may be enriched with the thoughts of honest men. It implores every human being to be a soldier in the army of progress, and it extends to him every right it claims for itself, believing that when all men give to all others all the rights they claim for themselves, the world will be civilized. Uncle Sam has had his difficulties, but they have stimulated, rather than stifled, his energy and the spirit of America, born of liberty, justice and truth, has surmounted a greater variety and combination of obstacles than I believe ever fell to the share of any one people in the same space of time, and to-day it is returning to the world the fruits of the belief that the universe was planned for good and the blessings of Creation were intended for the admiration and benefit of all mankind.

Attractive Display From Bathroom Fittings

Will Work In Well With Other Goods Shown at Fairs, and if Prices Are Marked Many Orders May Be Taken.

A line that the hardware dealer can always exhibit to advantage and profit at the fall fairs is bathroom fixtures. Hardware men have been doing a big business all over the country in supplying goods of this kind. A small exhibit of bathroom fittings makes an attractive specialty in any fall fair display of hardware goods and will prove a sure business getter. It is a good plan to have the prices of goods of this kind marked neatly and conspicuously. This will often save the man in charge of the general exhibit time and trouble, especially when he is busy with prospective customers on larger or more expensive goods. Some exhibitors make a group exhibit of their fittings. Others find that it is well to attach them to the wall, just as they would be when in use in the home. Either arrangement is effective.

Farm Lighting Plants Are Profitable Side Line

Many Hardware Retailers Are Developing This Business Most Successfully And Indications Are That the Demand Will Steadily Increase. Price Is Not High Considering the Results Farmers Get.

The number of hardware retailers who have been developing a profitable sideline by the sale of farm lighting plants has been steadily increasing. The farmer is going to buy farm lighting plants. Somebody must sell them to him and many hardware retailers realizing this are lining up for the business. While the equipment is not the easiest to transport from fair to fair unless special arrangements are made many retailers have found that they can do a lot of business with a display of this kind. Not infrequently they can pay a part of their expenses by providing the necessary light for some feature in the evening program of the fair. This is always a good advertising stunt. Some retailers have been a little timid about going into this line on account of the prices asked for the goods. This is a wrong view point. The farmer has come to realize the value to himself of having labor-saving machinery, an automobile and other things that cost money and if he can be convinced that a lighting system is going to help him materially in his work, is easy of operation and also inexpensive, he is going to buy.

Keeping Bright Stocks Big Help in Business

A dealer never makes his full profit on a shipment of goods received until he has sold all the articles in that shipment. Those that are not sold form the left-overs that remain high up on his shelves and have failed to move. It is these articles that must be disposed of to make his business as paying as it deserves.



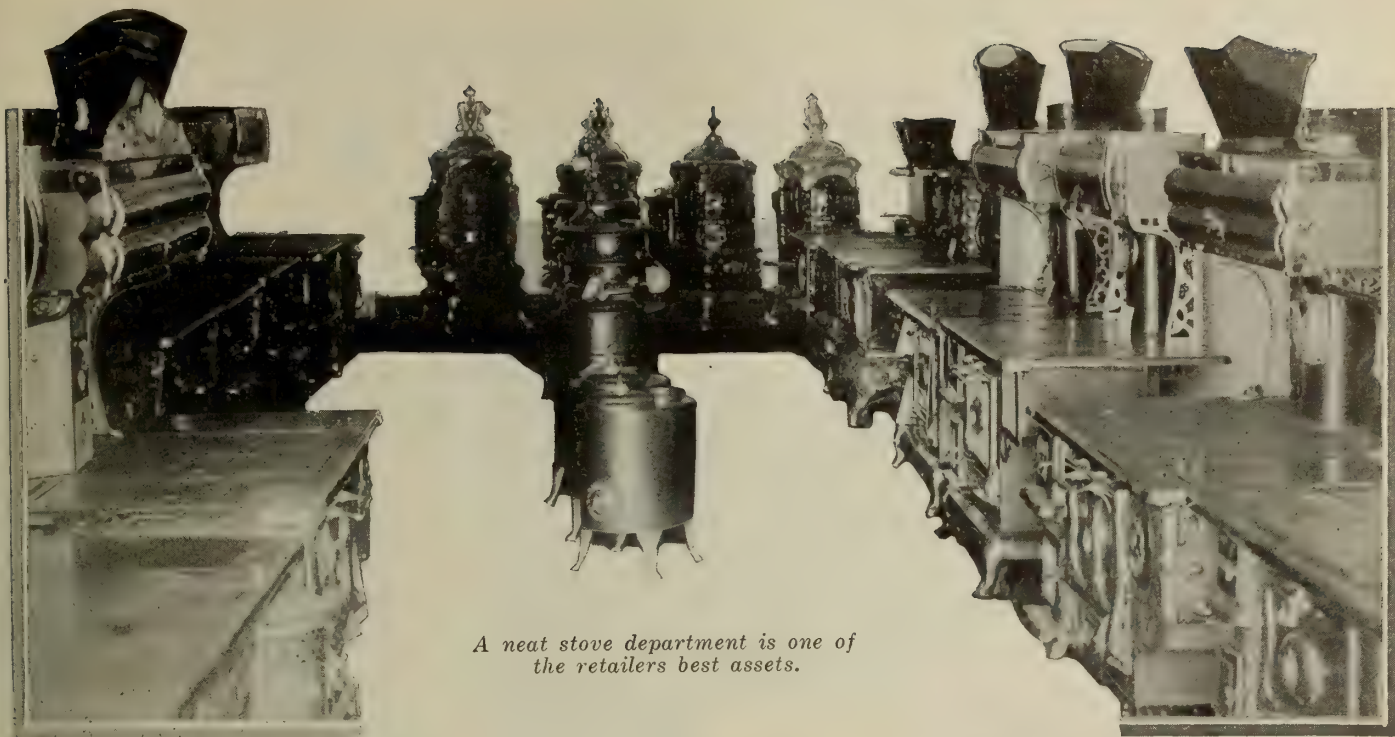
When a dealer finds that he has on hand a quantity of left-overs, it is his duty to himself to get rid of them.

When an order of fifty stoves, say, are bought at a certain price, each one represents so much of the cost, and just so many of them must be sold before the original cost of the order is covered. The balance of them are usually considered all profit, but it is not necessarily so. One or two more must be disposed of before all the cost of handling them is covered. There is a cost to the selling of the first ones and the amount of overhead to be taken into consideration so that really one or two more than the number it takes to cover the cost of the order must be disposed of before the "velvet" begins to come in. Too often it is the case that along towards the last of an order, the dealer feels that what he has left is all profit. This is so if he disposes of them right away, but if they remain in his store for a long time, he has failed to make any money on the investment, and is no better off than if he had never handled them.

The quicker the turning of goods is accomplished the more the profit. At the end of the year when the profits are figured, the dealer is at a loss to understand why he has not cleared more money. He has plenty of goods on hand, most of which are paid for, and he counts them as profit, but they are not; they are almost a dead loss until sold. The selling of them makes the profit. If they really are profit, then your profit is standing on your shelves and is not in your pocket or in the bank. When you sell them, you will make your profit, you believe. When you sell them, you certainly will, but the longer you have taken to get rid of them, the less your profit will be. The key to the situation is to sell them. Your money invested in them is out of circulation, and you can not use it. That money is practically lost to you until the articles are disposed of for money. When you have sold the very last one of them that transaction is complete and you have made your profit, and in proportion to the time they were on your hands. In the event of an inventory, your money is all there, but on your receipts, there appears no profit till all are disposed of. There are many things that interfere with a dealer's profits, and the inability to turn stock fast is one of the chief things he has to contend with. Where a store is known to be making money, there is always a bright, fresh stock on hand.

CHANCE FOR CANADA

An opportunity for Canadian firms presents itself in the formation at Wellington, New Zealand, of the Combined Buyers, Ltd., a semi-co-operative organization composed largely of farmers. The company plans especially the purchase of large quantities of automobiles, trucks and auto supplies. It may also go into the purchase of other goods and supplies required by its members.



A neat stove department is one of the retailers best assets.

Helps in Selling Fall Stove Buyers

Salesman Must be Ready to Size Up All Kinds of Customers Quickly—Keeping Records an Invaluable Help—Always See That the Stock is Kept Looking Bright and Attractive

THREE of the biggest factors in the successful sale of stoves during the fall months are knowing your goods, keeping a record of customers, and having a bright, clean, attractive display. In these days of keen competition nothing should be neglected which may be brought to bear upon a customer. The importance of being able to point out to a prospective buyer neighbors who have purchased a stove similar to that in which you are interesting him is obvious. If he can go and see the stove in operation and his friends give a good account of it, the sale is made. The record also has a double use. If properly kept it provides an accurate and valuable source of information in ordering repair parts. Every stove needs parts sooner or later and if when the customer comes for them you can turn up your record and see exactly what kind of stove he purchased you will be able in a moment to supply him with just what he wants. Customers appreciate prompt service of this kind.

Enthusiasm Counts

In a general way there is nothing like enthusiasm for boosting fall stove sales. If you have a nicely arranged and attractive display of stoves and are full of enthusiasm about them you can talk most convincingly to a prospect.

"This line is one of the finest we have ever stocked," I heard an enthusiastic salesman telling a prospective customer the other day. "It will bear your closest investigation and I am satisfied that if you take a stove of this kind it will give you the greatest satisfaction."

Then he started in to show all the good points of the stove. Apparently he was thoroughly satisfied in his own mind that he had an absolutely high grade article and his talk about the stove was a continual expression of its merits. His enthusiasm was contagious and when he told the buyer two or three of her friends who had the stove and urged her to go and see for herself what it would do,

there was little question as to what stove that woman was going to buy.

Have to be Shown

It is essential that a good stove salesman know thoroughly the goods he is trying to sell. He should make a study of every point until he is so familiar with it that he will be prepared to give the fullest information and answer all the queries that the good housewife is likely to make. He should be able to present these facts in a convincing and attractive form and inspire the greatest confidence in the stove. He will not likely find two buyers who look at the stove question from the same angle. If he is able to size up quickly and accurately prospective customers and decide upon a plan of action that is likely to appeal strongly he will materially assist in helping to keep the stock turning over.

A Difficult Type

One of the hardest types of customers to either size up or handle is the party who has been doing business with the mail order houses. He has been buying perhaps from these firms for years and when he makes up his mind that he wants a stove his first thought is about "the catalogue." If the stove salesman in the retail store really knows his business it need not be a hard job to land the sale but very often many arguments are needed. Two or three of the strongest arguments are that by buying at home the customer can see exactly what he is getting, he can have it delivered to his home immediately and have the stove set up and in operation in a short time. The importance of being able to get any necessary parts for repairs can be pointed out. There is also the argument that it is the absolute duty of every loyal citizen to support the trade of his home town. This very often goes a long way with the customer, especially if the retailer can show him attractive goods. How to deal with the mail order problem is

discussed more fully in a special article on another page in this issue of **HARDWARE AND METAL**.

ANOTHER KIND OF BUYER

Every stove dealer runs up against the individual who while very often fully intending to buy has been told by some cautious party or wiseacre that it is best to just drop in and say "I am just looking around." Very often prospects of this kind are numerous. They are as a general rule well worth looking after and a good salesman can generally convince them that they have done enough "looking around." Many salesmen are inclined to grow impatient with this type of customer and very often lose a chance for good business by not following it up or by not taking the trouble to thoroughly explain the stove and all that it will do. Sometimes this type of customer has been studying stove advertisements so long and so carefully that he does not know really just what he wants and is in earnest when he says he is looking around to see if he can find just what will suit him. Buyers of this type usually have only to be shown that they getting attractive goods and big value for the money to close the sale.

The retailer also has to meet the buyer who has been accustomed to buying on the "easy payment" plan. Many of these are thoroughly honest people, who have got into the habit of not paying as they go along. Others will bear a whole lot of watching. This is where the ability of the

salesman to size up his prospect may save his employer a lot of money and trouble. Hardware retailers frequently discuss this type of customer. Some firms take the view that they are better off without the business. Because in some instances they have found that after sending the stoves out they have had to take them back, they declare they will not be bothered with the easy payment customer any more. Other firms will tell of instances where people of moderate means owing to circumstances are unable to pay for a high-priced range in a short time, yet want the best. They have sold to them and found them to be absolutely honest and are willing to trust them again for anything they need. Some dealers adopt the plan of taking every precaution in extending credit. They will sell if after an investigation they think there is reason to believe that the party is responsible and will pay if given time. Very often however they insist that one-third of the amount be paid down and that the stove remain the property of the dealer until the full amount is paid. Occasionally they have had trouble but in this event they have the money that has been paid and also the stove. Some firms try to encourage the buyer to pay cash by offering a cash discount.

A cash payment in full should be encouraged in every case where it is known that the customer has the means to settle. One of the chief essentials in successful stove salesmanship is to know how to size up the customer and his requirements, also his capability to pay up.

Mail Order Stores In Retreat

Hardware Retailers Have Gone "Over the Top" and by Aggressive Work Are Driving Catalogue Houses Steadily Out of the Stove Business—Winning Arguments That Are Being Used by the Dealers Are Given Here

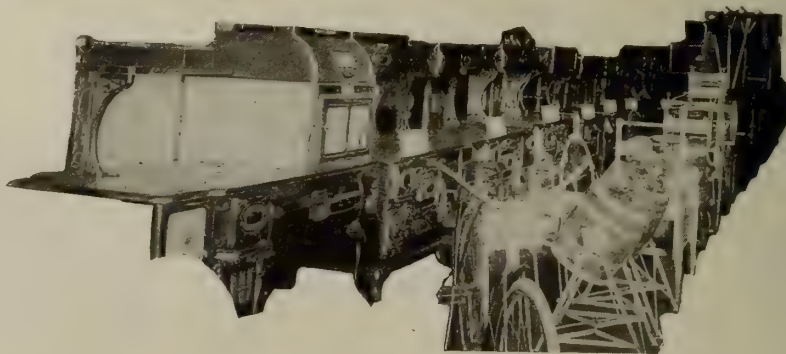
Written for **HARDWARE AND METAL** by Chas. E. Parsons.

AS far as the stove trade is concerned the retail hardware men have the mail order houses on the run. According to information gathered from both manufacturers and retailers by **HARDWARE AND METAL**, this fall will see the smallest number of sales by the mail order houses that they have made in years. There are two reasons for this. One is that the progressive, hustling hardware retailers have carried the war into the camp of the mail order firms and are not only battling with them on their own ground but are compelling them to retire. Some retail firms by their wide awake business methods have not only increased their own normal sales but have secured fifty per cent. of what formerly went to the catalogue houses. They are continuing the fight and expect to still further reduce the volume of business the mail order houses were securing.

Another reason why the mail order houses are losing out is that in some cases "shoddy" goods were sent out. Nothing will kill business quicker than unsatisfactory goods, especially in the stove business. Many retailers were quick to make the most of this. The dealers' work, aided by the reports of those who were "stung" had a big effect in putting the mail order stove business in a bad way in many localities. With the campaigns the dealers are waging it is likely that it will never get back again.

Another factor this fall that is helping the retail men is that there has been difficulty in getting shipments. The mail order houses usually buy in huge quantities in order to get the price. It has been impossible to get "huge" quanti-

The retailers who are leading in the fight have realized the value of co-operating with the manufacturer and profiting by the advertising campaigns that are put on. For a while the manufacturers put on advertising campaigns



ties of anything this fall, especially from manufacturers of iron and steel lines.

Can Spoil Their Game

Aggressive work on the part of the retailer has done more this year to oust the mail order firms than anything. The retail men are realizing as never before the possibilities there are in fighting the big city stores. They are confident that next year they will be stronger than ever and that it is only a question of time before the mail order stove business will be reduced to a minimum.

that were impractical for many retailers, in that they advertised goods that were not suited for or not sold in the dealer's territory. This is to a large extent being eliminated. The manufacturers are putting out advertising matter now that will make a direct appeal to the retailer's customers. In some cases the retailer has the direction of the advertising in as far as saying what lines are to be advertised, the manufacturer supplying the copy. Advertising of this kind is producing results. Both the deal-

er and the manufacturers are selling more stoves, so both are happy.

The manufacturer's advice to the dealer in the great majority of cases is to specialize in one line of stoves.

"Pick out a good line, stick to it and boost it," has been the slogan of the manufacturers. "We will help you and you will win out."

The retailers are trying out the plan more and more and are making good on it.

How He Does It

"I keep a mail order catalogue on my counter," said one dealer to **HARDWARE AND METAL**. "When a customer comes in I show him my stoves and thoroughly explain all their good points. I have a good line and am prepared to back it up thoroughly. Not infrequently a customer will say, 'How is it that I can get such and such a stove from the mail order house \$5 less than you are asking?' I get her to show me the stove in the catalogue and tell her at once that if she wants a stove like that I will give it to her at exactly the same price as the catalogue says. I point out to her, however, that I do not think she will be satisfied with a stove of that kind and tell her why. There are generally many points in which my line is superior. I point also to the fact that if she orders from the catalogue she may have to wait for a month to get her stove. If she buys from me she can see right in my store the stove that she is going to get, is taking no chances on something she has not seen and can have it in her home and a fire burning in it in an hour. I emphasize my guarantee and make a hard and fast bargain with her that if there is anything about my stove that is not exactly as I have represented she can bring it back at my expense and I will refund the money."

Question of Repairs

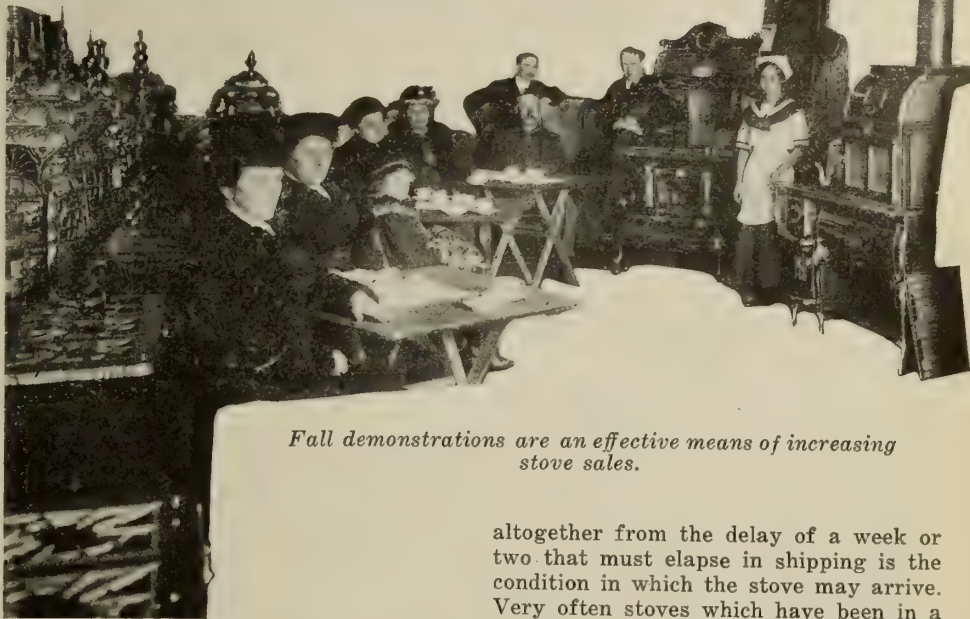
"There is another point I always mention and that is repairs. No matter how good a stove is there will come a time after years of wear when some part will need replacing. It is obviously to the advantage of the customer to be able to come right over to my store and get a new part in a few minutes rather than wait for two or three weeks, maybe longer, trying to get a piece from a mail order house. Sometimes this is impossible as the mail order firm has ceased to handle the line and no parts are obtainable."

This merchant says that farmers are the hardest people to handle in regard to the mail order houses.

"It is a funny thing, but nevertheless true," he said, "that the average farmer, with a nice tidy bank account, will come into my store and want me to sell him a stove and maybe wait six or more months for payment. They will offer as an excuse that they have not got the money in for their crops or their stock or some other line. I go at these fellows straight when they commence to tell me what they can get at the mail order houses. I remind them that they are asking me to wait an indefinite period

for my money and that if they order from the mail order house they will have to send a cheque with the order or no attention whatever will be paid to them. I point out to them that if they send their money away from this district they are helping to build up some other district and that if everyone worked on the same principle the farmers own market would be cut out from under his feet. I tell them they are not acting in a patriotic manner or giving me a fair and rea-

man to put the stove together and set it up. The hardware dealer does this and goes further by making sure that it is in good working order. The question of delivery is also an important one. Aside



Fall demonstrations are an effective means of increasing stove sales.

sonable deal by asking me to wait for my money, when they have the funds in the bank and are willing, if need be, to send it to the city. As a final clincher I offer, if they will do business with me on a fair basis and for cash, to sell them a stove that the mail order houses simply cannot duplicate for the money. The result of this talk has been that very, very few sales have gone to the city. I always make an absolute point of making good on all my promises about the stove and follow it up and see that they are satisfied. If there is any little thing goes wrong I promptly fix it. As a result of these methods I am winning out in my fight against the big city store."

Careful Work Counts

The retailer might as well make up his mind first as last that he will have a certain amount of mail order business to combat in the stove trade. If he fights he can and will win out. The trouble with some retailers has been that as soon as mail order is mentioned they shut up like a clam and do not even put forth one argument in favor of their own goods. This attitude has caused more than one stove traveller to say things that were not fit to print when he came around and found that a stove had been sold where his firm might have got the business if the retailer had stood his ground.

There are many convincing arguments that may be used most effectively against the mail order business in addition to those mentioned above. One is that the mail order house never sends a

altogether from the delay of a week or two that must elapse in shipping is the condition in which the stove may arrive. Very often stoves which have been in a freight car for some days are so knocked about and the worse for wear and tear that they are useless. Not infrequently parts are broken in transit and then follows another delay of a week or so while the customer endeavours to explain in a lengthy correspondence just what is needed. This is one of the big disadvantages of buying without seeing and more than one mail order customer has sincerely regretted his purchase.

Stoves Often Rusty

There is always a possibility of the stove being badly rusted by being placed in a leaky car. The retail dealer never sends out a stove in this condition. Occasionally there are defects in construction which no dealer or manufacturer knows about. They develop after the stove has been used. Any reliable firm will always make this good but the mail order firms will not. There is also the question of cartage. Farmers have been known to drive in for twenty miles and take home a stove, thus losing a whole day not only of their own time but their horses. This adds appreciably to the cost of the stove and had they purchased from the home dealer he would have delivered it to them. The question of the stove pipes is also a consideration. The home dealer will see that everything is satisfactory in this regard and that the proper pipes are sent with the stove. Stove pipes have been delivered by mail order houses that it took endless trouble to fit and even then the job was not satisfactory. The customer has no remedy against such troubles as this.

Urge Customers to Buy Stoves Early

Prices Are Going Up and if They Delay They Will Not Get Values They Can Get Now
For a Long Time—Increasing Cost of Labor, Materials and Freight
Rates Making Stoves Dearer

THERE are several important reasons why more stoves are likely to be sold this fall than ever before, particularly if the retail dealer goes after the business aggressively. While stove prices this year are perhaps on an average ten per cent. higher than they were a year ago, leading manufacturers state that not for some time will stoves be as cheap again as they are now. Owing to the ever increasing cost of materials, the higher prices that are being paid the workingmen and the increase in freight rates that went into effect on August, they declare that it will be an impossibility for them to make stoves and sell them at the prices that are prevailing now. The retail dealer can make this a talking point with his customers and urge upon them the necessity of securing their goods promptly in order that they may save money by buying before the increased prices become effective.

Standardizing Stoves

Another big talking point in selling is that never again probably will prospective buyers have such a wide range of stoves to choose from. Many firms are standardizing to such an extent that at least fifty per cent. of their stoves will be off the market. The new designs are being based absolutely on utility essentials. All the frills are being eliminated and the latest move that is under consideration is to cut out all nickel plating and polishing. The manufacturers claim that if the government orders this done they can cut their cost of production from ten to fifteen per cent. and thus help in keeping the cost to the buying public down.

The Fuel Situation

Owing to the ever increasing seriousness of the fuel situation there has been a big demand this fall for what might be termed general purpose stoves. People all over the Dominion are asking for stoves and ranges that will burn wood, coal or any other fuel that may be available. The manufacturers have met

this demand and retailers can make a strong feature in their sales talk of the work the new stoves will do. Manufacturers generally declare that trade has been good. This indicates that the retailers are alive to the possibilities of making new sales records this fall and have stocked up to meet greater demands than ever.

Most stove manufacturers have urged those handling their lines to specialize.

"If you concentrate we will guarantee that you will make a better margin of profit," one firm told the retailers, and many of them are falling in line with the suggestion.

Advertising Campaigns

Many of the manufacturers are putting on extensive advertising campaigns also and the retailers by co-operating with them will reap the benefit. Many manufacturers are also furnishing the retailers with slides which not only call attention to their goods, but also illustrate them. For a nominal sum retailers can, in towns where there are movie theatres, have these shown regularly and thus keep before thousands of women the fact that they are agents for So and So's line of stoves.

Another factor that has rapidly developed in stove selling since fuel troubles became so general is the business in oil stoves. There has been a record demand for stoves of this kind and thousands of them will be sold this fall. Oil stoves and oil heaters used to be a small line and more or less of an odd season line. Now they are to the front the whole year round and retailers report a continuous demand for them. This is traceable largely to their economy and convenience and also to their reliability. Progressive retailers now show a nice line of oil-burning stoves with their other lines. The goods lend themselves readily to making an attractive display in the store and can be arranged among the other stoves so that they will make a really fine showing.

Stoves Sell Themselves

Many retailers are learning more and more to make not only stoves but other goods "sell themselves." Many customers, especially women, when they come to buy a stove, like to look over the different makes closely, handle the various improvements and see for themselves just how things operate. The good salesman encourages this as it is one of the surest ways of getting the prospective buyer keenly interested in the goods. Some salesmen, if they see a customer make a move to lift the lids or operate the shaker, beat them to it. A majority of customers do not like this. They would have been better satisfied to do it themselves and right there a prejudice is created. The wise salesman will let customers "tinker" around a stove all they want to. Many retailers declare that they arrange stoves and other goods so that the prospective buyers can get in around them and investigate all they want to. They say they have found by experience that merchandise so placed sells a great deal faster than articles that people cannot get at.

Fall Demonstrations

Retail hardware dealers have found that the holding of regular fall demonstrations of stoves and ranges has been a big help in boosting business. The experience of most retailers is that it pays to hold such demonstrations at the same time each year. Some dealers have found that it pays particularly well to hold them right after the fall fairs. By setting a definite date and continuing it each year the people of the district get the coming stove demonstration fixed in their minds. They begin to look for it and talk about it and retailers find that in this way they get a great amount of publicity. In addition the dealers advertise in their local papers and some place special placards out through the country, calling attention to the coming stove exhibit. In market towns the retailers have found



that it pays well to get handbills printed and have them distributed about the town and also in the farmers' waggons on market days. At such gatherings as fall fairs they are careful to distribute literature of this kind, especially if, as many of them do, they are exhibiting stoves at the fair. In this way those who attend the demonstration are already interested and it has been found that it is possible to secure the greatest number of actual prospects as visitors.

Sending out a monthly trade letter during July and August has produced much excellent business and many inquiries for more than one firm. In such letters the retailer gives all the details regarding improvements and new goods that he may be showing inviting the recipient to visit the store and inspect the stock. It has been found that a percentage of those written to will always respond and very often they are those who really intend buying and sales result.

Any plan that will bring stoves prominently before the public during the fall is bound to be attended with success. Some dealers devote special attention to displaying stoves during the fall. They make a regular "drive" as it were. Their windows are constantly filled with clean, bright attractive stoves, ranges, heaters, oil stoves, etc. They rearrange their store stocks so that stoves are brought to the front as much as possible.

One Dealer's Plan

One man, who works on the theory that his stoves will speak for them-

selves, always gives them a prominent place in the late summer and fall. About twenty feet back from the door he divides his store longitudinally, using shelves of paint specialties to form a partition. The space on one side of this partition is given over entirely to stoves and every style of stove he carries is put there for display. Some dealers believe in having kettles or other utensils on the stove, believing that it sells these lines as well. The dealer in question will have none of this. He says he is selling stoves and he shows only stoves. He is particularly careful to keep them always shined up and looking clean and attractive. He knows every point about every line he carries and no housekeeper can ask him a question that will stick him. For instance a woman came in one day and stated that a rival agent had guaranteed that she would only need to clean his stove once a year. The dealer in a few minutes convinced this woman that the rival dealer guarantee was absolutely valueless, as no stove has ever been invented that will not collect soot and dust and the oftener this is cleaned away the more heat will be available for distribution. Incidentally he got the business too. Women are always the most interested parties in stoves. It always pays to deal absolutely squarely with any customer but especially so with women as they are quick to tell one another if the dealer takes care of the stoves he installs, or if he is absolutely dependable in regard to representations he made regarding what the stove would do and so on.

How We Boosted Our Stove Business

Ontario Merchant Explains How He Became One of the Star Agents of One of the Biggest Stove Firms in Country—Also How He Learned a Little About Advertising and its Value

"I SAY 'we' advisedly, because unquestionably the greater part of the credit for the success of my stove trade is due my wife. I had been pottering along doing a nice steady business and was pretty well content to let things go at that when my wife took a hand in the game. It started when a salesman called at the store with an entirely different line of stove talk from any I had had. I had been buying stoves for years that followed more or less the old, well-tried-out general utility styles acting on the theory that W— where I live was a conservative town and the people not likely to want any 'new fangled things.'

"Well, the traveler arrived and gave me a fine line of talk on some entirely new models his firm was putting out. He did not run down the old stoves in any way, but pointed out to me that the new styles embodied all the utility essentials of the older stoves and many new points that meant labor-saving and convenience for the housewife. I must admit that the

pictures he showed looked very fine and that the new features he spoke of seemed practical, but still I was doubtful if the stove buyers of W— would want them in preference to lines that they knew all about. Anyway, I told the traveler I wanted to think it over and to call in again next day.

Gets Him Started

That evening my wife complained of being very tired. Said she had been cleaning the stove all afternoon, black-leading it and stooping over to get at the oven and inside and was all done out.

"I do wish we had a handier stove," she said. "Ours is all right to cook on and all that but it does tire one out stooping over so much and cleaning it up all the time."

I thought of the traveler who had called and of the photos he had given me to study.

"What would you think of something along this line?" I asked.

She was interested at once and asked

me more questions in ten minutes than I could answer in an hour. I was stalled a dozen times by things she wanted to know and finally decided to telephone the traveler to come around to the house. He was there in short order and from him my wife got a line of information that soon had her keenly interested.

"Now I don't want you to take my word for this," he told her, after going thoroughly into the details of his firm's stoves. "Let me send a stove to your home. Try it for a month and if it isn't all I say and more, too, then send it back. We will pay the shot."

Took Him Up

She took him up right there. The stove arrived in due course and we tried it out thoroughly. My wife was more delighted every time she used it.

"Say," she said to me one night, "it looks to me as if you could sell a pile of these stoves, if you would take the agency. I wouldn't take anything for my stove and there ought to be one of them in every kitchen in town. Not only in town, but in the country, too. Why not take the agency of this district? You can sell this line and make some real money."

I hadn't thought about such a large proposition as this but she was so enthusiastic about it that I caught some of her spirit. When she offered to come down to the store and put on a demonstration of a practical kind, that would interest the women of the town, there was nothing for me to do but accept.

The same traveler came to close up the business and he gave me some new ideas on broadening out my business. I had always bought stoves in small quantities, but I now placed a larger order than usual.

Shows Some "Pep"

Right here was where I learned something about advertising. I had been a pretty consistent advertiser, I thought. I believed in it and had found that it brought results.

"I will have our advertising man map out a little sales campaign for you," said the traveler. "He will be here to see you in a day or two."

In the meantime I drafted out a few advertisements of my own. I have always written my own ads and thought I would let him look over what I thought would be sufficient to cover the ground.

"You may know the hardware business thoroughly," he said after going through my "copy." "You will, I am sure, pardon me for saying it, but you do not put sufficient punch in your advertising. Here is what I was planning to run."

He produced a series of ads and a number of cuts to go with them and by comparison mine looked like some child's work. I saw at once that his ads had the "punch" that would attract the women and make sales.

Well as soon as the stoves arrived we were ready to start and put on the advertising campaign. Did it take? It seemed to me the paper was hardly off the press when the women began to come. Fortu-

(Continued on page 131.)

Profitless "Leader" Loses Out

ONE very interesting by-product of the present critical merchandise shortage is not getting nearly as much attention as it merits.

This is the practical elimination of the profitless "leader" used in stimulating trade. Jobbers, mail order houses and retailers—among them leading devotees of what they are pleased to call the "price advertising" idea—are quitting or abridging this practice for the very good reason that they have to.

Merchandise is so abnormally high that there is a never-ending struggle on the part of jobber and retailer to keep prices down as low as possible and at the same time make a satisfactory net profit. If consumers could only know how hard a job it is to fix retail prices these days there would be a lot less talk about merchants taking advantage of every possible excuse for advances. Everybody who sells merchandise for a living has to figure with such infinite closeness on the matter of price that he is not going to give anything away if he can help it. Hence the doctrine of "give your customer a part of what you would pay for printed advertising" does not look nearly so good to him.

The net result is a worth while increase in profits and a hard jolt for an advertising principle that has done more than its share in stirring up trouble for manufacturers.

A concrete example of this is shown by a study of the May business done by the big Chicago mail order houses. In the face of a decrease in sales as compared with those of a year previous a worth while increase in profits is shown.

This condition is due largely to the fact that the mail order houses are charging what they really ought to get for a number of big outstanding items that have been featured heretofore for advertising purposes.

You can't blame the people for buying leaders when leaders are offered. But it is well to remember just the same that when leader items are not available people are going to buy just the same. Otherwise how are they going to eat, have things to wear and furnish their houses?

Sears and Ward never did make a great amount of profit out of groceries, comparatively

speaking. Their groceries were priced on the principle that much of the clamor about the high cost of living centres around the things the people eat. Save a man money on his food and he is going to worry less about what he pays for clothes and house furnishings. The leader idea therefore was prominently played up in the grocery end. To-day it is practically out of the running.

Similar conditions apply in other lines of merchandise. The mail order houses and others have learned that they need not pay such a price to get business.

The lesson even is working down to the one time five and ten cent store. This store which is the very holy place of the leader idea, is seeing the light also. It has learned that the best kind of advertising is that gained through letting people know that the store is the home of good honest values in every line rather than a place of spectacular occasional offerings that put the whole bargain idea under suspicion. They have re-read with interest the story about the boy and the wolf. They have found out that if they sell a tea kettle for a dime to-day that would be a bargain at 50 cents they are going to have trouble for all the rest of their natural lives in the tea kettle line. They get advertising all right, but the wrong kind.

The war has forced upon five and ten-cent stores a condition of satisfactory prosperity through obliging them to diversify to the extent of offering higher priced lines.

It also has done them a most decided benefit in the matter of present and future profits by obliging them to change their ideas about leaders.

Leading merchandise experts unite in the assertion that for many a year to come there will be little heard in this country about leaders, either in wholesale or retail selling. They see an era of advertising and selling in which all merchandise will be sold strictly on its merits for a fair price that can mean a decent profit to all concerned.

It ought naturally to follow that prices as a whole will tend to be more satisfactory to the consumer. Somebody always has to pay the bill for leaders.—From *Printers' Ink*.

Fall Fairs Big Business Booster

Enterprising Firms Can Reach Thousands of Prospective Customers With Good Displays of Stoves, Paint, Electrical Appliances, Farm Lighting Equipment and Other Lines



every show in the county. Many of them even invade adjoining counties and

falling in line with the idea and space at many of the better fairs is getting valuable. At one large fair in Western Ontario, which lasts for a week, there has been such a rush for space this season, that although the management had

THE value of the Fall Fairs as business-getters and as business-advertisers has been fully realized by many retailers, especially the hardwaremen. There is a big field here for economical display work and the profits are always in direct ratio to the care taken with the exhibit and the energy shown in getting after the visitors to the Fairs. There are few ways of getting into such close personal touch with people as are afforded by the fall shows. The people come in for miles, expectant, eager to see all that is new and improved. A very large percentage of these people are farmers of the most prosperous kind. In many cases they have been too busy with their own work through the spring and summer to get into town much or to keep in touch as they should with new goods in the stores. Now with their harvesting done and some of their money in the bank already for their season's crops, they are out to be shown. Every man and every woman of them is from Missouri. If you can produce the goods they are there to buy. They are the best of customers, and in the free and easy spirit that prevails at the Fall Fair they are in the mood to listen to everything that you have to tell them about your goods and will spend all the time they can spare looking over what you have to sell.

A Big Opportunity

Many dealers who formerly showed at perhaps only one or two fairs in their immediate vicinity have found that it pays and pays well to extend the radius of their operations. They make it a point of attending and having exhibits at

with good results to all concerned.

A most successful plan that is often worked is for two retailers in different lines to get together. In some cases they buy a tent big enough to take care of the exhibits of both. In other cases they arrange jointly for the space they require in the main building at the fair grounds. A hardware dealer, for instance, can arrange with a grocery, dry goods or some other firm. The hardware dealer may put on a demonstration in stoves. By two firms going in on a proposition of this kind they can reduce the expenses fifty per cent. and very often increase the effectiveness of their exhibit five hundred per cent. Co-operation of this kind has invariably been attended with excellent results.

Hundreds of Fairs

There are hundreds of fairs held every fall throughout Canada. Many of them run two or three days, others only one day, but all draw a big crowd, and good salesmen with an attractive booth at any of them can not only do a lot of good business but secure endless prospects for future trade. Now that the Government has prohibited all kinds of fakers and games of chance at the fall shows, there is a larger opportunity than ever for good exhibits of all kinds. It was stated to **HARDWARE AND METAL** by one retailer who for several years has been showing at district fairs that at many of them this fall he would have been unable to obtain the space he required had he not made arrangements for it last year. Other firms profiting by the success of those who have been holding exhibits are

erected a fine large building for retailers, the space is all taken and they have to erect tents in the grounds for the late comers. At most of the smaller fairs, however, there is only one building for exhibition purposes. In many cases there are not any, the exhibits being arranged either in tents provided by the exhibitors or laid out on the ground. This is all right in showing such lines as farm implements, waggons, etc., but it is advisable for the hardware dealer to have either a tent or a booth. The expense is not great and his exhibit may prove one of the features of the fair and get a lot of free advertising. If he attends the fair regularly the people of the district get to know and look for his booth. They do not forget about the firm name either through the year and if they want goods will get in touch with the firm.

Make It Attractive

Make your tent or booth attractive. This does not involve any serious expense. Many manufacturers will be glad to supply you with advertising material. A lot can be done in the way of decorations with this, a few flags and a little bunting. If you have any new and attractive lines by all means show them. Ninety-nine out of every hundred visitors to the Fall Fair are keenly interested in the new goods.

Now that autos and auto trucks are so common, especially through the country, it is comparatively an easy and inexpensive matter to arrange for a really nice display at all the fairs within twenty or twenty-five miles.

Fairs Offer Fine Opportunity For Paint Dealers

Demonstrations of Goods Invariably Attract Home-Makers and Increase Sales Largely. Straight Talks to Farmers and Property Owners on Saving They Can Make Bring Results.

BOTH men and women, in fact everyone interested in home-making and home-beautifying, will flock to see a demonstration of painting or graining. At one fair the writer saw two girl demonstrators of a well-known line of varnishes, being featured by a retail store, surrounded from the time the fair opened until it closed. The girls were kept as busy as they could be every minute answering questions about what could be done and in passing out literature. It was the first season the firm had tried exhibiting at a fair and that fall their sales of varnish more than trebled. Ninety per cent. of the new business came from women who had learned at the fair how simply and how cheaply they could fix up furniture and other things about the house. The business has been a steady one, too, as once they learned how to do these things they wanted to keep at it.

It is well if showing paints to have two departments to your exhibit, one with a strong appeal to the home-makers and another with a general appeal, especially to the farmer and the property owner who has buildings to keep up. A good salesman in the latter department can provide the foundation for a lot of future business by impressing upon those who call the value of painting as a measure of economy and conservation. Farmers especially seem not to have appreciated the value of painting regularly. They will buy costly implements and then allow them to stay outside exposed to the weather and rust. They will erect expensive barns and other buildings and then very often watch them slowly fall to pieces from the decay that results from weather conditions. Convincing demonstrations of the value of keeping up one's property by painting regularly and at little expense can be made at fairs. Probably in no other way can a salesman reach such a large number of men and women really interested in painting in such a short time.

While you are exhibiting and talking paints, don't make the mistake of not having your own booth attractively painted. If you do the inconsistency of your talk will be at once apparent to a large percentage of your callers who will not fail to ask you why you don't follow out your own lines of argument.

There is no display at a Fall Fair that can be made more bright or interesting and really valuable to the public than a good paint show. The paint firms are ready and willing to assist you by providing a supply of attractive literature and advertising matter and there is little excuse for any retailer not making the most of what should be one of his best opportunities for getting business.

Stoves Make Effective Show at Fall Fairs

NOTHING makes a more effective display at a Fall Fair than a nicely arranged exhibit of stoves in a neat booth or tent. It will draw every woman on the grounds and if you have a good salesman to talk "stove" to them, sales will certainly follow. It is of course always advisable for any exhibitor, especially a retailer, to get as central a location as possible. Make sure that your firm name is well displayed on your booth or tent and also that it is stamped on any advertising that may have been supplied by manufacturers. Have your stoves neatly arranged yet so that they will be convenient for the women who want to examine them and see how they work. Keep your exhibits looking at their best. It is not always easy to do this with a score or more of women and men constantly crowding into your booth and handling your stoves, but it certainly pays to keep everything shining. Customers are very often first attracted and later interested by the clean appearance of goods. In your talk to those who visit your display always show your faith in the line that you are handling by being ready to stand behind it and guarantee it.

Keep a List

You will make some sales and you will get in touch with many sales prospects. many firms now take special pains to keep lists containing the names and addresses of all those who show what you judge is a "buying" interest in the goods. The plan is to follow up the prospect and very often these efforts are attended with good success.

Many firms who show at the Fall Fairs regularly have found it a valuable aid to have show cards displayed in prominent places, drawing attention to the salient features of their stoves, such as "Burns Coal or Wood," "No Blackleading," "Note the Big Oven and Reservoir" or similar points. These often lead to inquiries which the salesman can make the most of in explaining the good points of the stove.

Some stove retailers who plan to show throughout a county or on an even larger scale find it good business to co-operate with a tea or coffee firm. The stove man provides the stove and the coffee man samples of his ware. The cooking is done right at the fair where the women can see the stove in operation and smell the coffee being made. A plan of this kind always proves a big draw card.

Electrical Appliances Always Attract Buyers

Big Chances For Boosting Business in Displays of Washers, Vacuum Cleaners, Electric Stoves and the Smaller Lines. Demonstrations Always Help Greatly in Increasing Sales

ELECTRICAL goods always have and probably always will have the effect of immediately attracting and holding the

interest of ninety-five per cent. of the people who come within range of a display. This appeal is probably due to the fact that they are nearly always beautifully finished, that there is such an endless variety of goods that are really time and labor-saving conveniences, and to the fact that every month, almost every week sees some new and valuable invention placed on the market. The electrical goods business has become one of the really big businesses of the country. There is something made that is needed in every home that as a rule is very reasonable in price and that combines beauty and utility. This year will see more electrical goods displayed at the Fall Fairs than ever before, and next year will see more. It is an ever-increasing and most attractive business and any retail hardware man can make a most attractive display at any fair at little expense. He will have a show that will be talked about and thought about in the homes of the district for months. Any dealer who fails to keep track and follow up the inquiries that will be made at a Fall Fair display of electrical goods is losing a magnificent chance for making some real money very easily. Besides the endless small lines there are the electric vacuum cleaners, electric fixtures for the home, electric washing machines, and many other lines that will keep a crowd, especially of women, interested in an electric display booth at a fair for hours. One big exhibitor stated to **HARDWARE AND METAL** that he had sold a great many electric stoves, electric washers and vacuum cleaners as a direct result of his displays at fairs. Much of this business was from points in the district, outside of his own city. Electrical goods by the very reason of their efficiency and convenience is one of the easiest selling lines. The goods talk for themselves.

Exhibitors of electrical goods at fairs have generally found it good practice to have in their booths a number of chairs so that women who become especially interested in a demonstration can sit down.

It is usually one of the easiest things in the world to make a most attractive and striking display with electrical goods.

Because as a merchandizing proposition, the greatest profits are to be derived from the sale of the more expensive appliances, washing machines, vacuum cleaners, etc., many exhibitors at the Fall Fairs are inclined to feature these especially in their display and put on an aggressive selling campaign. With the extension of electric lines all through the country, these labor-saving appliances are coming into general use in the farm homes. There is no place like the country fair to meet the farmer's wife and explain to her in detail just what electric appliances mean in taking the drudgery out of her every-day life.

Some firms always send a woman demonstrator out to handle their washing machine exhibit. They have found that a woman can answer the practical questions that the housewives will ask far more satisfactorily than a man and also that the women feel more at their ease in discussing the question with a saleslady.

Making the Collection Letter Collect

Putting Persuasiveness and Punch Into an Old-time Collection Method — Making the Letter a Personal Emissary—Letters Used by an Ontario Firm That Really Brought Results

MANY merchants have lost faith in the efficacy of the collection letter. They question its ability to return with the goods, yet an Eastern Ontario firm by putting a little different tone to the letters have found them the means of assuring a collection in a multitude of unexpected cases.

Debtors can be placed in several classes but "slow and sure," "forgetful," "hard to part" and "don't want to pay" are the best known ones.

Is there a merchant living who has not worried himself sick about the way his book debts keep piling up, and that in spite of the fact that he has tried means galore to bring about an improvement?

The old stickers with their cut and dried phrases and smart sayings have come to be looked upon as almost a friend by the class of debtor who gets them so regularly from different merchants. Were they to cease to put in an appearance they would be missed and leave an aching void in the regular round of expected events.

Then you come to the usual letters asking for payment. It will be noticed that the majority of these in cold, formal, matter-of-fact language pass without results.



A little human interest pushed into service would work wonders and draw the cash.

An Eastern Ontario firm had endeavored in every way to collect by ordinary letters, stickers, lawyers and also by special collectors.

The letters brought few returns, the stickers were useless, the lawyers were as hard to get the money from as the people from whom they had collected it, while the special collectors frequently brought home less than their day's wages amounted to.

Then came the letters with the human touch. There were five of these little fellows, each with a distinct work to do and they won out, making nearly 80 per cent. cash payments as well as a large number of settlements, either with notes or written promises to pay.

The best part of the success was the fact that a number of accounts that were

five, six, eight and even ten years old and therefore outlawed, came in as a surprise packet to everybody.

These letters were printed in imitation type to match the machines used in the office. Names and addresses were added and each letter signed by the head of the firm. Including paper and printing, the letters cost a little over one cent apiece. Five hundred sent out brought in over \$2,500 in hard cash within seventy days of posting the first letter, in addition to which many other settlements were arranged.

No ill feeling was caused and in several instances customers bought more goods immediately the old accounts had been adjusted.

Letter No. 1 was sent to people with recent accounts and was very successful in getting cash which would have laid out for some months. Letter No. 2 was sent to customers with older accounts and was followed by No. 3. No. 4 aroused those with a slumbering conscience. Letter No. 5 was rarely necessary but when sent gave good results. Cash was received in less than 48 hours in some cases.

Here are the letters. Nothing smart, nothing fancy, but they worked:

LETTER NO. 1

The statement of your account enclosed with this letter shows the same to be of recent date.

Present day conditions of business compel us to alter older methods, and we find it is impossible to give the extended credits which were possible in the past.

You will quite understand our position in this matter and we believe you will accept the letter in the spirit intended.

Your remittance will be sincerely appreciated and at the same time we solicit your continued patronage which we assure you will receive our best attention.

LETTER NO. 3.

We wrote you a short time ago to draw your attention to our account long overdue.

Has the statement been laid aside and overlooked? In case this is so, we enclose another one which we very sincerely hope will be returned with your remittance by return mail.

Yours Respy.,

LETTER NO. 5.

We regret our previous letters in regard to the statement enclosed, have remained unattended to. Your failure to remit has placed us in an unpleasant position. Unless this account is paid it must be collected and cost of collection added to it which is unnecessary. Kindly attend to this matter within 10 days from this date so that we can keep the account in our hands instead of passing it over to our agency.

Yours Respy.,

LETTER NO. 2.

The enclosed statement of your account shows the same to be long-standing.

We feel sure you would be glad to have the matter settled and off your mind, but you cannot be more anxious than we are. Cash is badly needed. Will you help us by remitting at once.

Yours Respy.,

LETTER NO. 4

Your statement of account enclosed with this letter is much overdue. When the courtesy of credit was extended to you, it was because we believed in your willingness and ability to meet your obligations. We hope you will endeavor to prove our expectations were correct by remitting quickly, a favor we shall very much appreciate.

Yours Respy.,

And in the event that all these letters failed of their purpose there is still this possible sixth letter. It does not appear in the series noted herewith. It is added by this paper out of pure good heartedness.

What does it say? Supply the words yourselves. You have all had experience with these customers who are deaf to the blandishments of the most persuasive letter: frame then the opinion of these folks and write it here.

The Fastest Selling Line

Advent of
Auto
Created
Great
Opportunity



This display by Norman D. Nairn, of Armstrong, Smyth & Dowsnell, Regina, Sask., won first prize (\$10 cash) in HARDWARE AND METAL'S motor accessory window display contest. A wide range of motorists' requirements was shown in the display, and price tickets gave prices on many sundry lines.

WE have sold 56 automobiles to date and our sales of accessories have amounted to over \$10,000 so far this season exclusive of gasoline and oils," stated W. Higgins, manager of the Brampton Hardware Co., to HARDWARE AND METAL last week. Brampton, Ontario is a town of 4,000 population.

* * *

W. S. McLachlan, hardware merchants, Hillsburg, Ont., a town of 350 population, have sold 46 automobiles to date this season, and large quantities of auto supplies.

* * *

The George Taylor Hardware Co., Cobalt, Ont., have sold about 40 automobiles and trucks this season and large quantities of auto supplies.

* * *

James & Reed, hardware merchants, Perth, Ont., have sold over 100 automobiles so far this season. This firm also conducts a big garage and sells huge quantities of automobile accessories.

* * *

The foregoing are just a few instances of hundreds we could cite to show retail hardware firms are pushing the

sales of automobiles and auto accessories.

* * *

The Canadian retail hardware merchants are to-day the big distributors of motor accessories in Canada. The hardware jobbers have fallen in line and the biggest and best motor accessory catalogues in Canada have been issued by wholesale hardware and supply houses.

* * *

"Some gas please," said a customer who had stopped his car in front of an Edmonton, Alta., hardware store. With business-like speed the clerk reached the tank pump on the walk and while pumping the gasoline, engaged in conversation with the car owner.

"I see you don't carry a spare tire," said the clerk.

"No," replied the customer, "I have just bought this car, in fact this is the first day I have used it. Guess I should carry a spare tire right from the start though."

"We carry a good line I would like to show you," said the clerk. "Alright, let's see them," said the customer. The clerk sold a tire. He was a real live clerk, one of the best the HARDWARE AND METAL man has run across in a

long time. He not only sold the customer a tire, but also a socket wrench set, a tire gauge, padlocks, vulcanizer, cup grease, supply of oil, and a number of other lines, which totalled up to \$74.

This little incident, witnessed by a HARDWARE AND METAL representative, serves to illustrate two points. One, that there are grand opportunities for selling motor accessories, for retailers and clerks who will go after the business in the proper manner.

The other is that the clerk referred to could easily have closed the deal with a sale of ten gallons of gasoline at \$4. Because he was observant and on the job he secured an additional \$70 worth of business from a customer who needed the goods and who would have been bound to make a purchase somewhere, sooner or later. Whether or not the car owner remained a permanent customer, the writer cannot say, but one thing is certain he received good service which was bound to favorably impress him, and which would certainly give him a high opinion of the store and its service.

In the eastern section of the city of Toronto, there is a hardware merchant (name on request), who about a year and

a half ago, said to a representative of **HARDWARE AND METAL**, "Well, you've got me into it." "What do you mean?" asked the **HARDWARE AND METAL** man. "Why," said the retailer, "your paper has been preaching auto accessories as a hardware line for the past three years, and here is my initial stock. To-day the motor accessory end of this merchant's business is the best paying department in the store. The writer was in the store a few days ago. A customer came in to buy a box of cement patches. "What do you charge for a — spark plug?" said the customer. "One dollar," replied the merchant. "Thundering blazes," said the customer, "that garage man on — avenue, charged me a dollar-and-a-quarter for the same thing." Then followed a tirade on the overcharges made by garages.

* * *

Motor accessories have been a veritable god-send for the hardware merchant, stated another prominent hardware merchant. With the dropping off in sales of builders' hardware and other lines, prospects did not look any too bright. Motor accessories have more than made up for any business I have lost in the builders' hardware line. I have found that much of the equipment in the way of tools, jacks, etc., supplied in auto equipments that come with a car, are of questionable quality, and thousands of car owners are forced through sheer necessity to purchase new tools. Our business is growing rapidly, and many of the garages are buying from us. We give garages a small discount on the goods they buy from us, and they are among our best customers.

* * *

The popularity of the automobile has brought much business to the stores of hundreds of Canadian hardware merchants who have taken on the sale of automobile accessories, and in many cases car agencies, and with such an evidence of the continued development of the industry, hardware merchants to-day are confronted with a very fertile field for increased trade. Many of the largest and best equipped garages in the smaller towns and cities are conducted by hardware merchants.

A great number of merchants throughout the provinces of the Dominion and located in centres of greatly varying characteristics have made huge successes of the auto accessory line. It is always found that where this line of goods is not carried, it is because the matter has received no detailed consideration, but sufficient investigation early proved to the merchants who are now carrying this line with profit that with the general favor of both the buying public and the manufacturer there was little reason for expecting anything different to the result which has been achieved. The present rapid development of the automobile industry is providing golden opportunities for wide-awake merchants.

Among the nations of the world Canada occupies the third position with re-

gard to the number of automobiles in actual use. The United States leads. Great Britain is second. Canada is third, with France following in fourth place.

Readers of **HARDWARE AND METAL** are familiar with the great progress of motor accessory departments in Canadian hardware stores. Dozens of splendidly illustrated articles have appeared in this paper showing how hardware merchants in all parts of the Dominion are meeting with great success in selling auto accessories.

In Billion Dollar Class

A recent issue of *The Nation's Business* contained an interesting article entitled, "The Insidious Accessory." This article tells of the arrival of auto accessories in the billion dollar class, and how the automobile enriches those whose specialization in useful parts and luxuries has made possible its development. The article by W. W. Sellev follows:

There was a time in the memory of most of us when motor cars were called horseless carriages. They deserved the epithet because that is what they were. The manufacturer took the horse out of the front of the buggy and put an engine in the back. When these shaftless horrors went about the streets they looked as if they were searching plaintively for their lost steeds.

People who couldn't be fooled laughed at the idea of the machines ever being able seriously to compete with horses.

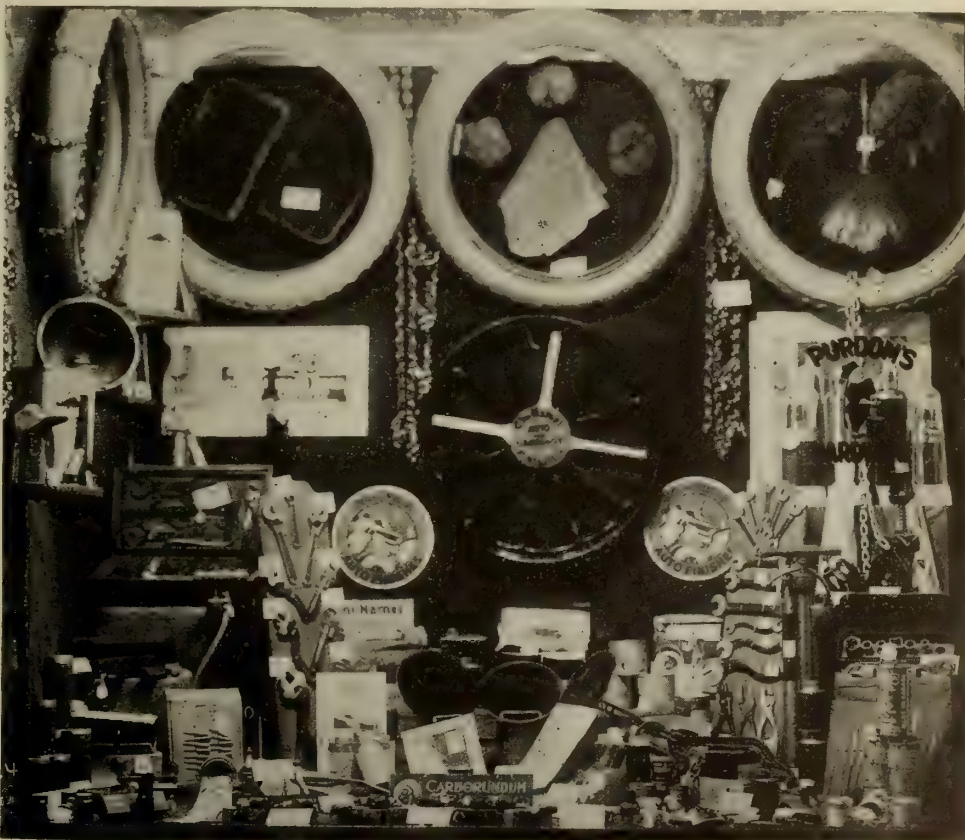
But here and there you would run across a crank who contended that some day the contraptions would become indispensable to mankind—perhaps even to the extent of hauling his heavy freight or serving him in time of war. Such visionaries got little sympathy. They were classed with that school of idiocy which claimed that it was possible to fly in machines heavier than air.

To the great public, automobiles (accent on the third syllable) were curiosities to be viewed with fear or derision according to whether the onlooker was in front or safely to one side. The idle rich proved the possession of these qualities by affecting the wheeled novelties.

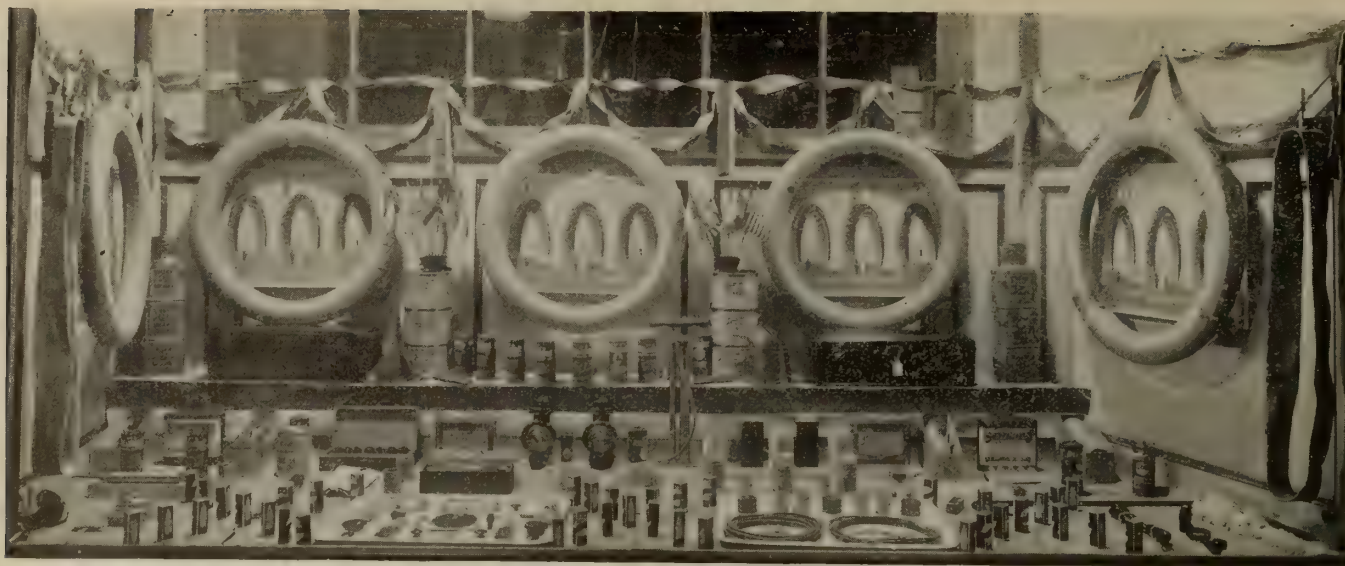
These Tremendous Trifles

The machines were dependable in one way only—they could always be counted on to go dead in the centre of the busiest car crossing in the city. When the owner got down to twist her tail, the crank resented the familiarity by kicking him on the shins with all the ten-mule power of the engine.

Motor cars buttoned in the back so that the tonneau could be sneaked up on from behind. Out for a tour in the country, the vehicle tore along at the rate of fifteen miles an hour, looking like Vesuvius on wheels, sounding like a fire in a shrapnel factory, and smelling—like Mr. Kipling's camel—"most awful vile." At its approach strong men trembled, women fainted, children ran under beds



Above display by L. W. Misener, of Purdom Hardware Co., London, Ont., won second prize APE cash) in **HARDWARE AND METAL'S** motor accessory window display contest. Some of the details of this display are not very distinct in the reproduction. Neat price tickets were used in this display.



Above display by George Stirrett & Son, hardware, Toronto, won third prize (\$3.00 cash) in HARDWARE AND METAL'S motor accessory window display contest. A neat and orderly arrangement is shown but the absence of show or price cards detracted from the pulling and selling power of the display. The display, however, is one that would attract the attention of many motorists and impress upon them the fact that Stirrett & Son sell motor accessories.

and horses forgot they were not squirrels.

But this was all away back yonder when women were wearing mutton-leg sleeves. It is a changed world. The contrast between the paralytic automobiles of the past and the sleek car of the present is a comfort to everyone except comic artists and joke writers.

Motorists accept the improvements without going to much trouble to find out who deserves credit for them. Thanks for making a dependable servant of humanity out of the one-time engine of terror is due largely to the inventor and manufacturer of accessories. The basic principles of the automobile have hardly changed—it is the little extras that have made of the car an intelligent companion that insinuates itself into your affections like a pet bulldog.

Accessories have robbed cranking of its backaches and broken arms; they iron out the roughest roads; they banish the curse of cold feet from the worst winter day; linked up with the motor they take out the responsibilities and treble the pleasures of motoring.

Traveling with its patron saint—the automobile—the accessory business has gained a position of vast importance. The owner of a motor car looking with adoring eyes on the finished product naturally assumes that the machine was turned out entirely by the plant whose name it bears. The truth is that a complete car at the prevailing low prices would not be possible were it not for the hundreds of factories specializing in particular parts which are included in the equipment.

This specialization enables the motor car maker—and the motor car buyer—to get the best possible machine for the lowest possible price. The same factor deserves much of the credit for the fact that American machines are sweeping their foreign competitors off the commercial maps.

If you must have statistics, a difficult question of classification arises. Parts and accessories are sometimes synonymous—before a car is assembled it is all parts. There is no standard meaning for accessories. What may be regular equipment for one machine is an extra for another. The Bureau of Foreign and Domestic Commerce classifies under "parts" all automobile pieces except tires and engines. *Motor*, one of the many big magazines devoted to this absorbing topic, classes as accessories, carburetors, battery systems, tire pumps, shock absorbers, starting and lighting devices, tires, speedometers and horns.

In 1914 there were 573,114 automobiles made in this country which with extra parts had a retail value of \$632,831,000. Since then the production has taken giant strides. The National Automobile Chamber of Commerce estimates the 1916 output at more than 1,200,000 machines and a rough valuation of cars and parts is \$1,250,000,000. In 1914 the tire output was \$125,700,000, and estimating on an increase proportionate with the finished machines, the 1916 tire output would come to about \$250,000,000.

It is asserted that the accessory business for 1916 yielded half a billion. This estimate is reached by taking parts as worth one-fifth of the machines and adding the value of tires.

The Truth About Horns

One of the widest fields for the accessory trade is among the hordes of Ford enthusiasts. In an issue of *Motor* there were 19 pages of advertisements of accessories for Ford machines. They included starters, bumpers, shock absorbers, and heaven knows what else. Accessory men say that this make is turned out in the nude and they proceed with little cries of delight to supply what has been left off. Several concerns flourish on special parts that disguise the famous Ford lines.

Now and then these manufacturers are subject to spasms of fear when reports get abroad that Ford is going to encrust his car with a few more accessories; but so far the panics have passed harmlessly over. As many factories as there are making extras exclusively for Fords, it is said that the famous little cars are being sold at such an enormous rate that the possibilities of the accessory business is just beginning to be realized.

Some of the extra equipment are mere vanities, but most of it supplies a serious need. There is a considerable difference between the uses of the iron caricature of the policeman that surmounts the radiator cap, and the electric starter. The starter saved the motorist from lame backs and fractured wrists and made it possible for women to do their own driving without having to call on passing strangers when they wanted their machines cranked.

To those who defy progress by still remaining pedestrians, horns are the most important of all extras. The first warning device was a descendant of the bicycle days. You pressed a bulb and the brass mouth responded with a mild and sonorous "Honk." It hardly could be heard above the noises of the street. The motorist demanded a sharper and more insistent noise. He got it. Inventors set feverishly to work on horns that reproduced the most hideous sounds of nature and of fancy. They aped the wail of the unhappy banshee, the lamentations of the lost soul, the death cries of the wounded pterodactyl.

The modern electric horn sends off a sharp note that stabs through the uproar of the busiest thoroughfare. Its harsh, domineering discourteous tone rouses every ounce of combativeness in the pedestrian's system—but it makes him jump as he says the bad word. For a time there was a fad for having miniature church organs on the side of machines. They sent forth musical and re-

ligious warnings, but apparently they were not vicious enough, for you don't see many of them any more.

One of the first handicaps the automobile maker had to overcome was the idea that his product was for exclusive summer use. The accessory folk turned out additions that enabled a man to use his car with comfort and safety during all twelve of the months.

A pair of hot bricks served as foot warmers in the days when sleighing was at the height of its popularity. But the humble brick was plainly out of place in the lordly motor car. In the campaign against cold feet one manufacturer put on the market a little stove in the shape of a cushion. It was lined with asbestos and had a small drawer in which you burned a specially prepared cake of coal. The electric heater followed with the deluge of electric appliances and was welcomed with instant popularity.

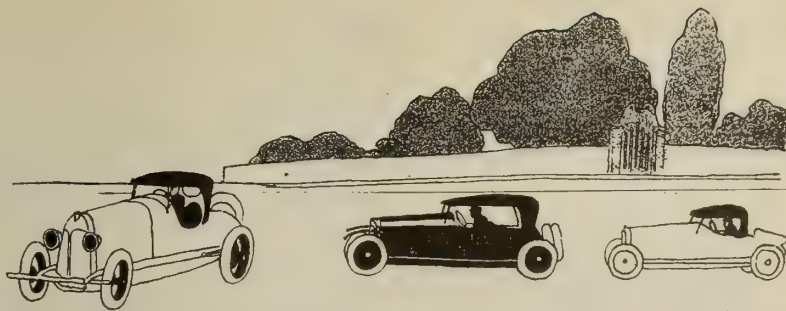
The latest word in the tonneau stove is the work of some hater of waste. Hot gases from the engine's exhaust are piped into the body and make it comfortable in the coldest weather.

Having met and vanquished cold feet, the inventors went right ahead and did the same for cold hands, thereby abolishing one of the worst features of winter driving. The solution was found in a modified type of the electric heating pad. There are two leather-covered corner grips attached to the steering wheel and containing a heating unit of fine wire. A small flow of juice keeps the hands warm and doesn't interfere with the handling of the tiller.

Practically every want has found its remedy—and in some cases the supply went ahead of the demand. The epidemic of automobile thefts brought out locking devices that worked on the order of Yale keys or that rendered the steering post immovable. Bumpers fore and aft take up the force of collisions as a sponge takes up water. Shock absorbers reduce tire bills and prevent your friends on the back seat from running their heads through the top when heavy jolts are encountered.

To meet the crusade against glaring headlights the happy accessory man was ready with dimmers and with adjustable spot lights that explored doubtful roads ahead with a single piercing bar. Short distance telephones between madam and her chauffeur tell that worthy how to regulate the machine according to her whims. Special preparations applied to windshields make the glass shed rain, snow and fog and keep the driver's view unobstructed. Washing has been improved upon by automobile unguents that clean and polish at the same time. One clever motorist rigged up a driver's glove on the rear of his machine and put an electric light in it that he flashed as a signal to the cars behind when he was about to turn a corner or stop. And so on to the four-hundredth et cetara.

Manufacturers of special equipment consider an automobile as a mere something to hang their products on—and judging from the appearance of certain



dashing roadsters, owners are beginning to agree with them. The most daring trade prophets shrink from a forecast as to when the accessory campaign will end. If there is one quality the world concedes to Americans it is the ability to construct intelligent machinery. There is a world demand for anything that will improve the automobile. To supply it perpetual motion devotees have forsaken their hobby—it is safer not to say "mania"—and are rumpling their hair in hopes of flushing therefrom ideas for new accessories.

The writer asked a motor fanatic recently what the machine of the future would look like.

"We may expect anything from it," he exclaimed, the fire of the seer lighting his eyes. "It will be relegated no longer to a cold and lonesome garage, but will have an honored place in the family circle. On the nurse's day off the car will amuse the baby and see that he doesn't fall out of the window into the rose bushes. In twenty years we'll have a machine that will do our chores, including such vital duties as shaking down the furnace, locking the windows and putting out the cat!"

HOW WE BOOSTED OUR STOVE BUSINESS

(Continued from page 123)

nately my wife was at the store getting things all ready for a demonstration we had advertised for the next day, and as I couldn't answer all their questions I turned them over to her. We had arranged to have a big show next day and had decided as an extra draw card to announce that lunch would be provided.

Next day I thought the women would never stop coming and when we finally closed up at night, long after our usual closing hour, we had not only sold several stoves, but I was surprised to find that business in other lines had increased too. I was of course more than satisfied with the way the venture turned out and soon after planned and carried out a more extensive demonstration. As the traveler had said, I sold every stove and had orders for more. The business has grown steadily and I am selling more stoves in a month now than I did in six before and instead of reaching only the people in W— and the immediate vicinity, we ship stoves for fifty miles around."

There was one other point I ought to mention. One day a middle-aged, aggres-

sive looking man dropped into the store. I knew he was a stranger because I had never seen him in W— before.

"I am the manager of the X— Stove Co.," he said. "You have been selling a lot of stoves lately. I came here to offer you a little trip to the factory next week. Can you come, with all expenses paid?"

"I will have to talk it over with my wife," I said.

"Bring her along, too," he said. "The firm will stand for it. We want you to tell us about your methods of selling and demonstrating. All our salesmen are to meet at the factory next week and we want you to tell them your experience in stove selling."

Huns Ousted From Control of Chemicals

Another huge American industry owned in Germany was taken over this week by the Alien Property Custodian, A. Mitchell Palmer, when he took charge of the Heyden Chemical Works, which has a large plant at Garfield, N.J. The Heyden concern is the second largest corporation of its kind in this country. It has an office at 135 William street, New York. In 1917 it did a business of \$4,000,000, some, it is believed with Canadian firms. Francis P. Garvan, director of the Bureau of Investigation, discovered that it was owned by the Chemische Fabrik von Heyden, of Radebeul, Germany, the largest chemical company in the world, and that an attempt to camouflage the real ownership of the company had been made by George Simon, the representative of the German company in this country, with the aid of T. Ellett Hodgskin, a New York attorney.

Mr. Garvan found that Simon, with the aid of Hodgskin, sought to "Americanize" the Heyden works by an alleged purchase for \$149,000 of the 745 shares of stock owned by the Chemische Fabrik von Heyden, the ownership of which in 1916 netted the German company \$1,026,626 in royalties and profits.

The money to finance this alleged sale of stock from the American company was supplied by Richard Kny, father-in-law of Simon.

The Heyden Chemical Works has the exclusive use in this country of many valuable patents, processes and formulas for the making of salol, sodium salicylate, saccharine, formaldehyde, benzoate of soda, and other by-products of carbolic acid. These patents, processes, and formulas will be Americanized.

Women Big Hardware Buyers

Large Part of Hardware Stock Interests Women Customers—Army of Hardware Buyer
Greatly Increased Since Husbands Have Gone Overseas—
Special Displays Pull Trade

MR. RETAILER, have you realized the importance of women as buyers of hardware, especially since the war has been taking thousands and thousands of men, who formerly did the buying away? Have you made the efforts that you should have made to interest the women in your goods and have you gone after their trade systematically and in a manner calculated to get it? Thousands of women have become, as a result of the war, the self-appointed and decidedly efficient buyers of everything that goes into or affects the homes of Canada to-day. There is a big field here for the hardware man. Practically every woman likes to have a nice, clean, bright, comfortable, cosy home, and if shown the right goods she will almost invariably buy.

Think this over. It will pay you. You watch your merchandise buying very carefully, because the prosperity of the future rests to a large extent upon the success of your store. In very much the same way Mrs. Housewife watches the

income and expenditure of her home. She reigns supreme there. It is there that her life work, her happiness and all of her interests centre. So naturally she keeps a keen eye on the things that will make for the betterment of the home.

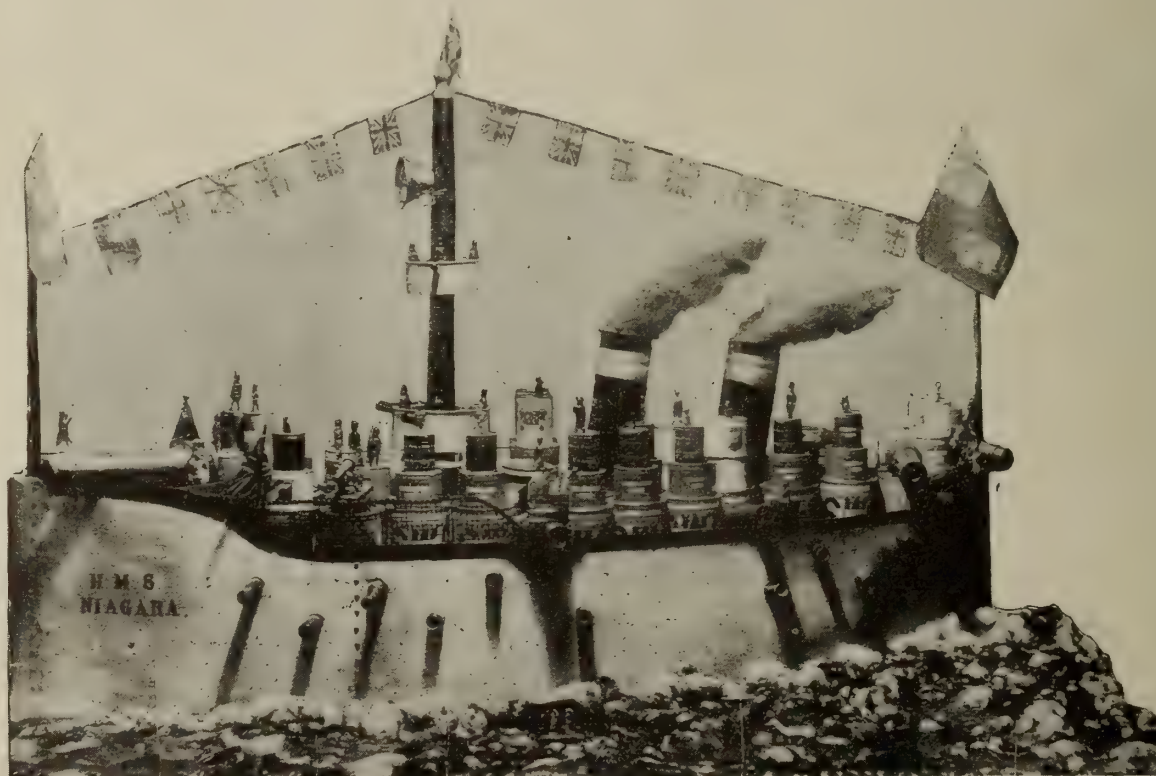
A Big Percentage

Have you ever stopped to calculate the percentage of the stock that you are carrying, that is of interest, directly or indirectly, to the home, the woman's sphere? If you have not it will probably surprise you. The items include silverware, cut glass, paints, stoves and ranges, washing machines, all lines of enamel, granite and aluminum ware, a great many lines of labor-saving electrical appliances, brooms, mops, carpet sweepers, vacuum cleaners, kitchen utensils, equipment for canning fruit and for vegetable drying, linoleums, refrigerators, sewing machines, fireless cookers, seeds, garden tools, bathroom supplies, screens, lawn and porch furniture, phonographs, heating equipment, hammocks,

lawn tools, toys for the children, automobile accessories and many sundries. The demand for many of these lines depends entirely upon the women. The purchasing of other lines has recently devolved upon her owing to her husband being overseas and she is now a most important factor from the selling standpoint of the retailer.

Want to know how to make a start? Well as the road to a woman's heart leads through her home you can always be sure of winning her interest by house-furnishings. Some of the firms who have been doing a record volume of business in spite of war conditions are those who recognized the value of and went right after women's trade. They have made a start displaying goods of interest to women and are continuing more than ever to carry and display lines of goods that will appeal strongly to home makers.

"To what do you attribute your big percentage of women customers?" **HARDWARE AND METAL** asked the



SUGGESTION FOR MAKING A HARD WARE BATTLESHIP DISPLAY

Anything that has to do with the Navy is always popular. Just now when word may be expected at any time that the huge superdreadnoughts have been in action with the Huns, a window display such as pictured above will attract a lot of attention. The materials are at hand in every hardware store and a most attractive window can easily be arranged.

manager of a store that has been developing its business by leaps in the past four years.

"It just seemed to develop rapidly when we started displaying lines in which we thought women would be particularly interested," he said. "We back up the stock with service and as a result of the trade that has developed we have evolved new sales systems that we never thought of before."

Right After Trade

"In addition to our advertising we are constantly sending out descriptive literature. We hold demonstrations and we secure men and women who can give practical talks occasionally. We have a follow-up system for inquiries that is closely checked. Once a woman is interested in a line we keep after the business until the sale is made or she is definitely out of the market for that line. Very often by our follow-up system the salesmen find that they can interest a prospect but the line that she is interested in is checked and in a month or so we go after her again."

The store in question has studied the psychology of selling to women from many angles. In a neatly carpeted space, for instance, is a display of washing machines and vacuum cleaners. All are connected up and ready for an instant demonstration. Chairs are placed at convenient places so that prospective customers can sit in comfort and watch closely the demonstrations. Sale after sale has followed these demonstrations and in the majority of cases with comparatively little talking on the part of the salesmen. The goods spoke for themselves and after a few questions of inquiry regarding cost of operation, length of service and similar questions, orders were taken. In some cases women wanted to have the goods sent to their homes to see if they would work the same way there. In all cases where the party was responsible requests of this kind are granted. Occasionally there is the question of arranging to spread a payment over one or two instalments. Again, if the party is responsible this is always arranged.

Aggressive Policy

At regular intervals special demonstrations of washers, vacuum cleaners and other appliances are arranged for. The idea is driven home among the women that a good vacuum cleaner is an absolute hygienic necessity in the home and an immense labor-saver. They are taught that electric washers are not highly complicated machines requiring the services of a skilled mechanic to operate but a comparatively simple, very economical and very practical labor-saving device that will pay for itself many times over. A demonstration that never fails to convince is that of doing a family washing. Special attention is drawn to the work done by the machine, especially on the finer pieces. The women are asked to check accurately the time the operations take and the actual running expenses and then compare them with other methods. Sales usually come easy

Columbus Was a Sticker

OCTOBER 12, long years ago, Columbus heaved a sigh, and pulled his boat on Yankee shore and landed high and dry—and so he got his name in print, we've read it forty times, in hist'r'y's prosy narrative, or else in jingling rhymes.

Columbus was a sticker, by heck he surely was, to put a kink ten inches through in all their sailin' laws.

Folks used to hold that if they sailed at some mad, killing pace, their tub some day would disappear and drop off into space—that big black men and wunks and things and wizzled witches, too, would pulverize the captain and feast upon the crew.

But old Chris C., he didn't give a rip for all their lore, so he hired a boat one sunny day and started to explore.

You know the story, course you do, of how the crew kicked up, and said he had a flattened head, and was a wall-eyed pup. They planned to hand to Chris a deal that was both cruel and raw—they'd kick his shin bones with their boots and whack him on the jaw.



But he kept sailin' straight ahead, chuck full of hope and trust—to find some new untaken place, or in the effort bust.

And when the thing looked just all in a sailor climbed a mast, and opened up his speaking tubes with one almighty blast—he'd seen some land right straight ahead, they'd hit it with a bump, and then they 'llowed that Christopher was not one all-fired chump.

It's been the same thing ever since, the man who don't get blue, but sticks right to his diggin' just like a hunk of glue—he gets there with both feet on top, in city or on farm—but there ain't much prospect for the man who crawls beneath the barn.—ARK.

after such comparisons and not infrequently one customer well satisfied with her purchases brings one or two others.

In many instances retail dealers fail to get the best results from the electric washer business by failing to follow up their sales and make sure that the machines are working just as they did at the demonstration and in the way they are guaranteed to work. This firm has a system by which the salesman keeps in touch with the customer. As soon as she has the machine home and has had a chance to try it out he either telephones her or calls at the house. If there is anything she does not understand or if she has had the slightest difficulty, he explains the trouble and sees that every-

thing is running all right before he leaves.

In Other Lines

This firm has made a splendid record for refrigerator sales. The same aggressive methods are followed. Instead of waiting until it is 100 in the shade to call attention to refrigerators the firm starts to display its lines in April. It makes a point of carrying a refrigerator that will suit the needs and the purse of everyone. Just in advance of the spring moving season the line is pushed harder than usual. Attractive window displays are arranged and there are talks in the newspapers that draw every woman's thoughts to what she is going to need.

Continued on page 143

WHAT'S THE REMEDY FOR DIMINISHING PROFITS?

BY PROFESSOR RALPH E. HEILMAN

DEPARTMENT OF ECONOMICS, NORTHWESTERN UNIVERSITY

Published by courtesy of "System"

With the cost of business rapidly going up, and the government regulating the price at which many commodities are to be sold, the margin of profit with many concerns is becoming narrower. Is it possible in spite of this to maintain the end-of-the-year net showing? This article describes one method that is within the reach of nearly every concern—and in addition it is one of the best methods of meeting competition.

WHAT has been the rate of turnover during the past year on my stock as a whole, or on the various lines of stock which I carry? Will it be possible and profitable for me, during the year now opening, to increase my rate of turnover? Is it true that with an increased rate of turnover I may be able to overcome some of the handicaps that high prices, narrow margins of profit, and the unusual conditions of merchandising in war times have imposed on me?" At this season of the year, when most business men have taken inventory of stock on hand and are well under way for 1918, these questions present themselves with special force.

The term "turnover" is freely employed, but it is frequently misunderstood, and incorrectly used. The "rate of turnover" means the number of times the stock itself turns, or is sold, during a given period. It represents the number of times the stock normally carried on hand can be completely disposed of in a stated period—usually one year.

An increase in the rate of turnover means quicker sales; the dealer carries the stock a shorter time before selling it. This may mean any one of several things. It may mean that the same amount of profit can be produced by a smaller investment; or it may mean that a larger amount of profit can be secured by the same investment; or it may mean that an increase in profits can be obtained which will require an increase in the investment but less than a corresponding increase. In any event, the importance of an increased rate of movement of stock lies in the fact that it may decrease the proportion between the amount of capital invested, and the profits which are produced. On the other hand, if the rate of turnover is increased by unwisely sacrificing on profits, none of these results will be achieved.

An increased rate of movement makes it possible to conduct business with less capital tied up, and to increase profits without raising prices. As the Harvard Bureau of Business Research puts it in discussing the retailing of shoes, "It is probably scarcely necessary to call at-

tention to the public importance of this item of stock turn. Imagine in the roughest kind of way the millions of capital that could be released from investment in merchandising, should the retailer increase his stock turns but once. The bearing of this, furthermore, upon the demand for higher profit per pair, now rather prevalent, may also be seen. More stock turns means an increase in net profit, without any raising of the price per pair."

The difference in the rate of turnover obtained in various lines of business is marked. The results of some investigations among retail merchants are summarized at the top of this page. The figures for retail grocers and shoe dealers are based upon the investigations of the Harvard Bureau of Business Research. As the result of its investigation of these establishments in every section of the country, the Bureau gives 7 as the most common figure for grocery stores, and 1.8 for shoe stores. It regards 12 as a realizable standard for groceries, and 2.5 for shoes. The figure 2.82 for hardware is the result of an investigation conducted by the National Retail Hardware Association. The figures 4.5 for drugs and 1.5 for jewelry were obtained by "System" after an investigation including over 700 stores. The average number of turnovers on books, 2.6, and 5- and 10-cent stores not operated by chain systems, 6, were also obtained by "System." In the five latter cases the figure represents the average number of turnovers obtained. While all these investigations included only selected groups of establishments, they are of value as indicating conditions and tendencies which are probably representative.

Although there are marked differences in the average turnover rates in various lines, there are also wide differences in the rates in various establishments in the same line. For example, the lowest grocery rate reported to the Harvard Bureau was 3.5 and the highest 23.8; the lowest rate on shoes was 1 and the highest 3.6. Since the variation, even between establishments selling the same

kind of goods, is so great, the individual dealer is most interested in learning how he can increase his own rate of turnover.

Broadly speaking, there are only two ways in which the rate of turnover can be increased; either by reducing the stock carried, without suffering a corresponding reduction in sales; or by increasing the sales without increasing the stock carried. Which plan should be followed must depend upon the dealer's circumstances.

Or, without reducing the stock, a concern may increase its rate of turnover by increasing the volume of sales in proportion to stock carried. There are two ways in which it is possible to accomplish this result: by improved merchandising methods, and by reductions in price.

The price-cutting method calls for more careful consideration than it has ordinarily received. Some dealers maintain that the solution of the problem of meeting advancing costs, without so increasing the prices as to lose business and forfeit profits, is to be found in reducing the mark-up percentage and increasing the rate of turnover. For many dealers and lines this is true. For others, the policy offers less hope.

There is in most lines a fairly well-established standard for the rate of profit which should be obtained on each turnover. As is well stated by Alfred Marshall, the distinguished English economist: ". . . there may be, and as a matter of fact there is in each trade and in every branch of each trade, a more or less definite rate of profits on the turnover which is regarded as the 'fair' or normal rate . . . the traditions of the trade that a certain rate of profit on the turnover should be charged for a particular class of work are of great practical service to those in the trade. Such traditions are the outcome of much experience tending to show that, if that rate is charged, a proper allowance will be made for all the costs . . . and in addition the normal rate of profits per annum in that class of business will be afforded. If they charge a price which gives much less than this rate of profit on the turn-

over, they can hardly prosper; and if they charge much more they are in danger of losing their customers, since others can afford to undersell them." It should be noted that Marshall here uses the word "turnover" in the sense of annual sales—he does not refer to rate of turnover.

It has frequently been assumed in discussions of this subject that reducing the mark-up below this customary one is an infallible method of rapidly increasing the rate of turnover, and that such a policy, while causing a reduction in the rate of profit on each turnover, will produce a larger rate of annual profit. This assumption holds true only within important limits and only for some lines of commodities. This is because of the difference in the nature of the consumer's demand for different kinds of goods.

The demand for some commodities is what the economist calls an "elastic demand." The desire for such commodities is widespread and much greater than the actual consumption. A reduction in price, even though slight, will greatly stimulate increased sales. The sale of these goods increases markedly with price reduction. Practically all the luxuries of life—jewelry, furniture, fresh fruits, table delicacies, and the like, are of this kind.

Where It's Difficult to Sell More at Lower Prices

But there are other commodities for which the demand is "inelastic." It is fixed within narrow limits. The market absorbs a definite amount because it is needed or required. But beyond that amount sales to an entire community can be increased very slowly and only with difficulty. Other things remaining the same, higher prices do not cause a corresponding decrease in consumption, and lower prices do not stimulate a substantial increase. Such commodities are practically all the necessities of life. Outstanding examples are salt, matches, flour, and coal. Probably the most extreme example is coffins.

This distinction in the character of the demand for commodities is illustrated by the figure on this page. Assume, merely for the purpose of discussion, that a watch dealer who has a monopoly of his

local market is considering the price he will ask for a watch. The relation between price and the number of watches sold is indicated on this diagram—the price by the perpendicular axis AB, and the number sold per month at varying prices by the horizontal axis AC. If he charges \$100 each he will sell but a few watches, say 10 a month. If he sets the price at \$75, more watches will be sold, perhaps 30. If he cuts the price to \$50 there will be a further marked sales increase. If he lowers the price to \$30 many more will be sold. When the price is lowered to \$20, the watch will come within the range of purchasing power of many people who would not buy at the higher price, and 150 will be sold. When the price is reduced to \$10 sales will increase still more; and with prices lowered to \$5 sales will show a tremendous increase.

In other words, the demand for watches is elastic. Almost everyone—man, woman, and child—of all economic classes, constitutes a prospective watch purchaser, if the price is low enough. The elasticity of the demand for watches has been clearly proved in recent years by the companies which have placed low priced watches on the market.

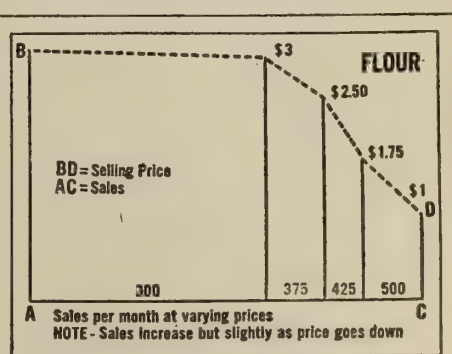
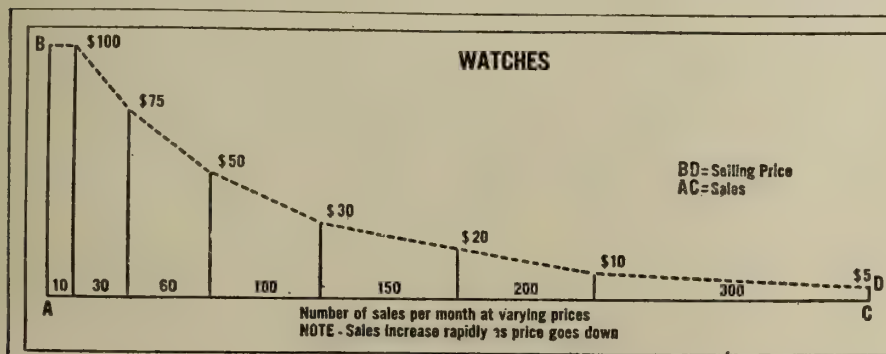
The same figure also represents the market for flour. Again, price is measured on the perpendicular axis AB, and sales on the horizontal axis AC. For the purposes of theoretical discussion, assume that a grocer also has a practical monopoly of the local market. He finds that when flour sells at \$3 a sack he disposes of 300 sacks a month. This appears to be approximately the minimum consumption of the community, under normal circumstances. If the price is lowered somewhat, say to \$2.50, his sales increase slightly, people are less economical in their use of it, and he now sells 375 sacks a week. If he lowers the price to \$2, there is a slight increase in sales, for more flour is used for pastry and the like. But these decreases in price stimulate only a small increased consumption; and beyond the point where the needs of the community for flour are reasonably supplied, it is almost impossible to increase the sales, regardless of how low the price may be. The watch dealer may greatly increase his sales with

each cut in price. The flour dealer cannot do so.

In this illustration, for the purpose of simplicity, we assumed that both the dealers had a monopoly and were therefore free to set the price at whatever point would give the most profitable rate of movement, subject of course to the fear of encouraging competition or the use of substitutes. As a matter of fact, an increasingly large number of articles are being produced and sold under such monopoly conditions. All patented and copyrighted articles, and all articles which by trade-marks, extensive advertising, or other means, have made for themselves a distinctive place in the consumer's mind, are sold under conditions approximately corresponding to those in the illustration. Their producers are free to establish the price to dealers which will give the most profitable rate of turnover, subject, of course, to the limitations mentioned. But in the establishment of price, the policy will largely depend upon the nature of the demand for the commodity. The greater the elasticity, the greater is the possibility of increasing sales by reducing prices.

Likewise in deciding on the price policy when commodities are sold under vigorous competition, the character of the demand is important. True, under competition, it may be possible for any one concern to increase its individual sales and to speed up its turnover rate, by lowering prices, even if the demand as a whole is comparatively rigid or inelastic. When this takes place the concern increases its own sales only at the expense of competitors' sales. What it gains, competitors lose. There is no substantial increase in the total volume of sales or consumption. But if the demand is elastic or expansive, the possibility of enlarging sales by a reduction below the market or competitive price is much greater, for then the reduced price serves not only to draw the competitor's customers, but also to tempt purchasers who previously were not buyers of the commodity.

Further, the dealer must remember that when he reduces his price in the hope of increasing his turnover, his competitors may do likewise. If competitors do so, and if the commodity is one for



WHAT HAPPENS WHEN YOU REDUCE PRICES?

You can stimulate the demand for some kinds of goods much faster than you can others by reducing prices. For instance, this chart indicates how successive price reductions on two lines of goods, under conditions described in this article, may increase demand. The demand for watches for instance increases much more than the demand for flour. This fact as explained here has an important bearing on the policy a concern decides to adopt in attempting to increase the rate of turnover.

which the demand is inelastic, the result will be that none will obtain any substantial increase in sales, but that all will be selling cheaper than before. This is substantially the result which has been brought about in the sale of sugar and some other staples, the demand for which is normally comparatively inelastic, and the margin on which, through competitive price cutting, has been made very small.

On the other hand, if the demand is elastic and responds readily to price reductions, even though the competitors should lower their prices to meet the competition, all would presumably obtain an increase in sales, since new customers, and increased purchases by old customers would be obtained by the lowered price. For example, a jeweler in an industrial center where wage earners are receiving abnormally high war wages might increase his sales materially by a reduction in prices, even though his price cuts should be met by his competitors. But a grocer, under the same condition, could not expect to increase greatly his sales of vinegar in that way.

It is evident, therefore, that a business, whether conducted under monopolistic or competitive conditions, may hope for larger success and more beneficial results, in the long run, by endeavoring to increase sales by price reductions on commodities for which the demand is comparatively elastic. To the extent that sales are thus increased without a corresponding increase in investment, the rate of turnover is increased. This may mean a lower price for the customer, and unless the profit on each turnover is unduly sacrificed, it may mean no decrease, or even an increase, in profits.

Even for commodities with a fairly elastic demand there is a great difference in the number of turnovers which it is possible to obtain. Besides elasticity, the regularity of demand exercises a strong influence on the rate of turnover. There are some lines which ordinarily are purchased by the customers daily—for example, fresh meats and groceries. In these lines the turnover possibilities obviously are greatest. Other commodities are purchased with much less frequency—for example, shoes and overcoats. Still others are purchased only occasionally—diamonds, carpets, furniture, and clocks. Therefore, the turnover rate in these lines is ordinarily low as compared with lines for which the customers have a day by day demand.

This difference in the frequency with which purchases are made, and therefore in the period during which capital is locked up before being turned, necessarily reflects itself in the price policy and mark-up percentage generally used in the various lines.

It further happens that most goods which are bought only occasionally contain a large style element—shoes, jewelry, pianos, and rugs. This fact may increase the stock which a concern has to carry for its customers to choose

from, and is another cause which tends to keep down the rate of turnover in many of these lines—though it is quite true that some concerns have found ways to speed up their rate of turnover on style goods with extreme success.

However, the concern dealing in lines which the customer purchases only occasionally or periodically may have such a wide market, and so many different customers to draw from, that it can maintain a comparatively high rate of turnover. Thus, generally speaking, the turnover rate in city stores carrying these lines is higher than in country and small town stores. The following

Month	Stock on Hand at Cost	Sales for the Month at Cost
January	\$2,162	\$1,942
February	2,230	1,764
March	1,890	2,001
April	1,964	2,204
May	2,022	1,882
June	2,430	2,164
July	2,290	1,980
August	2,134	2,046
September	2,560	2,098
October	2,672	2,541
November	2,409	2,065
December	2,301	1,941
Total	\$27,064	\$24,638

WHAT WAS THIS MERCHANT'S RATE OF TURNOVER?

From the figures given here, can you determine what this merchant's rate of turnover was? Mr. Heilman tells in the accompanying article how to arrive at the correct figure

figures based on the investigation of *System* illustrate this difference. These figures indicate the turnover rate on a few of these lines in a number of large department stores, and a score or more of departmentized stores in country districts. They illustrate the difference referred to.

Average Number of Turns Obtained Annually

	City Department Stores	Country General Stores
Clocks	2.5	1
Furs	5	3
Men's hats	7	4
Pianos	9	4
Umbrellas and canes	11	3
Trunks	5	1.5

Probably there is more confusion of thought about how to compute the turnover than on any other side of this whole problem. The business man who says, "My stock averages \$10,000 at cost, my annual sales are \$50,000, therefore my rate of turnover is 5"—is mistaken. He is trying to divide horses by cows. If he takes his stock at cost price, he

cannot figure his sales at retail. A uniform basis must be used throughout.

Should this basis be stock and sales at cost, or at retail? As a matter of fact, if only one line of goods or one department is concerned, and if the same percentage of mark-up is applied throughout, it is immaterial which basis is used—the result would be the same in either case. If, for example, the average stock at cost in one department is \$10,000 and the sales at cost are \$20,000, the turnover rate is 2. If the percentage of mark-up applied to all merchandise in this department is 20, then the average stock at retail prices would be \$12,000, and the sales at retail would aggregate \$24,000, again giving a turnover rate of 2.

However, if various lines of merchandise or different departments of the business, which use different mark-ups, are grouped together in the estimate, then the same results will not be given by the sales basis as by the cost basis. They may be far apart.

Indeed, when several different lines of merchandise or different departments are involved with varying mark-up percentages, it is highly desirable that the estimate on the rate of turnover should not lump all of these lines or departments together, but should treat each one separately. By doing this, the fast moving lines can be located and pushed. The slow moving lines can thus be discovered and weeded out; overbuying can be prevented; or perhaps the mark-up can be increased to compensate for the slowness of the movement.

But if it is not feasible or practical to segregate the stock carried and the sales by different lines or departments—as is often true in a small business—which is the better basis for calculating the turnover rate, the cost or the sales price?

The answer is, unqualifiedly, the cost basis. When such conditions prevail the turnover rate estimated on the sales basis really furnishes little information of value. It simply indicates the number of times the average stock carried at retail value can be divided into the total volume of sales, at retail.

But even though different lines with varying mark-up percentages are grouped together, the estimate of turnover upon the cost basis has some significance. It indicates the number of times that merchandise to the amount of the average investment has actually been sold or disposed of during the year. It indicates the number of times the investment in stock has been turned.

The computation of the rate of turnover is not a difficult matter when perpetual inventory systems are in use. A simple method is to take the stock at cost in the various lines—or the whole stock if it is not departmentized—on the first of each month. Add these monthly totals together and divide the sum by 12. This amount divided into the total sales at cost gives the number of turnovers obtained during the year. Usually an estimate based upon monthly

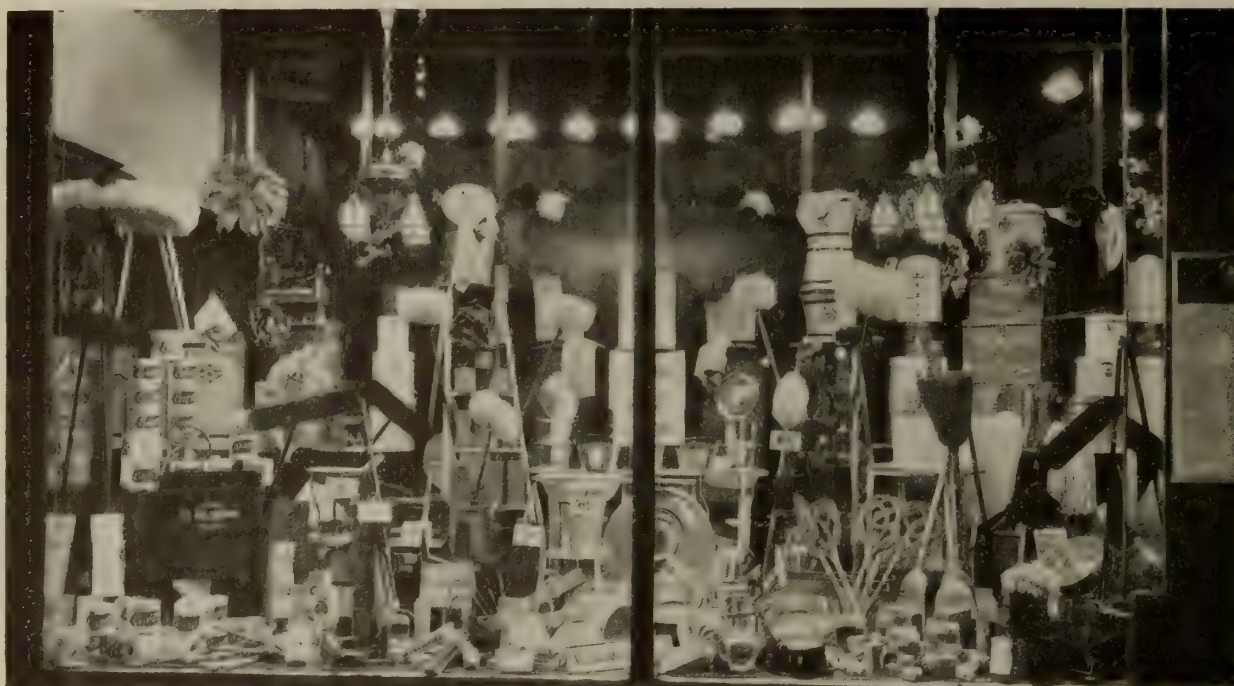
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Suggestions for Attractive Fall Windows

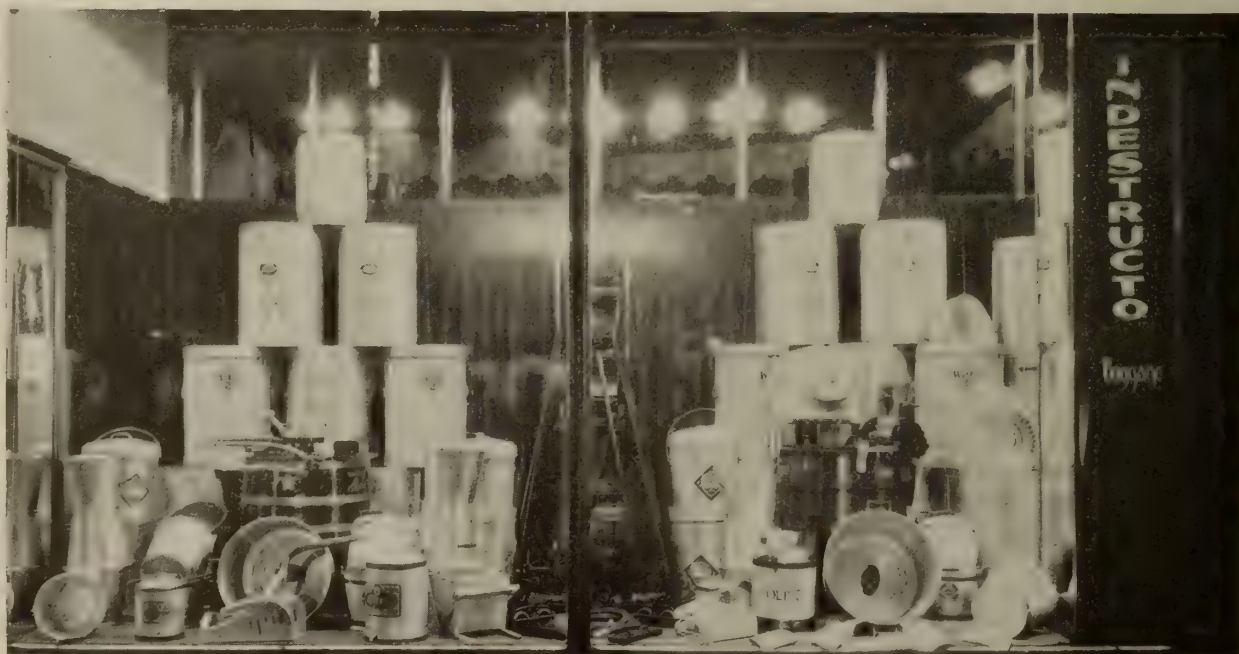
ON the following pages will be found illustrations of a number of most attractive show windows. They are all well worthy of the careful study of any retail hardware merchant, and many very valuable suggestions and ideas may be gained from them. Windows like those shown compel attention. They make people stop and arouse their interest and draw them into the store, where they make purchases. This is good business. Attractive window displays have been found by retailers throughout the world to be one of the most effective advertising mediums they have. Hardware dealers have found this so especially and as hardware men carry more lines of goods than any other merchants they can arrange some of the most striking and attractive window displays.

The fall is one of the most favorable times of the whole year for effective window dressing. Bright new goods, attractive window cards, gorgeous autumn leaves, flowers and ripened grain will make a display that few people can resist and the big percentage of passers-by will stop and inspect the goods you are showing. Nearly everybody has a fondness for window shopping. There is a direct appeal to them in attractive window displays that counts and counts big in boosting profits. There is tremendous "pulling" power in attractive goods in attractive windows, and millions of sales have been made through them.

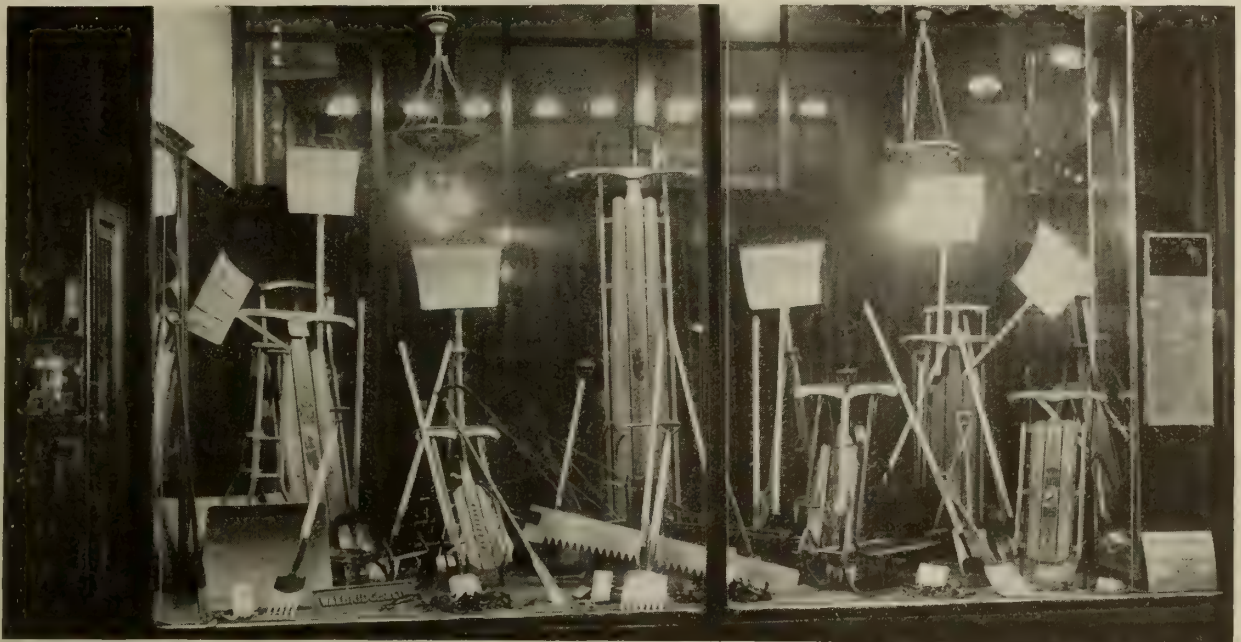
Study the following pages carefully, Mr. Retailer. They are worth while. They will increase your business and mean money in your pocket. Perhaps you can improve on some of them. If so, so much the better.



A display like the above is a good puller at any time, but particularly so during early fall or spring months. Note the wide range of household goods and cleaning equipment, suitable price tickets are used profusely. Arranged by A. Lunney for Walbridge & Co., Buffalo, N.Y.



This combination display furnishes some splendid suggestion for the window trimmer. Note how galvanized wares, washing machines and equipment, carpet sweepers and mop wringers, etc., have been worked into a fine display. Arranged by A. Lunney for Walbridge & Co. Buffalo, N.Y.



Suggestions are found in the display for late fall or early winter display. Snow shovels, sleds, ice tools, sidewalk scrapers and other winter lines form a display that is bound to attract the attention of the passer-by. Note use of price tickets. Display arranged by A. Lunney, Display Manager, Walbridge & Co., Buffalo, N.Y.



Above is a suggestion for a splendid electrical goods display. Electric stoves form a fitting background. Electrical appliances for the home are attractively displayed on the floor of the window. The electric train adds interest in the display. Arranged by A. Lunney for Walbridge & Co., Buffalo, N.Y.



Bicycles should be good sellers in the fall. A good idea for an effective window display is shown above. Note the use of the "Old Timer" to attract attention. The card below states, "Say Boys, do you remember the time? Holy Gee what a header I got." Note also the use of other show cards. Arranged by A. Lunney for Walbridge & Co., Buffalo, N.Y.



Effective display of preserving equipment, showing preserving kettles, scalers, fruit presses, sealer tops and rings, strainers, spoons, mincers, food cutters, e.c. Display and price cards are also effectively used in this display, arranged by A. Lunney, for Walbridge & Co., Buffalo, N.Y.

Boosting Your Business by Mail

Many Retail Hardware Men Are Steadily Enlarging Their Trade By Letters That "Pull"—Big Chances For Trade Among Farmers This Year—Sample Letter Sent Out By One Dealer in Electrical Goods

THE splendid crops this year and the high prices the farmers have been getting for everything they had for sale is leading many retail hardware firms to make a special "drive" for agricultural business. Much of this is being done through special advertising and through mailing lists. The importance of improving and modernizing the farm home is being emphasized as never before. Incidentally the retailers are not forgetting to make a strong and attractive appeal to Mrs. Farmer too.

One firm is featuring washing machines, vacuum cleaners and electrical goods in a circular letter that is being sent out to the people all through its district. They are urged to call and see the goods and if interested the firm offers to let them take them home and try them out for thirty days, so that they may be convinced thoroughly regarding their value as labor savers. They are supplementing their efforts by attractive exhibits of these goods at the fall fair where the appliances will be shown in actual operation.

Another retail hardware merchant is planning a fall drive based on oil stoves and heaters, paints and bath room fixtures. He has secured most attractive lines in all these goods and is well stocked with them. He is offering splendid bargains for "cash." This is a new departure as far as this merchant is concerned and he is going to try it out thoroughly. He has arranged to visit at least ten fall fairs and for his paint campaign arranged for a demonstrator to accompany him to the fairs. He has secured a lot of literature and all has been carefully stamped to show that he is the agent for the products illustrated. This man has been doing a steadily increasing business for some years and he is planning to make a new record this season and this is one of the ways he is taking of going after business.

The Help Shortage

With the shortage of men which was rendered still more acute this year by the calling up of thousands of young men for the drafts the farmer and his wife have been up against labor problems which will make them appreciate as never before the value of every labor saving help. The gasoline engine has helped the farmer a lot and also helped the hardware dealer to a lot of good business, but electricity is one of the fields that gives almost endless possibilities of development from the retail

hardware man's standpoint. When the farmers know that they can get appliances that are not only real helps but thoroughly reliable and not expensive they will have them. The farmer's wife will have them too. A washing machine would save her hours of hard work, a little motor will run her washing machine, a motor will pump the water and save the drudgery that has been the

expected to land customers. Force and punch and good goods to talk about will bring business to you just as surely as though you sent your star salesman right out into the country to call upon the prospective customer.

Things to Watch

Analyze the letters of successful retailers who are using mailing lists and follow-up letters. The first point that strikes you is that they are written so as to attract attention. Then they usually arouse and hold interest. This is followed by a line of argument that tends to create a desire in the mind of the persons written to. They begin to see that in doing without the articles

offered they are really missing something they ought to have, something which will make work easier for them, make their home more attractive, in short is of real value to them.

It is evident that the writers of these letters try to put themselves in the cus-

tomers place. A good test for your letter if you plan to send one out is to have someone read your own letter over to you. See if it expresses just the ideas you would use if you were selling the goods personally to the customer. It is well if you can do it to raise points which will probably induce him to write and ask for further information.

The first paragraph of course is the most important part of the letter. Good business pullers are always free from unnecessary high sounding words. The more simply and forcibly you can present your case the more "pull" your letter will have. Granted that you have a good article to start with, a short letter written, clearly, simply, and directly will do more than pages of high falutin verbiage. Always make sure that your firm name is on the letter. This has sometimes been omitted by dealers who sent out letters, through carelessness, and they wondered why they didn't get results.

A Sample Letter

Here is a letter that one retail hardware dealer who is making a drive in electrical appliances is sending out this fall:

Dear Sir,—When you had your house connected for electricity you did so for convenience. I believe you have failed up to the present time to realize the full value of electricity not only to yourself but to your good wife as a labor saver. Now that farm help is so

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Team Work Counts in Retail Store

Confidence and Enthusiasm Coupled With Courage and Effort Will Solve Most Problems of the Retailer—Wonderful Results of Maintaining a High "Morale" Are Apparent on Every Side

BUSINESS morale while an intangible quality is none the less very real. It is like electricity. We cannot see it but its actual results are very apparent. We can feel it, we can chain it and direct it and can rest assured that results will follow that will be most satisfactory in every way. Business morale might be defined as the confidence, courage and enthusiasm of people aroused and all working at the same time for the accomplishment of the same object. It will work with an individual store staff as well as with the collective staffs of all the stores in the community and the direct results are proportionate to the efforts put forth. The great war has brought home to many the meaning of "morale." It is just as important for the people at home to maintain a high morale as for an army. Morale in business especially in war times, will solve half the problems that come up. It has been repeatedly remarked that the morale of the Allied troops is simply wonderful. All kinds of tributes have been paid to the Canadian soldiers for their splendid morale and some tributes might perhaps be equally well applied to the spirit shown by Canadian manufacturers and business men. Without morale the Allied troops would in the face of the conditions they were up against, unpreparedness and lack of equipment, have been defeated before they were properly started. The enemy rather counted on this and looked for a speedy victory and anticipated making short work of their offensive. The morale of the French people was wonderfully increased when they knew for a certainty that the British were going in on their side. After three and a half years of bitter struggle the morale of the Allies was similarly raised by the entrance of the United States with millions of men and limitless resources. So it is in business. A spirit of confidence, courage and enthusiasm backed by hearty co-operation can achieve really wonderful results.

CO-OPERATION COUNTS

Team work will tell in the retail store, in a community, in a nation. That is what is putting the Allies "over the top" so splendidly in the last few weeks. Team work is what has made possible the unheard of outputs of war supplies, munitions, etc. It will be team work that will make for the largest successes in both the national and the business world. As we look back we can see clearly that there was a period of preparation, in which organization and the power of organization, were magnified. If no work had been done along this line, if those interested in the same lines of business or in various phases of war work had not organized with a view of developing the very best conditions possible in management the results which have been making themselves apparent for over four years now would never have been realized. Fortunately very much training has been done and the business world educated so that the value of maintaining "morale" was never more appreciated. Hundreds of firms have learned that money spent in this work is an investment rather than an expense.

MUST NOT TIRE

The development that has taken place will if we continue as we have started form the foundation which will build up a great national structure with the highest "morale" if we adapt our methods to the needs of these changing times, keep up our courage, confidence and enthusiasm, and march forward shoulder to shoulder. With the sane, normal business man to-day who believes fully in the dignity and honor of his calling and who has faith in his fellow man and in the application of organized effort, there is nothing but hope, cheer and optimism.

The governments of the various countries are now taking special cognizance of the various lines of business and summoning outstanding figures in business life to give valuable and helpful advice in the solution of national problems.

There is a peculiar quality in the enthusiasm of a number of people who see the same thing from the same standpoint and who are all working with one end in view. It is not always easy for one man to become enthusiastic all by himself. But if everybody in one store, everybody in one town, all the people in a nation become stirred and set themselves to accomplish something they are simply irresistible.

DIMINISHING PROFIT

Continued from page 136

figures, checked by the actual inventories of stock, when taken, will give close indication of the facts, for variations in stock, during different seasons of the year, are thus well averaged. When such perpetual stock records are not in use, a fairly accurate estimate of the rate of turnover may be obtained by using the inventories, if these are taken as often as three or four times a year.

It is becoming increasingly evident that the turnover question is of far-reaching importance, especially when the margin of profit on each sale is narrow. Clearly, the business man should know the rate of turnover obtained on the various lines which he sells, and he should know how to compute it accurately. And in formulating his policies of price and turnover, it is desirable that he should do so after a careful study of the demand and of the market for the particular commodities involved.

BOOSTING YOUR BUSINESS

Continued from page 141

scarce this is important, one might almost say vital consideration.

If your home were equipped with some of the electrical devices we are showing this fall you and your wife could save a lot of time every day. I am sure you will appreciate just what this would mean to you both. An inexpensive motor, for instance, would pump the water, run the churn, shell the corn, run your grindstone, and do many other little tasks that at present draw not only on your time but your strength. An electric washing machine, or a vacuum cleaner, would save your wife hours of tiresome work and give her time to do other things. We merely mention these as samples of what we are showing. We have many other appliances that will interest you.

We will be glad to have you take any of these to your home and try them for a month. This will entail no obligation on your part. If they are not satisfactory in every way return them to us. Give us a chance and we will be only too glad to show you what we can do. Yours truly.

There is no question of the value of mailing lists and follow-up letters. Retailers who have been using them have found their business growing steadily by their use. Some of the larger firms send out letters once a month, this in addition to their regular advertising, and they are finding that it pays and pays well.

WOMEN BIG HARDWARE BUYERS

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The salesmen, all of whom are thoroughly posted, talk refrigerator to every woman who calls and invariably large sales result.

In the fall there are special shows of stoves, electrical equipment, paints,

household utensils, aluminum ware and housefurnishings. The stoves are always so arranged that the women can get in around them so as to investigate from all sides. They are urged to examine them thoroughly and operate the mechanisms and see just how the different stoves are worked.

Finding that many of the smaller items of housefurnishings did not move nearly as quickly when kept in closed drawers or on shelves, the firm quickly recognized the value of display tables and cases. It was found that if a customer, under the old system, who came in for one article, did not see any others, she stopped buying at once. With hundreds of articles to keep her interested, it was found that sales in many lines jumped 100 per cent. This is a hint to the dealer who still keeps his smallwares hidden away and waits for someone to come in and ask for them. If you are in that class change your methods. Turn the light of day on the little items of your stock and you will turn a lot of good home money into your cash register. It's good business. Try it and see.

NEW DEMAND FOR STEEL

Still another entirely new and quite extensive demand is to be made upon the already overloaded steel market. Armor for the American soldiers, helmets, shields and breastplates of special steel are to be made in hundreds of thousands with a view of reducing the slaughter of the soldiers to a minimum. M. Tachaux, a French artisan, whose skill has been known to collectors the world over, has been brought to New York and is picking out from the Metropolitan Museum all the best points in the armor used centuries ago and will embody them in the new protective pieces. A committee of the National Council of Defence and some of the most eminent metallurgists in the country is studying the kind of metal best adapted for protecting the soldiers.

Auto Manufacturers Are Still "In The Air"

Automobile manufacturers and dealers are still very much "in the air." Just what the status of the trade will be very shortly it is impossible to say. There was to have been a conference at Washington between the American manufacturers and the War Board at which the letter sent by the board to manufacturers and advising them to put their plants on a war basis by January 1, 1919, was to have been threshed out. So far Canadian manufacturers and managers of Canadian branches of American auto factories have not been advised as to what happened. Many stated to **HARDWARE AND METAL** that they do not believe the meeting took place. One thing is apparent and that is that the stocks of certain large automobile firms have been very much affected since the letter of the War Board was sent out. Another development as pointed out in **HARDWARE AND METAL** last week is that there is

a big and ever-increasing demand for old cars which will be fixed up and placed on the market in case the manufacturers are forbidden to make any more pleasure cars. The heads of many Canadian branch factories have been across the line during the week in conference with the officials of the parent firms. To **HARDWARE AND METAL** they stated that until something more definite is heard from Washington they do not know what they are going to do or rather what they are going to be allowed to do.

Hardware Firms Hit By B. C. Ship Situation

Hardware firms who have been doing a rather good business in British Columbia in supplying builders of wooden vessels with paint, oils, rope, and various lines of hardware goods, are likely to lose this market.

Increased costs of wooden shipbuilding and the decreasing toll of submarines are the joint causes of the cessation of the demand for the product of the wooden shipyards of British Columbia. A serious problem is being faced at the Coast, since no more orders seem likely to be forthcoming. Many thousands of dollars have been invested in building the yards, and their abandonment at this stage would cause a very heavy loss.

A statement of R. P. Butchart, director of wooden shipbuilding for British Columbia, contains the following:

"With regard to the possibility of future shipbuilding operations here, I may say that the contractors are still working with a view to securing contracts from the French Government, and the prospects are that they may yet secure orders. The board does not expect that any orders will be placed in Canada by the United States, as the American Government has already announced that no more wooden yards will be established, although the wooden shipbuilding plants now in operation across the border will be kept busy.

"The principal reasons why the British Government did not contemplate building any more wooden ships here were the high cost of wooden ships and the decreasing toll of the submarines.

"In the first place, it was with difficulty that the British Government was induced to place orders for wooden ships here and the cost of production has increased so greatly over the estimated cost that there is little wonder the wooden shipbuilding program is being brought to a close."

NEW ZEALAND WANTS CANADIAN HARDWARE

Figures just published by the Department of Trade and Commerce of Canada show that imports of hardware by New Zealand for the four months ending April 30, 1918, totalled \$3,173,755. Of this amount manufactured goods totalled \$339,515, nails \$111,950, electrical goods \$748,910, fencing wire \$141,990, barbed wire \$86,875, tools \$156,400. There is a steadily growing trade between Canada and New Zealand.

Dealers Should Boost Fall Painting

Overhead Expense on Inactive Stocks Can be Reduced to a Minimum—Shelf Space and Capital Tied Up Can be Kept on an Earning Basis—Many Reasons Why From Customer's Point of View, it is Better to Paint in the Autumn

The following article is one that every retail hardware dealer will find well worthy of the closest study. It is written by a man who knows thoroughly all the details of the paint business especially the selling end. He has gone to some trouble to cover this phase of the question, especially its relation to fall trade most completely and by familiarizing themselves with the facts given retail dealers can turn them to profitable account in the next few weeks.

FALL painting should be advocated and receive a great deal more extensive promotion than it has in the past, for three reasons. These reasons may be classed as technical, economical and business extension. In plain language: The technical reason is that better painting conditions exist in the fall; economically, paint applied in the fall gives better lasting and wearing service, enhancing its protective and preservative properties; all paint selling extends the profit producing ability of the paint department and assists in raising it out of a one season feature to that of an all year round business. The advantages lying in this latter reason will appeal in a thousand and one ways to the retail paint dealer, the master painter and the manufacturer alike.

Must Be Satisfactory

With the rapid growth of the paint and varnish business during the past few years, retailers have come to learn, that in order to maintain a successful paint department, the goods sold over the counter must remain sold, after application, to the entire satisfaction of the customer. A little sound paint advice handed out with each sale goes a long way towards keeping the customer out of some of the pitfalls inexperience may lead him into.

Every paint dealer should read and have his clerks read also the excellent pamphlet "The Paint and Varnish Seller's Catechism," by G. B. Heckel, Secretary of the Paint Manufacturers' Association of the U. S. A. Any manufacturer will gladly obtain and supply interested dealers with copies of this booklet and it is well worth reading from this standpoint.

To Get Best Results

Paints and varnishes are commodities that must be used under certain definite conditions in order that their fullest value and service may be realized. Not unlike sharp edged tools they have their limitations of use and abuse. They cannot be applied, with expectation of satisfaction, where and when they should not be used. Such conditions as a perfectly dry and clean surface are recognized necessities for satisfactory application. Dry, warm weather is equally essential for proper drying conditions.

Dealers who merely "handle" these lines because their trade demands them as a convenience may not be interested in these and the hundreds of other questions that constantly arise in connection with paint selling and application. But retail paint and varnish dealers vitally interested in the permanency and upbuilding of their paint departments are keenly alive to the advantage of following their line after it leaves their shelves, and seeing that it properly serves the ultimate satisfaction of their trade.

Valuable Service

In so doing they recognize the necessity of proper conditions being observed, and take every opportunity of advising their customers how and when to apply their goods, as well as why and when not to use them. Such service costs nothing beyond the trouble taken at the time of sale. It is a service that pays and establishes confidence in the retailer's business methods and his line of paint.

If then any one season of the year is more conducive than others to better painting conditions, it will be worth while becoming posted on both causes and effects, and fuller advantage taken in the promotion of paint and varnish sales during that season. In other words, let the weather co-operate with your paint department for the extension of its profits.

The Ideal Season

The fall of the year lends itself to more ideal painting conditions than any other season. It's up to the paint retailer to cash in on this opportunity. Mr. John Dewar, an eminent American painting contractor says:—"Taking the years together I personally prefer the autumn. It is because, as a rule, we have more settled weather, coupled with

the fact that paint dries best in cool, clear weather. The drawing and absorbing influences of a strong sun is eliminated, permitting the paint to dry and harden by natural processes and when the summer sun has returned its effect on the paint is minimized. The average good job of painting done in October or November will present better protection, better wear and look better the following August than the average job in that month painted in June previous." In continuation he also says: "It is, I believe, generally accepted that mid-summer weather is, as a rule, not suitable for best results in exterior painting, by reason of its many deteriorating influences on the paint coatings, also upon the paint in the pot."

Definite Reasons

Looking into the question carefully very definite reasons and conclusions can be found for the favorable attitude taken by this and other paint authorities towards fall painting.

The summer sun drives out and eliminates practically every trace of moisture and dampness from all exterior surfaces, leaving them in an ideal condition for the application and reception of paint in the fall of the year. Such surfaces are less likely to hold or retain frost than in the spring. For this reason painting can be done much more satisfactorily late into the fall, than it can early in the spring.

Absorb Essentials

Wooden surfaces in this thoroughly dry condition absorb more of the essential liquids of the paint which enhances both its wearing and preservative qualities. The cellular cavities of the wood are free from all traces of moisture and more open, allowing the paint to thoroughly fill them up. The paint thus obtains a deeper and firmer hold on the surface which gives it greater tenacity or wearing qualities.

New lumber should be allowed to stand in erection till fall before painting, for the reason that modern kiln-drying does not eliminate moisture to a sufficient extent for proper painting. At the same time the usual haste with which lumber is taken from the mill to erection does not permit the natural saps of the wood being sufficiently



driven off or "killed." These natural saps filling the pores of the wood in the same way as moisture, prevent the paint obtaining a proper grip on the surface. Only the full strength of the summer sun can overcome these two hindrances to proper painting conditions in new lumber.

Not So Many Changes

Fall weather conditions are more uniform. This has certainly been true during the last few years since the wet season has extended itself unusually distant into the early summer, making both late spring and early summer painting an uncertain and precarious operation. The more settled and warmer weather of the fall has decided advantages over the cloudy, damp and otherwise variable spring weather for painting. As all exterior surfaces are directly subject to all of these conditions, it is not difficult to decide which season is most favorable for painting and obtaining better value and service from paint. This is especially true when viewed from the standpoint of preservation and conservation which in all cases should be the prime objective of painting all exterior surfaces. Uniform weather conditions also tend to less interference with outside working conditions, which is an important consideration with the professional painter, as well as the man who undertakes to do his own work.

Preservative Reasons

There is also a logical sequence of weather and living conditions which provides sound reasoning for more general fall painting. There is vastly less need of the protective and preservative influence of paint during the summer and fall than during the winter and spring. The summer sun in keeping the surface dry also prevents the growth of fungi which thrive under damp conditions and which are the real deteriorating and destructive agents in lumber. It is in the lingering dampness of the spring that these destructive agents get in their most work. From a preservative standpoint, therefore, fall painting has the call for more real economy and service. To paint in the fall rather than in the spring, means that the stable is locked before the horse is stolen.

Seals The Surface

A good protective coat of paint in the fall seals the surface against the moisture of the winter and spring, and prevents the propagation of these destructive fungi. At no other time of the year is property more bitterly assailed with other deteriorating weather conditions than during the winter and spring. At no other time of the year is it more in need of paint protection. Moisture, frost, wind and ice use all their forces to disintegrate and destroy. If moisture is prevented from entering the wood, it is saved from the destructive expansive influence of frost which is a force that cannot be denied.

Looking at the question from this angle, spring painting of a neglected

surface is a precaution taken after the damage is done. From the decorative standpoint we will find, as Dewar has said, that the appearance of work done in October will be better in the following August than if it had been done in May or June previous.

Wearing Qualities.

The wearing and lasting qualities of paint are also largely dependent on the manner and under the conditions with which it dries. Paint does not dry as well under the moist, damp and variable conditions of the spring season as it does under the more uniform weather conditions of the fall. Drying unduly forced by the extreme heat of the summer tends towards quicker disintegration. This conforms exactly with facts recognized by every painter and finisher, that the slower drying of either paints or varnishes means better wearing and lasting qualities.

Atmospheric conditions in the fall, apparently from the results of fall painting, promote a drying condition that gives more uniform lasting results with consequent better wearing and protective service. The mild warmth of the fall together with its peculiar atmospheric conditions promotes better drying in paint than the damp, variable atmospheric conditions of spring, at the same time it is less severe and more conducive to better lasting qualities than the intense drying conditions of the summer.

Wet Seasons Injurious.

As pointed out previously the unusually prolonged wet seasons of late spring and early summer experienced in Canada during the past seasons, have been very detrimental both to painting operations and proper painting conditions. If this weather cycle continues, it will be highly advisable to make some strenuous efforts to have the bulk of our exterior painting transferred from its usual spring custom to that of a fall season habit.

Some considerable effort has been made during the last few years to advocate interior indoor months painting. This idea is a good business booster and possesses sound reasoning for its advancement. The extension and promotion of both the fall painting and the indoor month painting ideas are worthy of a great deal of effort and would work out a decided benefit to all who sell or apply paint. These two ideas could very well be promoted in conjunction with each other.

Boosts Business

Fall painting being used as a fore-runner and preparation for the winter painting habit, both would materially assist in keeping the paint department

active the year round. Every paint retailer is well acquainted with the fact that very often exterior painting will lead to cleaning and brightening up the interior and vice-versa. Weather conditions bind us within doors during the late fall, winter and early spring months more than at any other time of the year. It is not without reason then, that a strong appeal could be made with ready response to have the home cleaned up and painted up outside and in for the brightening of living conditions during the winter months.

What will interest retailers more especially will be the benefits to be derived for their individual paint departments from the promotion of the fall painting idea. From a purely business standpoint the principal idea is the extension of the paint department's activity more uniformly throughout the year.

Make More Money

Nor is it altogether the purpose of the fall painting idea to rob other seasons, such as the spring, of their usual activity. Rather it is to extend the greater use of paints and varnishes, thereby enlarging the importance of the paint department as a profit producing factor. Indeed everyone in the paint trade is interested in this same problem. The manufacturer, master painter, brush manufacturer, jobber,—all down the line would welcome improvement in this direction. Overhead expense on inactive stocks would be reduced to a reasonable minimum. Shelf space and tied-up capital would be kept on the move on an earning basis. The possibilities of better all year round business would form a decided incentive for many merchants to give their departments greater prominence.

From The Keystone

In fact it is quite conceivable that if the paint departments of our retail merchants could be fixed on an all-round basis, they would form the keystone of many hardware merchants' stores. The already established spring business could be swung into interior lines for the summer, back again to the exterior lines for fall painting and then revert to the interior lines for inside winter painting. This idea is by no means Utopian and is certainly worth making some efforts to attain.

How It Works Out

Let this point be illustrated roughly by a few figures. A retail paint dealer under present method will say, set aside \$1,000 for investment in his paint department. He invests the whole amount in preparation for his spring business. About \$800 worth of this stock moves from his shelves in the usual spring trade. He invests from \$200 to \$400 on his sorting orders and carries perhaps \$300 worth of stock over the summer and into the fall. This means that he has only turned over his capital once in about eight months. A further reinvestment of about \$400 for fall busi-



ness will probably leave him again carrying \$300 worth over the winter, which would mean a turnover of only about 1½ times or at the best twice during the year.

Would Be Doubled

If the fall and winter painting ideas could be brought about so that he could make his fall reinvestment \$800 with the certainty of moving \$700 off his shelves, at the same time sort up in the late fall to the extent of \$200 or \$300 and move \$300 or \$400 from his shelves in winter selling, it would bring his capital turnover well over double and perhaps 2½ to 3 times by aggressive merchandising methods.

It is entirely impossible to foretell fully what possibilities exist for the development of the paint and varnish department from a purely business standpoint. Certain it is that if an objective goal is set and some decided aggressive effort made to obtain it, a great deal may be accomplished.

Requires Publicity

The promotion and extension of the fall painting idea will require a considerable amount of publicity and individual effort on the part of the retailer before it can become of interest to the paint consumer or be realized as a business asset of any value. Taken by and large it should be promoted by a thoroughly co-ordinated publicity campaign backed by everyone interested in paints and varnishes. It is not the purpose of this article to deal with its possibilities along this line, but rather what can be done by each individual in his own interests in his own community.

Recent articles in **HARDWARE & METAL** have clearly shown the necessity for a general advocating of the use of more paints and varnishes throughout Canada. Among the features mentioned have been the possibilities of fall painting and the part it can play in development along this line. At the same time it may be made of national and individual benefit in the preservation and conservation of our building materials already assembled in erection. These are important considerations which should not be lost sight of even under the stress of war conditions.

A Small Average

It has been pointed out that the total paint and varnish production and importation in Canada for all classes of work does not exceed \$1.25 per capita. When lines used by manufacturers are taken from this, it is estimated that we produce and import annually only about \$1.88 for each home in Canada or 37 3-5 per capita. Considering the important function that paints and varnishes play in preservation and protection this is altogether too small. Probably the greater bulk of this production is consumed in the spring of the year, so that considered from the statistical standpoint there is ample opportunity for more general fall painting and selling.

Would Keep a Lot

These are figures that are taken from general conditions existing throughout the Dominion, but every retail hardware merchant can take them to heart and apply them to his own community. If he will but take them and view his community through the light that they shed thereon, there can be no denial that fall painting would be a decided benefit to himself as well as the property owners about him.

It would be impossible for anyone individual to enumerate or even suggest the thousand and one methods that might be adopted by paint and varnish dealers to promote fall painting in their own interests. The man who grasps the main idea or the underlying principle of fall painting from all three standpoints of technical advantages, economic benefits and business possibilities, will experience little difficulty in devising his own ways and means of promotion. It will come natural for him to instill his viewpoints into his clerks and get them into working along channels that will develop fall business.

Must Go After It

The "go-getter" type of merchant will be deciding factor in making fall painting a success in his community. It will probably mean wearing out shoe leather in place of trouser seats. Discussion of ways and means of developing his merchandising, in place of haranguing over imaginary and threadbare government grievances, will be of far greater benefit to himself and his community.

The term "counter-jumper" has been applied to clerks in ridicule, but in many places there is developing a type of counter jumping clerk who will not be denied in the development of his own and his employer's interests. Not content with waiting behind the counter for trade to come his way he goes beyond the counter and the door of the store with his individuality, and with what printed matter he has at his disposal and brings in business that otherwise

would rest dormant in the community about him. It is with this type of merchant and clerk that the hope of individual merchandising mainly rests.

More Are Needed

There are not enough of these types existing, there cannot be too many for the salvation of retail merchandising throughout the country. Get such men as these instilled and inspired thoroughly with the fall painting idea, and the writer could close this article here and now without further suggestions for its carrying out and success.

In the last analysis its the individual himself who must carve out his own career,—individuals with vision and aggressiveness, with self-starting inspiration, willing to plan and work. Get such as these started with any worth while idea—whether it be fall painting or what not—and both individual and the idea are bound to achieve something worth while.

Should Get Busy

No one is more in need of live, up-to-date suggestions than the apathetic dealer; none absorbs or adopts good ideas to his own ends more readily than the "go-getter" class of merchants and clerks. It is hoped that any suggestions offered here for the individual promotion of fall painting will stimulate those who have been more or less indifferent to this and similar other movements and that those who are on the watch for workable ideas will find some hints of a helpful nature.

Begin first at Jerusalem to preach the gospel of fall painting. If your store or store front is at all in need of paint, do it in the fall. While it is being done display a number of wet paint signs and let them remain up as long as possible so as to call attention to a strong fall display of paints in your window. In the centre of the window display a plain white card printed in bold 48-point type or lettered by a sign writer, to read as follows:

We Are Painting Our Store This Fall BECAUSE

1. In the fall the surface is drier than any other time of year.
2. In the fall the wood absorbs more of the paint, obtaining a deeper firmer penetration and gives better wearing and protecting service.
3. We find better painting conditions in the fall.
4. We believe that our store is more in need of a protective coat of paint during the winter than any other time of year.
5. We believe in locking the stable before the horse is stolen and in keeping the moisture out of our building material with a good coat of paint, rather than applying it after the moisture is in.
6. We believe in Fall Painting.
7. We are setting an example for you to do likewise.

Such a display links up all three essential features of the fall painting idea, and goes to prove that the retailer has faith in his own medicine. This idea might be extended and utilized in numerous other ways, but it serves to drive home very forcibly to the consumer that there is some real basically beneficial reasons for fall painting that he should take advantage of.

Have It Repeated

Where local newspaper advertising is undertaken, the merchant could have the exact wording of this card repeated in one or two issues. Have it set up in two column width, eight inches deep in eighteen or twenty-four point type. This would feature the fact that your store was being painted and would outline the several reasons why it was being painted in the fall, which would be suggestive to the minds of your trade.

Where newspaper space is not available this card could be printed in the form of an announcement and distributed through the mail or enclosed in parcels of other merchandise. This form of advertising would serve the same purpose as your announcement in the local paper. With each of these announcements a color card or other form of literature supplied by manufacturers could be sent, adding strength and selling power to your efforts.

Small Percentage

It has been stated that not more than four per cent. of the barns of Ontario are painted at all and that only twenty per cent. of the barns of the Northwest are painted every three years. Probably not more than eight per cent. of the barns throughout the whole Dominion enjoy the privilege of a protective coat of paint. Here lies a golden opportunity for paint dealers dependent upon the farm trade for business. Everyone recognizes the immobility of the farmer once set in his ways yet there is no one more susceptible to the example of his neighbors. Adroit undermining of this susceptibility might possibly bring considerable business to the paint dealer and decidedly beneficial protection to the farmer's barns and stock buildings.

Pick Out Four

Pick out four of the most influential farmers in your locality, one at each side of the four points of the compass from your store. Concentrate every possible effort you can devise to have these men paint their barns and stock buildings this fall. Tell the advertising department of the line of paint you handle to lend their efforts in this direction and their co-operation will be gladly extended. Make such an incessant everlasting din about fall painting that they will have to give in. In so far as possible have all four of these farmers do their painting about the same time. Your real campaign has only commenced after you get them started. Use them as pivot points from which to swing your advance upon the other possibilities for trade. It is a difficult



matter for any farmer to let his neighbor have anything on him in the way of equipment or fixing up and if you work your paint literature properly it won't be long till others will follow the example set and paint up too.

Everyone in the paint trade recognizes the suggestive power to the immediate community when one house becomes newly painted. This suggestion for farmers' barns will work out in the same way.

Have Thrown It Away

There are a great many dealers who have thoughtlessly thrown aside a great deal of the valuable literature and color cards so readily supplied by paint manufacturers. It will not be out of the way to suggest that a clerk could not spend a more profitable half day than in digging all this valuable matter up and arranging it so that an enclosure could be made in every parcel sent out of the store during the coming fall.

Fall painting can also be included in the rapidly developing auto accessory departments of our hardware stores. Too frequently when a car is painted up in the spring it is rushed into use before the finish has had time to properly set. By repainting the car late in the fall ample time can be taken to re-finish it at the same time plenty of opportunity is afforded for perfect drying and the finish on the car will wear longer with better lasting appearance.

Not a few advertisers have devoted much time and money in appeals to children with the idea of building up future trade in the coming generation. Considerable success can be attributed to such efforts.

Writing of Essays

Arrangements can be made with the local school board to have school children write competitive essays on subjects pertaining to fall painting. Prizes in money or taken from stock will stimulate a surprising amount of interest in the subject as well as your store. Such an effort can also be promoted independently through local advertising, although perhaps it would be as well to seek the co-operation of the local authorities in a question that can be made of commercial interest as has been done frequently with the "Clean up and paint effort." Set subjects, time limits and other necessary regulations can be made as would be best adapted to the requirements of the locality. The competition could be made entirely free of strings, or each competitor could be required to turn in an empty quart can

of the dealer's own particular brand of paint with his or her essay. The underlying object of the whole scheme would be to not only stimulate present fall painting, but also to instill the idea into the minds of the coming generation for future business building.

National Benefit

Advocating the use of more paint during the fall from the standpoint of protection and preservation can be placed on the status of national and individual economic benefit if dealt with purely in an impersonal manner. Farmers Institutes and Grange meetings as well as Women's Institute meetings under the recognition and supervision of the Government frequently take place in the fall and can be utilized for the purpose of bringing attention to the necessity of greater paint protection and insurance against inevitable decay.

William W. Tappan, assistant cashier, Chelsea Exchange Bank, New York City, states: "Were I in the banking business in a real farm territory I am sure that a man who kept, or endeavored to keep, his place in good repair and under a good coat of good paint would claim a great deal more of consideration than the man whose place was, with his own person, permitted to go into decay."

Frank C. Lumner, treasurer of the Hartford Trust Company, says:—

"The writer has been jury commissioner for this country for twenty-five years, which comprises twenty-nine towns, and in choosing jurors the mistake is never made of not selecting a person who keeps his property well painted and in good repair for he has character and judgment."

Has No Standing

"I am also connected with one of the largest savings banks in this city, being a member of the executive committee, and a person making an application for a loan who is careless about the condition of his property has no standing in receiving it."

"We have a farm league in this county which sends out emissaries to outlying towns and lecture in school houses and halls upon cleanliness and requesting more activity among indolent farmers. We believe we are getting good results from it."

Financiers and others interested in the welfare and upkeep of the community are seeing the benefit of advocating, impersonally, greater attention to cleanliness and tidiness. Paint can be made a big factor in this movement. No one is in a better position than the local dealer to become interested in these community efforts and to throw a great weight of influence towards advocating the greater use of paint. Of course such effort must be made in a spirit prompted by a desire for benefit of others as well as himself. Where numerous economic and domestic questions of vital interest to the farm commun-

ity are dwelt with in this manner; the economic advantages of paint could be readily introduced for discussion.

Reduce Fire Waste

A news item in a recent daily paper states that: "At the Provincial Parliament Buildings on August 30 plans will be prepared for an educational campaign to reduce the fire waste in the country by taking preventative measures. According to Premier Sir William Hearst it is the intention of the Government to form a Provincial Fire Protection League."

If it is the purpose of our governments to establish organizations for the prevention of loss by fire, the paint trade is quite justified in extending efforts in co-operation with governments and other bodies to seek the lessening of loss by inevitable decay through lack of paint, and there is all the more reason for doing so since such loss is greater than our annual losses by fire. Such co-operative effort need not be confined to the fall of the year, but fall painting could be readily and seasonably featured in any such educational programs undertaken.

Should Paint Implements

The question of inducing farmers to paint their implements after harvest and for winter preservation has been dealt with in trade papers and paint advertising in numerous ways. In these days of stress and need for conservation of all available materials arguments can be advanced for fall painting in this direction with redoubled force. The need for preservation of all farm equipment coupled with the scarcity of lumber, steel and labor for their manufacture calls for proper housing and protection with paint. Advanced paint prices present no argument for neglecting its use compared with the advance in the prices of steel lumber and labor in their manufacture. The actual scarcity of these materials adds weight to the necessity of painting them for the prevention of deterioration and rust.

These and many more suggestions might be given in greater detail for the advancement of the retailer's paint business. Time and space will not permit our doing so here. If the broad, general principle of fall painting in all its phases is grasped together with the national and communal benefits that may be derived, details of promotion will fall in line easily.

Co-operate Fully

In whatever forms such efforts may be put forth the writer wishes to urge upon retailers not to be afraid to extend and reciprocate co-operation with every other branch of the paint trade in the extension of its interests. Too many retailers have been blinded by the opinion that co-operative efforts contained a nigger in the fence. Co-operation of interests in all lines is surcharging business the world over. Men find that they can no longer paddle their own canoes through the intricate

How a Wise Paint Dealer Convinced a Skeptical Customer

HE walked into the hardware store and began to paw around at the chart card that gives the amateur painter some idea of what the finished product should look like. He was going to paint—several things. The floor of the kitchen was going to catch it. The verandah was due for a series of brush attacks, in fact there was no saying but what he might end up with a couple of daubs around the smoke stack if the rest of the work around the house turned out well.

He picked up a small can of paint, pint size. It bore the name of a well known maker.

"How much is this?" asked the dauber.

"Sixty cents," replied the dealer.

The painting programme was at once cut down. There would be none for the smoke stack, none for the verandah, and only the once over for the kitchen floor.

"But I can send by mail and get good paint for about 85 cents for a quart. You are charging me almost double that price. I like to deal at home, but not to the point of allowing any person to put it over me in that manner." The painter looked like the chap who has just thrown a real monkey wrench into a big wheel that he wanted to see stopped.

A Wise Dealer

But this hardware dealer didn't get mad. He didn't advise his prospective customer to go to it and buy his paint where he could get it the cheapest. He saw that the thing that stuck in the home-painter's crop was the idea of paying 65 cents for a pint of paint when a mail order store would send him twice the quantity for 85 cents.

The customer did not know anything about paint. He simply knew that red paint was red paint. He had never given the thing a second thought, and the dealer didn't get hot when he was accused of holding up the public. He had met cases like this before, and he knew for a fact that he never got very far ahead when he got angry with a peeved customer.

and complex problems that are arising everywhere. Co-operate then with the interests of your own line, co-operate with the disinterested efforts of those who seek to raise the economic and social welfare of the nation and community at large. The direct benefits of such co-operative interest will be derived in proportion to the amount of effort and energy given. This does not in any way contradict our statement that after all success lies mainly with the individual and his personality. Rather it means that the individual and his success can be advanced by the extension of his own effort into collective effort with others.

Keep It In Mind

Every retail paint dealer should keep

He had another plan, and it was a good one. The chances are that he had been forced into the position so often of justifying the price of pure paint against the poor stuff that he made his object lesson in self defence.

He simply crooked his finger at the customer and asked him to come out to the back of the store.

There the dealer had about five square feet of the back door painted with two different kinds of paint. The paint had been put down on equal terms. The real paint, the kind he had to get 65 cents a pint for, was in one square. Next to it was the kind that could be bought for about 85 cents a quart. There was a little notice above each giving the name of the painter—a man not connected with the hardware store at all—and the date on which he had put these two paints on the porch side by side.

The Customer Saw It

Both patches were subjected to the same amount of sun, the same amount of rain, the same amount of wear and tear, and the same amount of scrubbing and washing. Both had been brought up to the same scratch and given an equal chance to make good.

The good paint had stood the test. The poor paint had stood it in a way but it wobbled at the knees and it didn't look one bit happy. The whole argument was there in those two patches of paint, five feet square, on the back door of that hardware store. The dealer might have pounded the counter for half an hour—he might have called the mail order houses for all the thieves and scoundrels in the land—he might have quoted pigment statistics until he was black in the face, and all of it would not have been as convincing as that little crook of the finger, the trip to the back door and the glance at the two kinds of paint.

The home painter bought the 65 cent paint, and he bought more than a pint. As a matter of fact he couldn't have been sold the cheap paint at any price. Easy, wasn't it?

this principle prominently before him. Apply it in both national and local extension of the fall painting movement and it will return no small measure of success.

The question has been asked, "Is it advisable to advocate this and other similar movements in the face of high prices, scarcity of materials, government restrictions, etc.?" The answer is unequivocally "Yes! it is advisable." Paint prices have not advanced out of proportion with other materials or labor. In comparison with some other commodities its proportion of advance has been less. The need for prevention of deterioration and decay is not one

(Continued on page 156.)

How Some Retailers Increase Paint Sales

Keep in Touch With Real Estate Dealers and Help Them Make Sales by Brightening Up Neglected Properties—One Merchant Keeps Clients Posted on Market Quotations and Incidentally Boosts His Own Paint Business

IT is estimated that more than one million "paintable" articles are advertised for sale each day. Much of this consists of houses, stores or other real estate. A big percentage consists of various other things like automobiles, furniture, implements and so on. This offers a big opportunity to the dealer in paints. Some firms have found it well worth while to keep a man who keeps in touch with the big real estate dealers. When a property is being put on the market the "outside" man as he is known gets in touch with the owners or with the real estate firm if it has the full handling of the property. He points out that appearances count a lot, that prospective buyers will be much impressed if the exterior of the house or store is brightened up and the interior in first class shape. He offers practical suggestions and is fully prepared to give estimates of the costs. His arguments are nearly always effective. Sometimes he sells a lot of paint, sometimes not so much but in nearly every instance he gets some business.

AFTER REAL ESTATE MEN

He has succeeded in educating the real estate men to the value of painting up as an aid to selling and renting. In many instances the real estate men have found that properties which when they took them over did not present an especially attractive appearance by a comparatively small expenditure for paint have been made saleable. First impressions go a long way and if the prospective buyers are taken to a place and find the exterior looking bright and clean they are pleased. Then if on going inside they find that the house is prettily decorated and painted, if it suits them in other respects the agent is a long way on the road to a good sale.

The same principles apply to other things that are offered. Many an automobile dealer has found that by painting up a second-hand car he can get a far better price for it than if he offered it to his customers shabby and worn out looking. Many paint men keep in close touch with auto firms which handle used cars and do a big business in selling them paints and varnishes.

HELPS SELL FURNITURE

Another hardware man keeps in touch with the men who deal in furniture. They didn't see the force of his arguments at first but when he offered to demonstrate to them free that he

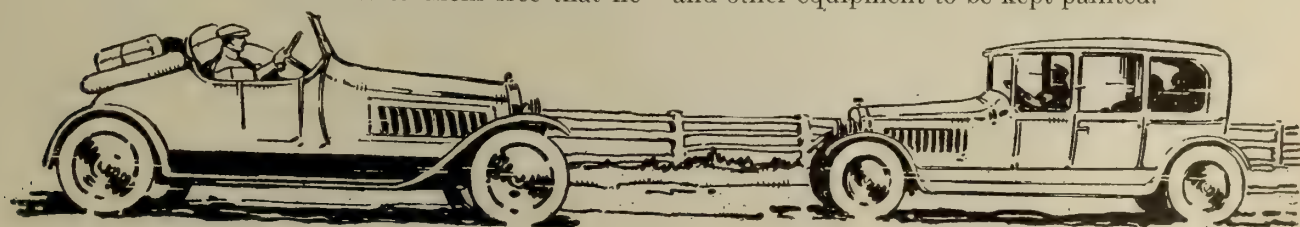
could increase the sale prices they were getting by from fifty to one hundred per cent., they became interested. Many a chair, table, iron bed and other article that would have gone for almost nothing has been made to look as good as new by a judicious application of paint and has found a ready buyer because it looked so fresh and clean. Now that the furniture men have seen the results they are always willing to listen to the hardware man's suggestions. By following the literature that is supplied him by the paint firms and by using his head he manages to think up many new plans for making paint a real force in selling used goods.

REACHING THE CUSTOMERS

One retailer whose store is located in a Western Ontario town that is in the centre of a rich farming district realizing from what he had heard the farmers say just how closely they were interested in the very latest market quotations had post cards printed. In spaces left for the purpose he has filled in from time to time current market prices in which his customers are interested. He mails these regularly to a selected list and on each card there is a short snappy talk, emphasizing the value, importance and economy of painting. This merchant has built up a large and steadily growing paint trade in his territory. Incidentally some of the best painted homes and big barns to be found in the province are in his district. This merchant varies his little paint talks on the cards to include the painting of implements, house interiors, furniture, etc. Each little talk has a valuable suggestion and that the suggestions get home and bring business is shown by the volume of sales. The market quotations on the cards are easy to obtain for the merchant and by giving them to his customers quickly he is giving them a real service that is bringing him increased trade and a steadily growing circle of friends.

BUSINESS DUE TO WAR

Retailers in towns and cities where troops are quartered have found much good business by keeping in touch with the engineers or whoever is looking after the men's quarters. There are nearly always quarters to be repainted after outbreaks of illness, new buildings which need fixing up, officers' quarters that have to be kept painted up, and a lot of general painting to do. In many camps also there are numerous wagons and other equipment to be kept painted.



Will Prices Ever Go Back?

How Far Gone Are the Days of "Cheap Hardware?" — Hundred Per Cent. Advance Wiped Out by Fifty Per Cent. Decline—Production and the Tools to Produce—The Future, Higher or Lower?

Written for **HARDWARE AND METAL** Fall Number by G. H. Williamson, Associate Editor.

“WILL prices ever go back?—how many have asked the question every time advances have been recorded? How many have predicted during the past three years in particular that absolutely the limit had been reached as regards prices? Just how often have those predictions been shattered by the adoption of new quotations at higher levels and yet sales maintained at satisfactory levels?

Do you ever look back to pre-war days—to the days of what might be termed “cheap hardware?” Do you realize just to what extent prices have soared and consider the processes which have brought about present-day conditions? Have people lost their sense of proportion—are hardware valuations to-day justified?

100 Per Cent. Advance Wiped Out by 50 Per Cent. Decline

There are those who are sure that a pre-war basis of selling goods will never be reached after peace has been declared—at least for many years to come and only through a process which will not prove disturbing to the trade in general. There are others again who look for an immediate break and just what may this mean? Did you ever figure that an advance of 100 per cent. is wiped out by a decline of 50 per cent.? It is true.

Take an example: Goods selling at \$1.00 register an advance of 100 per cent. or \$1.00 to reach a \$2.00 level—a decline of 50 per cent. (on the \$2.00 selling basis) brings the price down to \$1.00 again. Taking lines which have advanced less than 100 per cent. (and there are a few), what does one find?—a 40 per cent. increase in price overcome by a 20 per cent. decline; a 20 per cent. advance wiped out by a 10 per cent. drop. It doesn't seem impossible that goods may register declines of 50 per cent., 20 per cent. or 10 per cent. following the declaration of peace, though it might seem impossible to overcome advances of 100, 40 or 20 per cent.

Reasons for Advances

But it must not be supposed that there are no real contributing causes for the many advances registered. Labor to-day costs far more than in pre-war times, and to labor principally can the cause for present high levels be attributed. Labor enters into the securing of raw materials—labor adds to transportation costs—labor is a big factor in manufacturing—labor must be considered in buying, selling and distributing goods. Shut off labor and you shut off buying on the part of labor and to the extent that labor's buying is lessened to that extent will prices be affected and declines be recorded. A continuation of present activities (along constructive lines of course) after

Did it ever occur to you, that when a line advances 100 per cent., it then only requires a 50 per cent. decline to wipe out that increase? Does it seem possible that a 50 per cent. decline in the price of some article may occur when you didn't consider the possibility of a return to pre-war values which have been advanced 100 per cent.?

Do you remember that four years ago you bought nails at \$2.25 base and to-day you pay \$5.30? At the time this article was written, raw linseed oil was selling at \$2.17 per gallon—on the same date prior to the declaration of war 66c represented the market value. Will prices EVER go back?

the war — the constant employment of labor in its various branches—will serve to stabilize the markets and prevent sensational declines.

Three Years' Advances—Their Start

Present-day price levels have been reached largely in the past three years. For six or eight months, yes, even a year following the outbreak of war the markets were unsettled, the tendency was downward, merchants refused to buy.

Then came the fall of 1915 with its unprecedented harvest—the agricultural community prospered; war demands on the manufacturing industries commenced to be felt—labor was fully employed; the buying power of the country as a whole increased.

Prices Began Their Meteoric Flight

Little did the average person estimate at the beginning of 1915 that war loans aggregating billions of dollars would be spoken of as casually as they are to-day. The man on the street never thought that Canada's contribution in man-power to the actual war zone would ever reach half a million men, the figure it is nearing to-day. Most certainly the hardware merchant did not look for wire nails at a base of \$5.30 per 100 pounds when he was buying them at \$2.25.

Iron and Steel Leading

Perhaps the lines to undergo the greatest revision as far as the hardware merchant's stock is concerned could be classed under the general heading of iron and steel. War demands made some of their earliest calls on the resources of the country in its capacity to supply goods under these general classifications. The result has been that stiff advances in prices of goods available for domestic or commercial use have been put into effect.

Some of the Lines Affected

For instance, range boilers, 30-gallon standard, which sold at \$5.00 in 1914, are now quoted at \$14.00. Canada plate, ordinary 52-sheet, sold at \$2.85 per box four years ago—\$8.50 is the lowest quotation available to-day. Common bar iron at a base of \$2.00 per 100 pounds in 1914 and \$5.25 now shows a very heavy jump. Clay picks, 5 to 6 pounds, could be bought at \$4.15 per dozen at the outbreak of war—\$11.80 is being asked now. Black sheets, 28 gauge, are nearly 200 per cent. higher, \$2.70 per 100 pounds being quoted in 1914 and \$7.75 the lowest figure to-day; galvanized, the same gauge, \$3.90 against \$9.20. Smooth steel wire, Nos. 0-9, has advanced from \$2.30 to \$6.25 per 100 pounds.

House Furnishings Department Goods

There are very few lines which have escaped the trend towards higher levels, and most certainly those in the house-furnishings department are not any cheaper. The lowly washboard which used to retail for 25c, where is it?—the improved Globe which cost the retailer \$2.25 per dozen is no more—it is now \$4.90 with no assurance that the top has yet been reached. Where is the set of Mrs. Potts irons which retailed for \$1.00 and even less?—now costing \$2.30 for the polished and an extra 10c for the nickel-plated.

Enameled ware, first grade, on which a discount of 50 and 10 per cent. was readily given in 1914, is now firmly held at just the 10 per cent.; instead of 60 and 10 per cent. on the next grade, 33 1-3 per cent. is best quotation offered. Pieced tinware could be bought at 35 per cent. discount from list—30 per cent. must be added to the list to-day. A popular line of clothes wringers previously quoted at \$36.20 have reached a basis of \$53.35 per doz. These are only a few of the lines for which the householder has to spend more money.

Production—and the Tools to Produce

On all sides one hears the plea—produce, grow your own vegetables, wield the hoe and rake, be independent of the food barons. However, it requires a real investment to-day to equip the amateur gardener. A good grade of field hoe which could be bought for \$3.81 per doz. in 1914 is now \$6.32; a 10-tooth, high-grade steel garden rake that was available at \$6.19 per dozen, now sells at \$10.32! spades which could be bought at \$6.28 have doubled up to \$12.50 per doz. In view of these advances one might be tempted to consider the word “produce,” not only from its application to growing

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Pre-War and To-day's Prices--Interesting Comparisons

What August 1, 1914, and August 1, 1918—Four Years of War—Reveals in the Matter of Hardware Prices. Are To-day's Values Justified?—Is There a Day of Reckoning to Come?—Will Prices Ever Go Back?

BEFORE AND NOW

The Goods	The Prices		Picks, Clay	
	1914	1918		
Ammunition—Metallics			5 to 6 lb., dozen	4.15 11.80
22 short black, 22 long black,			7 to 8 lb., dozen	4.75 13.50
22 long smokeless, discount...	50%	20%	Wrought Iron Pipe, 100 ft.	
Centre fire sporting, discount...	10%	Add 60%	¼ and ¾ in., black	2.10 5.22
Bits, Auger, Gilmour's, discount	70%	47½%	½ in., black	2.55 6.63
Bits, Car, Gilmour's, discount..	47½%	37½%	¾ in., black	2.93 8.40
Belting, Leather			1 in., black	4.33 12.41
Extra, discount	60%	30-5%	1½ in., black	7.01 20.08
Standard, discount	60-10%	40%	2 in., black	9.43 27.01
Lace Leather			¼ and ¾ in., galvanized	3.00 7.35
Sides, lb.	\$.85	\$1.60	½ in., galvanized	3.48 8.20
Cut, lb. ....	.95	1.75	¾ in., galvanized	4.08 10.52
Boards, Wash			1 in., galvanized	6.03 15.56
Improved Globe, dozen	2.25	4.90	1½ in., galvanized	9.76 25.16
Jubilee, dozen	2.60	5.50	2 in., galvanized	13.13 33.86
Brass, dozen	3.50	7.00	Rivets, Iron	
Enameled, dozen	3.50	7.00	Black and tinned, discount....	75% 25%
Glass, dozen	3.50	6.00	Copper (usual am't. burrs) disc.	35-12½% Add 30%
Cement			Copper burrs, discount	30-12½% Add 50%
Per barrel	1.85	3.25	Rope	
Chain, Electric Weld			Pure Manila, base, lb. ....	.15 .39
BB, per 100 lbs, 3-16 in.....	9.25	18.25	British Manila, base, lb.....	.11 .33
¼ in.....	6.50	15.65	Sisal, base, lb. ....	.10½ .27½
5-16 in.....	4.90	13.15	Cotton, ¼ in. and larger, lb. .	.24 .71½
¾ in.....	4.25	11.90	Sap Spouts, Eureka, per M	8.00 15.00
Churns, discount	40-10%	20%	Sheets	
Cord, Sash, Nos. 8, 9, 10, per lb.	\$.29	\$.70	Black, per 100 lbs., 10 gauge....	2.45 10.00
Canada Plate			12 gauge....	2.50 10.10
Ordinary 52 sheet, per box	2.85	8.50	14 gauge....	2.25 7.90
Crow Bars, per 100 lbs.	4.25	9.65	18-20 gauge....	2.40 7.55
Files			26 gauge....	2.55 7.65
Disston, discount	75%	40%	28 gauge....	2.70 7.75
Globe, discount	75%	50%	Galvanized, per 100 lbs., 14 gauge	2.80 8.35
Great Western, discount.....	75%	50%	18-20 gauge	3.20 8.60
Grindstones			U.S. 26 gauge	3.55 8.90
Over 40 lbs. and 2 in. thick, per			U.S. 28 gauge	3.90 9.20
100 lbs.	\$1.25	\$2.50	10¼ oz..	4.20 9.50
Hinges, dozen pairs			Solder	
Heavy T, 4 in.....	.96	2.30	Strictly, per lb. ....	.21½ .55½
5 in.....	1.11	2.85	Guaranteed, per lb.....	.23 .60
6 in.....	1.14	3.20	Soldering Coppers, base, lb. .....	.28 .64
8 in.....	1.53	3.65	Sash Weights	
Heavy Strap, 4 in.....	1.14	2.70	Solid, per lb.	1.50 3.90
5 in.....	1.38	3.30	Sectional, per lb.	2.00 5.50
6 in.....	1.50	3.55	Tools, Harvest, discount	50% 17½%
8 in.....	2.04	4.85	Twine	
Iron and Steel Bars			Cotton Wrap, 3 ply, lb. ....	.28 .72
Common Bar Iron, per 100 lbs...	2.00	5.25	4 ply, lb. ....	.31 .76
Refined Iron, per 100 lbs.	2.40	5.65	Wire	
Mild Steel, per 100 lbs.	2.00	5.50	Barb, per 100 lbs.	2.35 6.25
Sleigh Shoe Steel, per 100 lbs..	2.25	5.50	Smooth Steel, Nos. 0-9, 100 lbs.	2.30 6.25
Tire Steel, per 100 lbs.....	2.20	5.70	Wire Cloth	
Tool Steel, per lb. ....	.8½-.13½	.20-.42	100 ft. rolls, per 100 sqr. ft....	1.55 3.50
Irons, Sad			Colors in Oil, Pure	
Potts No. 55, per set .....	.78	2.30	Venetian Red, per lb. ....	.12 .21
Potts No. 50, per set .....	.85	2.40	Chrome Yellow, per lb. ....	.23 .53
Potts Handles, japanned, dozen	.75	1.50	Golden Ochre, per lb. ....	.14 .30
Lanterns			Signwriters' Black, per lb. ....	.20 .40
Short Globe, plain, dozen	7.00	12.50	Lead, White	
Long Globe, plain, dozen	7.00	12.50	Pure, per 100 lbs.	8.55 17.25
Lantern Globes			Linseed Oil	
Short, dozen .....	.75	1.10	Raw, 1 bbl. lots, gal. ....	.66 2.17
Long, dozen .....	.50	1.10	Boiled, 1 bbl. lots, gal. ....	.69 2.20
Nails			Paris Green	
Wire, per 100 lbs. base	2.25	5.30	50 and 100-lb. drums, lb. ....	.19 .61½
Cut, per 100 lbs. base	2.70	5.65	1 lb. packets, lb. ....	.21¼ .64½
Oakum			Putty, Standard	
Best (American), bale	8.00	21.00	Bulk, in casks, per 100 lbs.	2.40 4.70
Oil, Coal, per gallon .....	.15½-.18	.18-.21	Bulk, in 100 lb. drums, 100 lbs...	2.60 5.50
Gasoline, per gallon .....	.18½	.33	Paints	
Packing, fine jute, lb. ....	.08¾	.20	Ready-mixed, gallon	1.45 3.00
Paper, Building			Ready-mixed, gallon	1.75 3.75
Dry Fibre, No. 1, roll .....	.50	1.10	Ready-mixed, gallon	2.00 4.05
No. 2, roll .....	.35	.60	Turpentine	
Tarred, No. 1, roll .....	.62	1.25	1 bbl. lots, gallon .....	.70 1.01
No. 2, roll .....	.43	.75	Waste, Cotton	
Carpet Felt, 16 oz., 100 lbs....	2.60	5.50	White, per lb. ....	.08¾-.13 .17¼-.21
			Colored, per lb. ....	.05-.07¼ .10½-.16½

WILL PRICES EVER GO BACK

Continued from page 150

one's own vegetables, but also from the standpoint of the money involved.

The Carpenter Gets More—and Pays More

In line with other mechanics, the carpenter has fared very well in the matter of increased remuneration for his services. But many of the tools he buys are considerably higher in price, too, so whether he is really better off is a point this article will not discuss. A few of the lines, however, in which the carpenter would be interested are: Rules, No. 52, which sold to the retailer four years ago at \$3.70 are now \$7.05 per dozen. No. 61, formerly \$1.55, have advanced to \$2.40; No. 68 has gone from \$1.20 to \$2.20; No. 84 from \$3.35 to \$6.10; No. 66½ from \$3.05 to \$5.85; No. 66¼ from \$3.50 to \$6.90. Planes have also advanced materially. No. 9½ block going from 84c to \$3.70 each; No. 3 smooth from \$1.70 to \$3.30; No. 4 from \$1.85 to \$3.60; No. 5 from \$2.10 to \$4.10; No. 27 from \$1.40 to \$2.75; No. 28 from \$1.60 to \$3.10. Try squares, No. 2 x 6 in. are now \$8.20 per dozen, they were \$3.80 in 1914; 9 in. now \$11.30 could be bought for \$5.30. Bevels No. 25 x 6 have advanced to \$5.10 from \$2.40 per dozen and 10 inch to \$6.00 from \$3.00. Auger bits which could be bought at 70 per cent. discount from list in pre-war days are selling at 47½ per cent. now.

Exceptions Are Not Numerous

The range of goods covered embraces practically every line in the hardware-man's stock, but there are one or two exceptions which might be mentioned—they are furniture polish, which still sells at \$2.00 per dozen for the 4-oz. bottles and the more expensive safety razors which with a retail value of \$5.00 are still procurable at \$3.75 each.

Pocket cutlery has shown tremendous gains and straight blade razors show substantial increases. Table cutlery has advanced and silver-plated ware is also higher. Sporting goods of practically all types have gone up, tennis racquets, baseball supplies, guns, rifles and ammunition joining the upward throng.

Outstanding Advance of Linseed Oil

During the past few months linseed oil has enjoyed almost weekly publicity in the matter of price changes. Up and down, the market has varied, but the tendency has not usually been downward as much as it has been upward. The result is that linseed oil is now being quoted at \$2.17 for raw and \$2.20 for boiled while on even dates in 1914 it could be bought at 66c and 69c per gallon respectively.

Turpentine Only Recently Changed

Although turpentine to-day is quoted at \$1.00 per gallon or 30c over the price in 1914, this advance has only been reached during the past three or four months. A very steady basis was maintained until the withdrawal of labor from the turpentine industry with a consequent falling off in production. Increased transportation costs and the question of exchange as far as Canada is concerned are factors entering into the situation here as well.

White Lead Just About Double

White lead has been higher during the war period than it is to-day, but even at that, figures reveal the fact that nearly a 100 per cent. increase is now in effect. Pure in 1914 was selling at \$8.55 per 100 pounds—to-day it is \$17.25, with indications that it may go higher.

Prepared Paints Have Followed

In view of linseed oil prices and the gains in white lead—to say nothing of the various dry colors which have gone up—it is perhaps little to be wondered at that prepared paints have reached their present high levels. First grade paints which sold at \$2.00 per gallon in quart tins prior to the war are now as high as \$4.05 in gallon tins; another line selling at \$1.45 in pre-war days is now \$3.00; still another at \$1.75 has advanced to \$3.75.

Paris Green Gains Over 300 Per Cent.

One pound packets of Paris Green could be bought for 21¼c in the "good old days"—now it costs 64½c to exterminate the same number of bugs; 50 and 100-lb. drums which could be bought at 19c per pound show an advance of over 300 per cent. in to-day's price of 61½c.

What the Table Shows

One might go on and on, enumerating the items which have been revised in price, but the table given with this article will illustrate the wide variety of goods affected by the war. The great advances are undoubtedly attributed to the war with the conditions it has brought about—however, it is quite possible many lines listed would have undergone revision to some extent even under normal conditions of supply and demand.

The Future—Higher or Lower?

To what further levels prices may go it is impossible to determine but the feeling generally prevails that higher prices will not be popular. The state of mind of the public as a whole is towards curtailing all unnecessary expenditure and continued increases will undoubtedly react in greater restrictions on buying.

Take your own case, Mr. Hardwareman, as a buyer of the necessities of life. Are you going to buy as many suits of clothes at \$60 to \$75 each (and clothing men say these prices will prevail this fall) as you did at \$30 to \$35? Are you going to discard boots which can be half-soled and give more wear when new ones cost from \$10 to \$15? Your own answer to these questions—a decided No!—will apply to a great extent to the lines you handle. Even during the past six months the careful observer will notice a change—the people are starting to kick!

Standardization Now Being Mooted

What are the effects of these objections to high prices—are manufacturers swinging along disregarding the signs of the times or have they their ears to the ground? What of standardization now being mooted—is it practicable, are steps being taken to work out some forms which will serve to stabilize the markets?

Only recently automobile tire manufacturers met and decided to cut down the

number of sizes and types to a fraction of their present basis. Manufacturers of tools of varying description are omitting the high finish from some of their goods. Manufacturers of boots are not to be allowed to buy any new lasts; the standard suit of clothes has made its appearance in the Old Country. When one considers the developments already under way and more to follow, it would certainly seem that standardization is on a fair way to being generally adopted.

Ask any manufacturer what results may be expected under concentration and volume of output—he won't tell you higher prices. Under normal conditions the tendency would be downward but to-day, labor, transportation, materials, are so uncertain that lower levels may not be reached, but then again the day of rapid advances is likely past. That many lines will go higher seems inevitable but standardization will stabilize the markets and tend to prevent undue inflation of values.

Careful Buying Now Essential

It is true that unless a merchant has the goods he can't do business. However, in practically every line the basis of cost has reached such a high level that the merchant who loads up with merchandise at to-day's figures is taking chances of a serious break which may mean disaster. There are always the panicky type in any line of business and unless all former precedents are broken, a general rush to unload high-priced stock will be in order.

Against the immediate return to pre-war values or even a reasonably quick return, many cards are stacked. Come back to labor and you will find a decidedly big factor in to-day's costs to be overcome right there. The railways will most certainly not drop their rates immediately war stops—transportation costs will be largely maintained. Another point to be borne in mind, too, is that merchants face a period from now until the end of the war of watching many lines on their shelves reach the vanishing point with no possibility of replacement. Goods for commercial or domestic use will be at a comparatively low ebb.

Peace Time Production

It is possible though that this deficiency may be overtaken in a comparatively short time. When the energies now directed towards war production are turned to peace time pursuits, the capacity of present mills may be expected to catch up with business requirements with remarkable speed. The demands will undoubtedly be heavy when conditions right themselves again but concentration on production results in volume and tends towards lower levels.

The situation following the declaration of peace will be full of uncertainty. Merchants may be expected to stop buying—those carrying high-priced stocks will endeavor to unload and breaks of a substantial nature are more than likely to follow. These are conditions which must be faced, though how close this surmise may be to the actual truth only time will tell.

Careful buying—an accumulation of

Continued on page 156



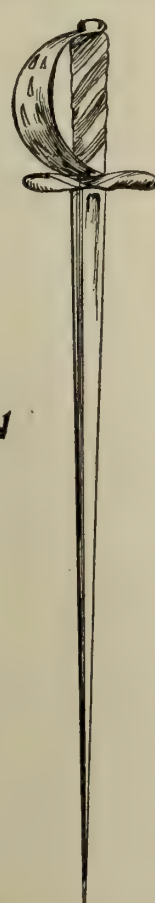
Honor Roll

The **MacLean Publishing Company Ltd.**
Publishers of

MacLean's Magazine
Farmers' Magazine
The Financial Post
Hardware and Metal
Canadian Grocer

Dry Goods Review
Men's Wear Review
Bookseller and Stationer
Canadian Machinery

Power House
Canadian Foundryman
Marine Engineering
Sanitary Engineer
Printer and Publisher



D.W.G. Davies
John Dring
Harold Fogarty
A.O. Thompson
E.W. Earle
H. Rose
M.A. Sanderson
G.E. Pearson
G.A. Mundie
Desmond Hemingway
Victor Bercot
G.I. Cook
Hector Pearson
C.W. Catlow
H.S. Jones
Geo. Aubrey
Arthur Batty
Harold Cross
A.W. Hardy
E.A. Humphries

Sidney Metcalf
F.H. Thomas
T. McGillicuddy
Gordon Bennett
Walter Pearson
Roy. Jarratt
A. Macdonald
Ernest. Madigan
L. Makepeace
Harold. Gildner
Edwin. Mackie
C. Denham
F. Black
A.W. MacIntyre
J. W. Zimmerman
C. F. Breckon
P. W. Gowans
C. Hawkins
H.L. Southall
Andrew O'Malley

EDITORIAL COMMENT

THE SMALL RETAILER

IT is refreshing to note that the results of investigations conducted by the Hardware Bureau of Business Research confirm in every detail the stand that *HARDWARE AND METAL* has taken for years regarding the outlook for the up-to-date small merchants. Many readers of this paper will recall articles which have frequently appeared pointing out the possibilities which exist for the small store, in competition with department stores and mail order houses. The report of the Bureau's investigation of the shoe trade concludes as follows:

"If the small retailer adjusts his sales force so as to secure adequate volume of sales per salesperson, and has average advantages in other respects, he can hold his own in competing with larger stores. Many of the expenses increase at least as fast as the volume of business, so that under present conditions there appears to be little reason for expecting that the retail shoe trade will pass entirely into the hands of the large stores."

There are some misinformed people in Canada, who, impressed by the apparent mammoth strides made by some Canadian department stores and mail order houses, predict the elimination of the smaller retailers. Nothing could be further from the facts. The smaller retailers with few exceptions are becoming more efficient every day and are keeping their big competitors on the run. The sales of the big mail order houses and department stores combined are exceedingly small when compared with the total sales of the smaller retailers.

SELLING FOR CASH

MANY experienced retailers owing to the uncertainties under which business is being done owing to war time conditions are finding it not only expedient but imperative to get their trade as far as possible on a cash basis. The profits of a period such as we are passing through cannot be finally calculated until the war and the time of readjustment following the war are over. Business on a cash basis is infinitely more satisfactory from the retailer's standpoint and is also beneficial to the customer in many ways. The public just now has become so used to changes in price and changed conditions that it is doubtful if retailers will have a more favorable time for many years for making the transition from a

credit to a cash basis. Once this system is even fairly well established merchants will never be willing to go back to the old ways where carrying customers means all sorts of losses and inconvenience.

LIABILITIES WILL STICK

THE Business Bulletin of La Salle Extension University properly points out that business men cannot afford to overlook the after-war effects of inflation. Liabilities will stick at what they are. The after-war shock to credit may conceivably shrink merchandise values 25 per cent. That is another reason why business is striving more toward the short-time credit or cash basis. Readers may figure out how general price changes are likely to affect them individually by a study of the following well-proved rules:

In a period of advancing prices:

Business men and debtor classes benefit.
Creditors and fixed-income classes lose.

In a period of decreasing prices:

Creditors and fixed-income classes gain.
Business men and debtor classes lose.

WAR MARKET FOR RETAILERS

THE war has greatly extended the opportunities of the retailer by making a rapid shift of buying power in different classes of people. Markets that were formerly centred to a large extent among the wealthy and the moderately well to do have veered to what were formerly termed the poorer classes. This means of course that some readjustment of selling plans is necessary. Generally speaking the educated class of working people are far more seriously affected by the cost of living than any others. This means that many women of this class are now doing their own cooking, their own washing, their own ironing and many other things. On the other hand the laboring man has more money now than ever before. He is making wages that he never would have thought it possible for him to command and can get all the work he can do. Here are two big opportunities for the retailer. The men and women of the educated working class will buy to save expenses. The working man will buy all kinds of things now for his home that he never had before.

The trade of both is worth going after and going after hard. If you can show the educated people how to buy and the workers what to buy success is yours.

OPPORTUNITY FOR RETAILERS

IN the fall fairs which are now starting and will be in progress for the next six weeks the retail hardware dealer has one of the best chances of the whole year to get in personal touch not only with all his old customers but with hundreds of prospective new ones. At a small cost he can make an attractive display at a dozen or more fairs and get into direct contact with people who are really interested in all that he has to show them. Retail firms are realizing more and more every year the distinct value the fall fair is to them and now at many of the larger shows arrange for space a year in advance so that they make sure of getting it. In this they have to compete with manufacturers who are also quick to realize the splendid opportunity the fairs offer for displaying new lines.

SUPERTAXING LUXURIES

SUPERTAXES which are now being evolved on luxuries in England may also be adopted in Canada before long if it is found that they increase the revenue to the extent the British authorities expect. The schedules as suggested so far in England appear most reasonable and are not designed in any way to create hardships upon people unable to bear them. For instance the necessities to be taxed include cigars which retail for more than eighteen cents each, men's shoes which sell for more than \$10, men's hats which sell for more than \$4.50, bicycles costing over \$75, suites of furniture retailing at more than \$250, and so on. The proposed tax is a wide one, embracing even such things as rents paid for fishing and shooting rights. There is to be no tax on medical, surgical or dental appliances. Many lines of hardware and metal goods, automobiles and auto supplies will be affected. It is recommended that the excess rate be about sixteen per cent.

THE MEASURE OF A REAL MAN

THERE have been many incidents in the great war to show that Kaiser William is not a big man in any sense of the word but an incident occurred recently which illustrates strikingly how mean and selfish he is when measured by the standards which have made the whole world acknowledge the great heartedness of a big man, Abraham Lincoln. Compare the following letters and contrast the unfeeling egoism of the Hun ruler with the broad human sympathy and understanding shown by Lincoln. It may be interesting to note also that Frau Meter, the German mother to whom the Kaiser directed his letter, has joined the street beggars in Bel-

menshors, Oldenburg, in an effort to make a living. These are the letters:

The Kaiser's Letter

"His Majesty the Kaiser hears that you have sacrificed nine sons in defence of the Fatherland in the present war. His Majesty is immensely gratified at the fact, and in recognition is pleased to send you his photograph, with frame and autograph signature."

Lincoln's Letter

"Dear Madam—I have been shown in the files of the War Department a statement of the Adjutant-General of Massachusetts that you are the mother of five sons who have died gloriously on the field of battle. I feel how weak and fruitless must be any words of mine which should attempt to beguile you from the grief of a loss so overwhelming. But I cannot refrain from tendering to you the consolation that may be found in the thanks of the Republic they died to save. I pray that our Heavenly Father may assuage the anguish of your bereavement and leave you only the cherished memory of the loved and lost, and the solemn pride that must be yours to have laid so costly a sacrifice upon the altar of freedom."

MEETING LABOR SHORTAGE

IN order to meet the ever-increasing labor shortage merchants and manufacturers all over the country are adopting methods of intensive training of unskilled workers. To some extent the regulations that are in force in France and that the British Ministry of Munitions requires for its contracts for materials are being adopted by the larger firms. They do not assume to teach a worker a whole trade in a brief time but how to master one process or one machine in a few days or weeks. This has been found a most effective means also of speeding production in many instances.

IF YOU buy as closely as possible and collect up to the minute, you may get the reputation of being close-fisted—but no one will call you a fool.

* * *

MAKE every man or woman who enters your store feel that they are welcome and that their business is appreciated and they will come again. It will pay to make an effort to become fairly well acquainted with your customers and learn their names. This of course should be done if possible without apparently direct questioning.

* * *

A MEETING of the Executive of the Ontario Retail Hardware and Stove Dealers' Association will be held in Toronto on Labor Day to discuss arrangements for the next annual meeting. Suggestions that will make the convention better are always acceptable and hardware men all over the country are urged to bear this in mind and do any thing they can to help the good work along.

Running Spring Ads in August

Criticism of Some Ads That Have Appeared Recently—Suggestions as to What is Essential in Getting Greatest "Pull" Out of Copy You Prepare For the Public

If you owned a valuable business corner in the heart of the shopping district in any good city or town you would consider it foolish and wasteful, would you not, to put a one-story, badly-built, rickety old wooden shack on it? Did you ever stop to think that your advertising space is in one way just like real estate. It can be made or spoiled by the word buildings which occupy it. Obviously, then, it is bad business to fill your valuable main corner in your home paper with poor copy. Yet it is remarkable how often this is done. A careful checking up of some of the advertising done by hardware firms throughout the Dominion shows some astonishingly poor ads, ads that are badly worded, poorly constructed, often weeks out of season and very often badly arranged.

Imagine a retailer paying good money to tell people at the end of August that he is fully equipped to handle the spring trade. Yet that is exactly what a couple of firms have done recently. The rest of the advertisements were from an advertising standpoint almost as bad. No mention was made in any part of the ads of any special lines the firms were pushing. Not a price of any kind was given and there was not one line that would reasonably be expected to induce anybody to visit the stores.

Loss Is Serious

Imagine ads like these, and fair sized ads at that, occupying the main or prominent positions in the papers published in the towns where these firms are located. If these firms continue to follow out this policy they will either be out of business entirely or will be trying to sell people ice cream freezers by the time snow shovels are needed, and it is twenty-five below zero in February. The thing would be laughable if it wasn't serious. Those firms are not only losing money that they pay the papers; they are losing splendid chances to boost their business and they are losing prestige.

Contrast this kind of wasted effort with the cleverly planned, snappily worded, up-to-the-minute, reasonable ad of the live wire, wide awake hardware man, who realizes just how valuable his space in the paper is and the unlimited and far-reaching possibilities it holds for business. There are certain principles of advertising always exemplified in the copy turned out by the firms who are getting the business which distinguish their ads at a glance from the poor or commonplace advertisements.

Good hardware ads nearly always contain the price of the goods that are offered. This is an important consideration. The buyer wants to know what a thing is going to cost him and it is good business to let him know. Once the price is set in his mind there's no more

uncertainty about it. Not giving him this information makes him dissatisfied very often and in many cases either loses him altogether as a customer or causes a lot of unnecessary bargaining. If you notice, the mail order firms, institutions which have to prepare reading matter that will draw people to buy goods that they have never seen, always mention the price.

Good Cuts Valuable

Another point is that good advertisers nearly always illustrate the goods they are featuring by well arranged cuts. These not only liven up the advertisement but give the purchaser a definite mind picture of what he is likely to get. This is very valuable, especially if the line that is offered is a new one embodying improvements that make it essentially more valuable or convenient than goods formerly on the market.

Ads such as the above secure still further punch by the clear and forceful description of the articles that are offered. If you notice the general summary given in the first part is always particularly effective, every word being calculated to have its full weight on the mind of the reader and give him a mental picture that will make him want the article. In addition practically all the general information that is needed by the buyer about the goods is given to him and presented in such a manner that he is anxious to get to the store and see the articles.

Business Boosters

Such advertisements are invariably business boosters by reason of their forcefulness and broad appeal. Accuracy should be an essential feature of an ad. The reader should get an exact idea of what is offered, what it will do and the impression also that the goods are backed by manufacturers and dealers whose word is a guarantee.

Occasionally but not often one finds a well worded, and well illustrated advertisement in which poor type is used. This produces an unfavorable impression and any newspaper or other publication that spoils an ad in this way works an injustice to the advertiser.

The majority of hardwaremen know what they want to say in their advertising. They do not always, however, know the most forceful way of saying it or of arranging their ads so that they will be full of "pull." One of the best ways is to follow the models of successful firms whose ads appeal to you. When you see an ad that stands out and hits you in the eye as soon as you pick up the paper, clip it out and put it by for future use. A little study of this kind will result most profitably. Another way is to get in touch with someone who

knows the advertising business and just what is needed. Any plan that will expand your business in this way is money well spent.

DEALERS SHOULD BOOST FALL PAINTING

(Continued from page 148.)

whit less than it was five years ago; in fact the need is greater.

The need for conservation of property values exists to a much greater extent than it ever has before in the history of the nation. If paint by its protection and preservation can lessen the necessity for replacement till the nation can become adjusted to more normal conditions, then why should we retard any effort to extend its greater use by such movements as "fall painting," "more paint," "clean up and paint up," etc.?

Canadian people can use vastly greater quantities of paints and varnishes on their homes and other property than they have ever done before. It only needs more intensive co-operative advertising and selling on the part of everyone interested in the trade to bring about greater consumption. Last but not least the undoubted economic, social and sanitary benefits of paint, together with the bettering of living conditions will bring undoubted national, communal as well as individual advantages which we all can profit in.

Fall painting alone cannot bring this all about, but it can be made to contribute immensely to the bettering of both social, economic and business conditions.

WILL PRICES EVER GO BACK?

Continued from page 152

reserve capital against the day when declines may come and losses may have to be met—and freedom from panicky sentiments are safe channels for every merchant to sail along.

The day when war was declared presented a far darker outlook than the day when peace on Allied terms will be consummated. The merchant who has prepared for the days of peace should not be in as uncertain a position as he was when, without warning, war was declared.

Will prices ever go back? Draw your own conclusions.

HUGE ORDERS PLACED

The United States Ordnance Department has placed orders with Landers, Frary & Clark, of New Britain, Conn., for 500,000 bayonets and 2,000,000 army mess knives. The price for the knives, 10¢ cents, is the lowest ever paid.

ADVANCE IN BURLAPS

Latest cables from Dundee state that the demand for burlaps is active but sellers are awaiting announcement of increased maximum prices and trade is checked. Jute is firmer, now quoted at a basis of £51. 10s. for good firsts. Large specifications are expected shortly for jute goods supplies.

How to Develop Furnace Boot

Problem of Rectangle to Round Sheet Metal Boot Described and Illustrated — Sizes Given by Enquirer Much Larger Than Those Generally Used in Furnace Work

By Thomas Stansfield.

A READER asks how a rectangle to round boot pattern must be developed. Sizes given are: 24 inches high, 24 inches diameter, with rectangle 32 inches by 14.

The first step to take is to draw a plan and side elevation as shown in Figs. 1 and 2, and divide the circle into four parts. Then divide two of these parts into six equal parts each as described by 1, 2, 3, 4, 5, 6 and 7. It will be seen that the rectangle is marked A B C D. From point A draw a number of lines to 2 3 4 5 6 and 7, and from B to 1 2 3 4 5 6 and 7. It will be seen that points B 4 and 3 are in direct line with each other, so that the one line will suffice.

Now turn to Fig. 3 and draw a vertical line E F with line G at right angles. Next mark off the height of boot as shown in Fig. 2 at H J on vertical line and the distance will be given between points F and E. Turn again to Fig. 1 and place compass point at B, and open to point 1. Transfer this

measurement to line F G in Fig. 3 by drawing an arc as shown at G 1. Again place compass at B in Fig. 1 and open to B 2, transfer this measurement to Fig. 3 on line F G and repeat until all the measurements have been used from B.

Now turn to Fig. 4 and draw lines K L M, repeating in the same order all the previous operations by placing compass at point A and opening same to 1 2 3 4 5 6 7 in turn and transferring each measurement until Fig. 4 is completed. All the details have now been procured that are necessary to commence with the developing of the actual pattern.

First draw a horizontal line as at N O with line N P at right angles to same. Let the distance between points N and O be equal to half the length of the rectangle, which in this case would be 16 inches. The length of the vertical line N P should be 24 inches, being the length corresponding with the height of the boot. See H J in Fig. 1. Turn again to Fig. 3 and draw a num-

ber of slant lines from E to 1 2 3, etc., until all the points are formed at E. It will be seen that lines 3 and 4 are the same as 6 and 5. Now, place the compass point at E and open up to 1, transferring same to Fig. 5 by placing point at O, and drawing a small arc. Next, place the compass point at P and making an arc cutting the one just made, procuring the measurement for this short arc from any of the small measurements shown in half circle at Fig. 1, 1, 2, or 2, 3. It will be seen that by repeating these operations until all the measurements described in Fig. 3 to Fig. 5, at the stretchout line have been procured. Now connect all these points from P 1 to 7, with point O.

We will now turn to Fig. 1 and place compass point at A, opening same up to B. Then transferring this measurement by placing compass point at O in Fig. 5 and drawing a small arc as at R.

It is now necessary to turn to Fig. 4 and connect point K with 1, 2, 3, etc.,

Continued on page 161

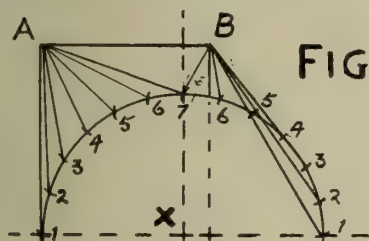


FIG 1.

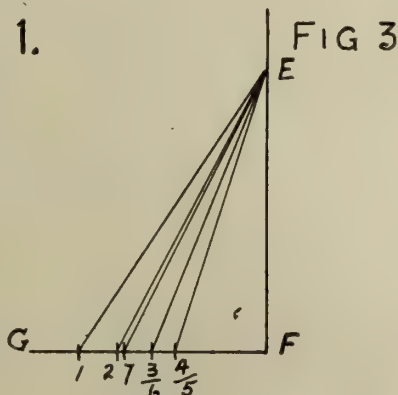


FIG 3.

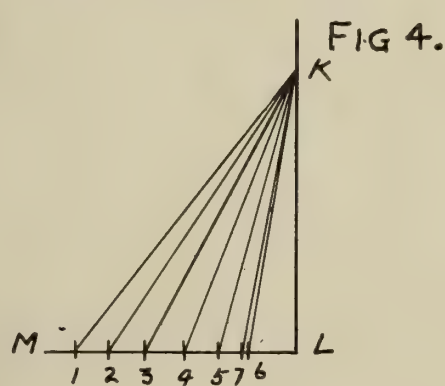


FIG 4.

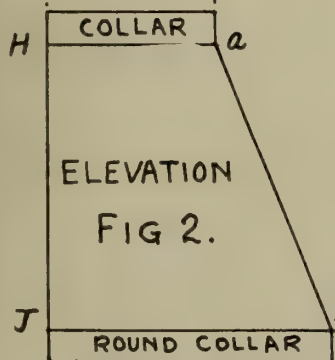


FIG 2.

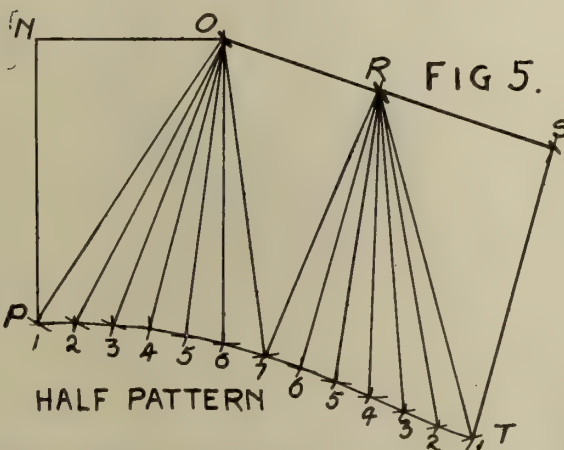


FIG 5.

SHOWING HOW
PATTERN FOR
RECTANGLE TO
ROUND BOOT IS
DEVELOPED.
HALF PATTERN
ONLY IS SHOWN
IN FIG 5.

How to Write Classy Fall Show Cards

Written by R. T. D. Edwards.

Many Ideas That Can be Worked Up Into Attractive Designs and Will "Pull" Business—A Good House Paint Card For Retail Hardware Window or For the Interior of a Store

BY way of a change this month we are deviating from our usual run of show card lesson. In nearly every previous show card lesson we have stuck to a hard and fast rule of giving a completed alphabet, showing all the necessary strokes and the direction in which to make them.

This was, of course, to give the learner full instructions so that he could not go wrong in practice work, but we feel that even though he or she be a beginner we can explain the following lesson so thoroughly that all who are interested in show-card writing will derive a great deal of benefit in their work.

Variety of Lettering

You will notice upon scanning the illustrated cards that we have not kept to one style of lettering as in previous lessons, but used a style which was particularly adapted to the general design of the card on which it was used. So you will see a very careful study is required to master each of these styles of lettering.

The two illustrated cards are adapted to the hardware business and give you two designs to work up which are especially adapted for present day needs. These are only two of many ideas that can be worked up into attractive show cards.

You can take any of the popular magazines which use designs extensively in their advertising and you can get hundreds of ideas from which can be made attractive show cards. The best of it is when the card is completed one cannot tell where the idea came from. In fact you can so change them around that they look quite original.

It is hardly likely that any person even he saw the designs from which they are taken, would see a resemblance.

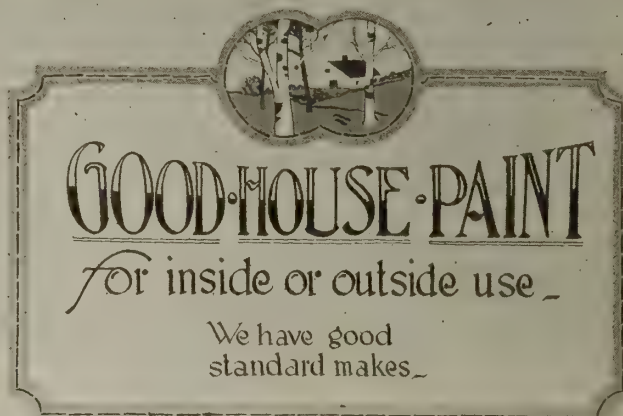
Can Be Done Easily

There is one thing that we want to impress upon our readers and that is that none of this work was executed in our art department and there is none of it you cannot do yourself.

First of all, before starting to work, get all the necessary tools and materials.

Round writing pen nibs used in ordinary pen holders are the main tools. The largest single stroke lettering requires a No. 2 nib, and the smaller lettering No. 2 and 3. Smaller nibs, No. 4, 5 and 6 are used for the fine part of the drawings. These can be bought for ten cents a dozen at art supply stores. The only other tools you need is a couple of brushes, sizes 5 and 7, to do the color work.

The ink for pen use is black water-

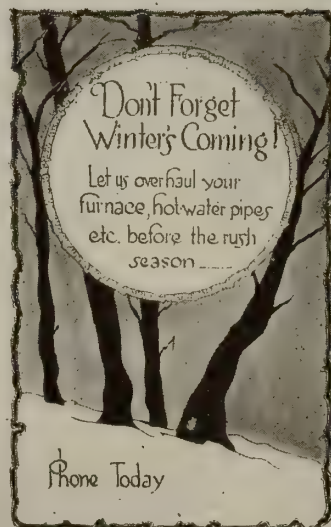


proof. The brush color used is a show card color or mixed from show card color.

The cards are all half-sheet size (14x22 inches) and a good white, coated surface. One card is written portrait or upright and the "House Paint" card is of landscape shape.

Good For Windows

Card No. 1 or the "Good House Paint" card is a splendid one to use in a hardware window or interior of store.



It is a card that when properly executed in attractive colorings demands attention and is bound to result in added paint business.

First of all the general color scheme and layout of the card attracts attention. Once the attention of the prospective customer is held the card is bound to be read.

The design at the top is of a rural fall scene. In the background are two birch trees which are fast shedding their leaves. Behind them are two more trees silhouetted against the sky. The house in the distance has a black roof with black doors and windows.

The sky is of a fall gray and the ground is of a greenish brown tinge mixed from solid opaque color and applied with the small No. 5 brush.

The color on the birch trees is black with light orange on the white. This same orange color is used to paint the sides and end of the house, which idea carries out the "House Paint" feeling of the card.

Of course, if you even saw a house painted this shade it would look freakish but on a show card it is something to catch the eye.

The border of this card is a narrow broken line of black made with a small pen. The double on both sides of the black line is buff color and applied with the No. 7 brush.

The large lettering was first made outline with a No. 3 pen, and afterwards filled in half way up as shown.

The second line was made with a No. 2 pen and the bottom lines with a No. 3.

(Continued on page 161.)

Hun Frightfulness Applied to Business

How Germany Plans to Force the Whole World to Trade With Her — Secret Plans Circulated Among Industrial Leaders Are Full of Sinister Significance, Especially to the Allies

An amazing set of secret plans which Germany had prepared to control the trade of the whole world was recently discovered by special American investigators and the only copy which is known to exist in America was sent from Europe and is now in the hands of the United States Government. Its acquisition and safe transmission to Washington necessitated much skilful manœuvring. The book bore the harmless title of "The Future of German Industrial Exports." It was prepared by S. Herzog, and was circulated extensively among the industrial leaders of the German Empire.

HOW Germany intended to apply her policies of force and frightfulness to business with the object of obtaining complete control of the trade of the world provided she won the war is told in detail in a book which has been given a very widespread circulation in the German industrial world. The treatise is by Herr S. Herzog and he handles his subject and formulates his plans with the same cold bloodedness and disregard for the rights of others which have made Kultur and its methods despised by all civilized peoples. He discusses Germany's proposed onslaught on allied commerce with the same brutal frankness that von Bernhardt in his book told the world what Germany planned to do with her "incomparable army." The plans of Herr Herzog are just as full of sinister significance to the Allies as the utterances of von Bernhardt. Bernhardt's book was not taken seriously by a world which believed that war was impossible. In view of what has happened in the last four years it may be that the plans of Herr Herzog which were to be adopted for making Germany commercially supreme may receive more attention.

Plans Are Ruthless

Herzog's schemes are not a particle less ruthless in regard to commercial war than were the bloodthirsty devastation of civilization by the sword, foretold by von Bernhardt and fulfilled scores of times in Belgium, and France and Russia. Herzog's book shows to just what extent Germany plans to go. It is the handwriting on the wall and of intense interest to every business man in the allied nations. Germany's war attacks found her antagonists unprepared in spite of warnings. Germany's trade attacks will probably find the whole arrayed, not only prepared but ready to meet them with an energy that will mean defeat for the Hun.

Herzog's book flatly states that the Germans contemplate a commercial battle for final world supremacy fought out according to the approved German fashion on foreign soil. The German

idea of dominating, which regards devastation, looting, outrage, in short, any means of getting there as legitimate in military combat fully sanctions similar methods as justifiable in a trade war. Embargoes, rebates, dumping systems, boycotts, espionage, strike agitations, etc., are all held to be quite in accord with the needs of completing German's economic conquest.

Must Be Met

All this is made unmistakably clear in Herr Herzog's plans. His book shows that the genius of the Hun for painstaking preparation and attention to detail of exhaustive organization and complete national mobilization has been brought to bear upon this trade war problem. Germany's plans cannot be dismissed. They must be met.

Herr Herzog calmly tells German industrial leaders that "the commercial treaties of the future will be written in blood." Many of them he believes will be dictated upon the battlefields. Many such he points out, referring especially to the Allied countries, are to stipulate that Germany must have "an unlimited opportunity to acquire the sites needed for winning raw materials and also unlimited rights to get them out by German enterprises." The treaties thus

dictated he says must preclude any restrictions and Governments of the countries affected should only be permitted to exercise rights of requisitioning materials they need only with the consent of the proper German officials. "To guarantee the fulfilment of these demands," he writes, "certain pledges must be given."

Protecting Germany

He says further: "Provision must be made in advance that foreign officials employ all the force at their command against the originators, promoters, and participants in boycotting movements which injure our export trade. In all such cases the German Government has a right to be consulted and to share in deciding the measures of opposition."

"We must see that stolen rights of ownership (in German patents) are restored to their former owners unimpaired, that full compensation is made for the financial loss incurred up to the time the property is restored and that a priority right in hostile countries is assured to the German patents awarded during the war. Treaties must also make certain that special statutory measures make occurrences of this sort impossible again."

"Minimum" Demands

Selecting only a few of the many points which suggest themselves to him regarding the "minimum" demands of treaties he says: "It must be expected that German technical skill will be excluded from supplying our present enemies. Such a condition as this would be insufferable. It must be prevented from arising. The commercial treaty must stipulate that German shippers are eligible wherever foreign material and foreign workmanship are patronized at all. It must be absolutely impossible for manufacturers from countries now allied against Germany to enjoy under any form or pretext whatsoever a preference in competing for State work. But no confidence can be placed upon paper concessions alone. On the basis of statistical data we must specify the proportion in which German products have to be included in official consignments from foreign countries. Purchases according to this proportion must be guaranteed by the State which is a party to the treaty."

Has an Answer

Foreseeing that the demands that he plans may be regarded as sheer effrontery by many nations, this arbiter of the world's trade says further: "To those who may regard our demands as an attempted intrusion the answer should be given that the patience of Germany before the war was stretched further than was really well. It was exercised only



to keep peace. We have gained nothing by generously yielding a point time after time, instead of insisting on our rights. Now it must be a matter of figures and be put down in black and white. The duty of the guarantors will be to see that the pledged security goes unforfeited because the guarantee is fulfilled."

Germany's generosity to the conquered is still further shown in a clause that "all German Governmental or commercial agencies established in any country to oversee and enforce 'minimum' demands must remain unhampered and tax-free."

Keeping Them Hidden

A book like Herzog's provides ample evidence why all the German chancellors insist absolutely that German peace terms must remain a secret. If the rest of Germany's demands are anything like her commercial arrangements they would stir the world to such a state of fury that no nation would want to negotiate with them on any basis. They really constitute no menace of commercial slavery for the reason that as they are all closely related to military and are to be enforced by the bayonet, if the Germans can enforce them, they can enforce anything because they will own the earth.

But in this coming commercial warfare the German preparation provides an alternative plan of operations which leaves no conceivable trick or contingency out of its calculations. They plan to maintain industries whose output will be absolutely indispensable to foreign customers. "Unsurpassable goods of protective industries," Herr Herzog calls them. The German Government is to keep a monopoly of these by every means fair or foul, by leniency or oppression. With these products as a club, a wide open market for all German exports is to be assured in every quarter of the globe, and in hostile markets especially Herzog freely admits that "German export trade must enter hatred as a liability." To meet this German plan of

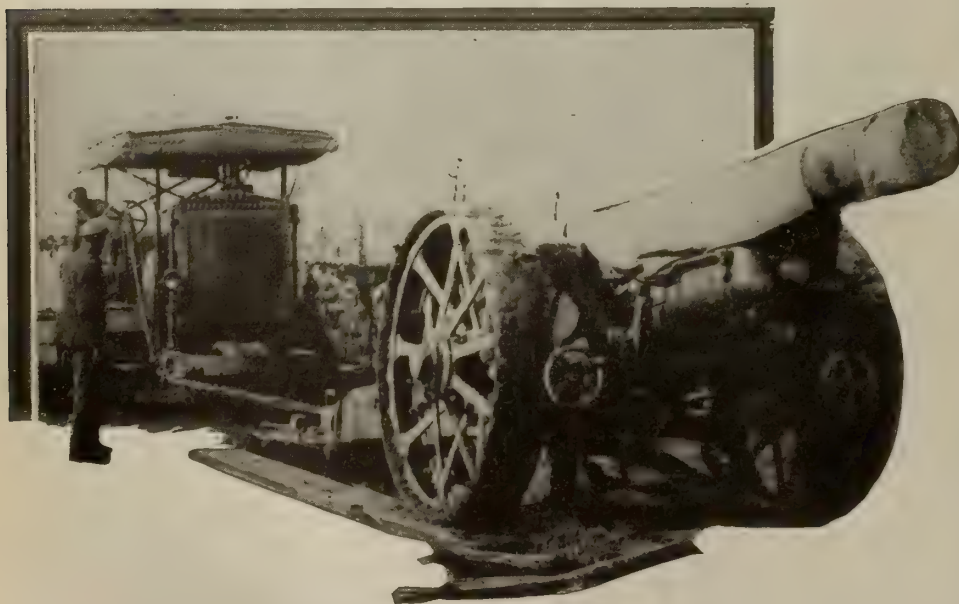


British sailors bringing a captured German submarine into port.

conquest Herzog declares that German houses are to open their campaign through neutral countries. The German "make up" is to be discarded for an American or English masquerade. Great stress is laid upon the necessity of the German agents not only speaking and writing English, but in disguising themselves as "natives."

Foundation of Offensive

The foundation of the offensive is to be a Bureau of Trade Statistics. Every German abroad whether ambassador, paid spy, drummer, traveller, professor or workman is to be enrolled in this service. He must report regularly and accurately on what German products are normally or ought normally to be taken by every country. The general staff is then to decide what action must be taken. The heart of the plan is that all industry and every German citizen is to be under military control. Every individual German, no matter where he is, will be under orders from Berlin and is to act as a spy and Government agent. Everything is to be reported. The Germans are to have inside information on



One of the big guns which the British and French are using so effectively to keep the Hun retreating

all that their competitors are doing and the rest of the world is to know nothing about what Germany is planning. Having got all this information the general staff is to prepare for invasion by mobilizing under five great organizations the entire commercial strength of the country. This will create an army of manufacturers, miners, bankers, etc., commanded by the heads of the trades and the state officials and controlled by the Government. It is to be the business of this "union" to see to it that "indispensable industries" are made indispensable and then to conduct the warfare based thereon. In order to make these industries indispensable, every business in the Empire will be called upon to contribute to a "guarantee" fund. This fund will be as large as is needed and will be used for all purposes necessary in carrying out the campaign. The details of this are all worked out to the limit. German firms are to obtain priority supplies of raw materials, on a par with government war orders. The workmen in these plants are to "enlist for life as in an army and under no circumstances are they to be allowed to strike or halt production. "If need be, their pay is to be made higher than that of other workers. Capital in all these concerns is of course limited to German control. The "union" will determine all such matters as freight rates, export premiums and so on.

Same Old Theories

The same old theories that actuated Germany in bringing on the present war namely, that the German people cannot lose, is behind the commercial war. It is presumed that the "indispensable" industries of Germany will utterly rout all foreign competition and thus compel all foreign nations to purchase the output of German factories. On this assumption enormous profits for the Germans are already figured.

The plans include "weapons of protection" for making sure that no German trade secrets are ever allowed to leak out. Herr Herzog says that "all persons who are employed in industries of protective value must be entered in special lists by the body controlling the manufacturing processes. These persons must be subject to state organization similar to that of the army. Without permission of this organization no emigration of persons on the list can take place. They are subject to special rules for the safeguarding of manufacturing secrets and methods. Military tribunals of course are to have the final authority over the transfer of all shares in these

industries and in all changes of ownership. "The exclusion of foreigners is important in all cases," Herr Herzog says.

A system such as Herr Herzog has devised and which no doubt hundreds of German industrial leaders believe can be put into effect would place Germany in a position such as her people have been taught to dream about for years. The Fatherland would be supreme. However, some recent events indicate that certain nations whose trade was to have been cut to pieces for the benefit of German organizations hope to have a little say in what is to be done regarding world trade in the future. The information that is contained in Herr Herzog's book will likely be given world wide publicity and is not such as to make the Allies or any other nations look with any more favor upon Germany than they would be inclined to after the experiences they have had with the military party.

HOW TO WRITE CLASSY FALL SHOW CARDS

Continued from page 158.

A Great Mistake

There is a prevalent habit among beginners to use the same size pen for all the work on a card. This is a great mistake. Don't try to make a wide pen do the work of a small pen.

Card No. 2 shows another hardware card. Here is a card that can be used to good effect right away. The winter scene which the card shows reminds the customer that it won't be long before the snow is here and will, in all probability, hold their attention long enough to read the wording on the card. This is what is wanted and even if no immediate business results as soon as the furnace or hot-water pipe needs attention this card will immediately bring your store to mind and business must assuredly result. This is a practical but inexpensive form of advertising.

Practically all this card is the work of the pen. The idea for this was gleaned from a small illustration used on a Xmas card but changed around so that you would not recognize it.

Black and White

It is entirely black and white except the sky which is colored in with bluish-grey mixed from show card colors. The border around this card is in keeping with the drawing. First draw the two outside lines, then draw the heavier ir-

regular line in between the lighter ones. Do the circular border in the centre the same only instead of using a heavy centre line make a stippled effect with the point of the pen.

The general design of this card need not be kept to the hardware business alone. In the winter season it can be used almost in any line which is suitable for winter needs. For instance, it could be used on any kind of winter sellers, sporting goods, etc.

One thing we wish to say about all these cards is that there are no "paste-ons" used. All are drawings and can be produced by you if you will only take time.

HOW TO DEVELOP FURNACE BOOT

Continued from page 157

by drawing the slant lines shown, and repeating the operations by transferring all the measurements as has been done from Fig. 3 except that the measurements must be transferred in the order shown following from 7 to 6, 5, 4, etc.

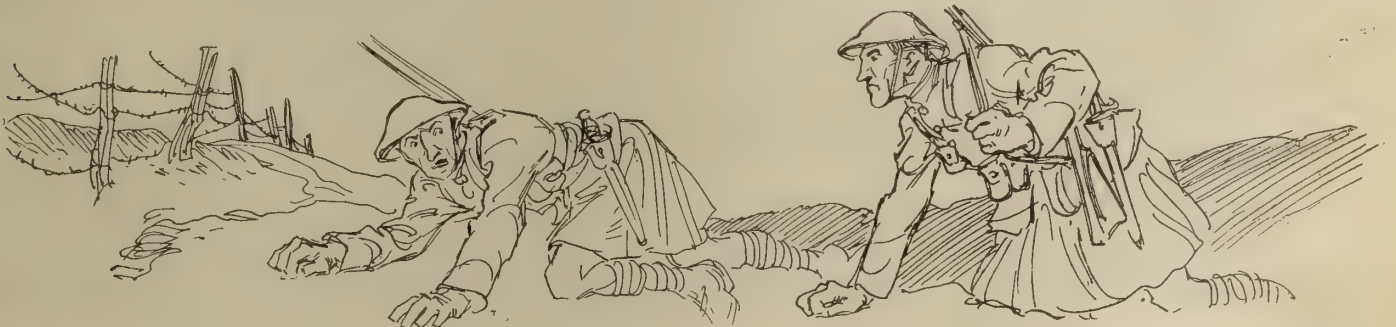
Having cut all the arcs again, connect points 7, 6, 5, 4, 3, 2, 1 to R; next, draw an arc from R to S the distance being the same as from N to O. To determine the distance between S and T 1, place the compass at A and open to B in Fig. 2, this being the true length of the metal at the slant height of the boot. It will be seen that the distance between O R, Fig. 5, is equal to H, a, Fig. 2, and that R S and N O equals the half of front and back of rectangle portion shown at A C and D B in Fig. 1. The curved line P T in Fig. 5 equals the true length of half the round end.

By turning the half pattern over at N P and allowing for seam at S T the seam will come at front of boot.

KEEP YOUR TEMPER

Keep your temper, gentle sir,
Writes the manufacturer,
Though your goods are overdue
For a month, or maybe two,
We can't help it, please don't swear,
Labor's scarce and needles rare,
Can't get pig iron, lead or brass,
These are facts—'tis true, alas!
Harry's drafted, so is Bill,
All our work is now up-hill,
So your order, we're afraid,
May be still a bit delayed.
Still you'll get it, don't be vexed,
Baybe this month, maybe next;
Keep on hoping, don't say die,
You will get it by and by.

—Courtesy Chas. Miller & Son Co.



What Others Have Found Out

Experiences of Retailers May Help You Solve Some of Your Problems—How One Man Overcame Indifference of Clerks—Speeding Up Collections—Letters That Help Get Business

Why Phone Orders Fell Off

A LARGE firm which took great numbers of telephone orders for supplies, was puzzled why business suddenly fell off. The young woman in charge of the telephone order department had married and another had taken her place. Was there any connection?

A few experiments were made, different members of the firm attempting to telephone in orders themselves. This is what they found.

The answer almost invariably was to an inquiry as to price. "I'll find out," and away the order-taker would hurry to one department or the other to get prices. It not only took a long time to give an order, but it was difficult to get the wire.

The solution of the situation was to have price lists of regular sellers made out for the order-taker and to have each department head change or correct any prices each morning, the telephone operator being instructed to post herself so as to save delay. She was given plainly to understand that if she could not take care of the business unhesitatingly, she would have to give place to some one else. The girl soon declared that her work was a pleasure where before it had been a drudgery.—Exchange.

Ask Your Price And Get It

WHEN a prospective purchaser is floundering in a sea of doubt or is tossed upon a billow of resistance; when he has pulled against the strong current of your enthusiasm until exhausted without effect; or is going down for the third time into the depths of conviction—he can always reach out and grasp that straw labeled "Your price is too high."

That's one of the handiest objections in the buyer's whole category of pets. The average buyer keeps the price argument on his shelf in the front row and well dusted, and usually hands it out to every salesman who comes along at some time during their interview. It is an argument which should always be anticipated by the salesman so, in case it is advanced in good faith, he can meet it squarely and effectively, or if advanced for some ulterior motive, not take it too seriously.—Exchange.

Letters Which Pull

"I NOTICED that sometimes it took two or three letters from my own office to get the specific information I desired on some simple point," said a dealer. "Then I began to wonder if other people had as much trouble in finding my correspondence ambiguous and wide of the mark.

"I found that in some cases I was to blame in that I had not made my inquiry definite and my sentences short and clear-cut. From that moment on I took pains that every business letter going out from my office should be unmistakable in meaning. In answering letters I was particular also that they were real answers, for I was not long in discovering that much of our correspondence, both going and coming, was inefficient in that it had been dictated without carefully looking up facts or what had been said in the last communication.

If a letter is worth writing at all, it is worth giving sufficient attention that it actually takes the place of a brief, personal interview, and to bring that result about, the one who writes the letter must be just as certain of what has been said before as though the conversation had just taken

place. All too many business letters are merely bluffs which fool no one but the writer himself.—Ex.

Collections Speeded Up

MONEY came in so slowly that there was difficulty meeting the current monthly bills, and as our customers were good, we didn't wish to antagonize them by frequent duns.

After examining our bookkeeping method carefully, we found that partly through carelessness and partly through other demands upon her time, the bookkeeper did not keep her accounts posted to date, and so was always late getting out her monthly statements. These did not get into the mails until from the fifth to the tenth of the month, and the returns were very slow.

We argued that most people take care of accounts which come in somewhat in the order of their arrival, or according to their special urgency, so we rearranged matters to the end that the bookkeeper got her bills into the mail either the evening of the last day of the month or the first day of the new month. It made at least a fifty per cent. difference in collections.—Ex.

An Expensive Habit

A RETAIL firm, which enjoyed an excellent location and the advantage of having been established many years, found that in spite of a big stock and carefully prepared advertising, they were losing out. The proprietor decided to take his nephew into business with him, thinking that the introduction of young blood might save the situation.

The young man who happened to be a university graduate of pleasing and happy manner, was much distressed to note the indifference of clerks to would-be patrons. Many times people went out unserved or looked hurriedly, made a small purchase, and departed. Some of the employees had been in the business so long they resented criticism. He took pains to give his views on the proper service to customers to each man individually, directing his talk along particular rather than general lines. When he felt necessary to criticize he did so, but he always commended equally the strong points of the individual's service. In less than one month the selling atmosphere of that store changed, and in one year business reacted to the sunshine of attention and the situation was saved.—Ex.

Willing or Grudging Service

A DEALER long established, discovered that he was losing business to a competitor recently located near him. He knew his own stock was more complete and his service of the best. He determined to find the root of the trouble.

For some weeks our merchant continued to be puzzled, then one evening as he read his paper he stumbled upon the real cause of the trouble. His competitor said in his advertisement:

"Estimates cheerfully furnished upon request and satisfaction guaranteed." It suddenly flashed over the reader that perhaps similar service was grudgingly or indifferently rendered in his own establishment because of a sense of security of their prestige. He found this was so, and instructed his store force in business building talks, to the end that he saw business which he had been losing slowly swing back to him.—Ex.

Current Events in Photograph

THE TANK GARAGE

Out on the Western Front the Tank is almost as familiar an object as is the automobile at home. Here is a photo of a gathering of various breeds of these modern monsters, being washed down just as though it were a peaceable Ford. On the left is seen one of the larger varieties of tanks, while on the right is one of the whippet tanks the grey hounds of the tank world, that are reputed to be able to turn faster than a man. These are the tanks that have played such an important part in the recent advances.



Put Your Business on a Cash Basis

Retailers All Over the Country Have an Opportunity Right Now
For Eliminating Credit That They Will
Never Have Again

AFTER September 1 this firm will do business only on a cash basis." Signs like this are appearing in stores all over the country and the general opinion of business men is that it is a move in the right direction. The man who accumulates debts he cannot easily pay will never pay them and over-extension of credit and loose and easy going methods of collection have been directly responsible for losses in the retail business that run into millions. If people understand that they have got to pay cash they will do it. It is largely a matter of education. When some retailers said they were going to start early closing people said it couldn't be done and that the firms would go out of business. The firms went ahead with their plans and now they have been copied throughout the Dominion. People say retailers cannot do business on a strictly cash business. There is nothing to prevent it. If people become educated to paying cash for everything they buy they can and will do it and the retailer and the manufacturer will benefit.

Grocers Take Lead

To give credit where it is due the grocers of the country have done more, perhaps, to make the "strictly cash" idea effective in Canada this year than any other retailers. They are unanimously of the opinion that the results have been most successful and they are spread-

ing it on every hand. Why should the grocer have a monopoly of a good thing? The hardware dealer is just as much entitled to eliminate the worry and annoyance of carrying book accounts and get cash in exchange for his merchandise as the grocer. It is an ideal business condition and well worth going after.

Some of the grocers and other retailers in order to put the cash system into effect with too much of a jolt went at it gradually. They explained to customers that they would make them a special discount if they paid cash. They told the buyer that by paying cash to their jobbers they got a discount and if the buyer was willing to pay cash to them he could get a discount too. Once the idea got started the grocers say it is surprising how it got around among the buying public that they could save money by paying cash. Persistent book customers got the habit of digging down into their pockets and began realizing just what a saving it meant to them to pay cash.

Valuable Customers

A cash customer is nearly always more valuable to a dealer than one who wants credit. The man who has his purchases charged and then lets the account stand for sixty days, or perhaps a good deal longer, is simply borrowing your capital without wanting to pay you any

interest. That is purely and simply what it amounts to.

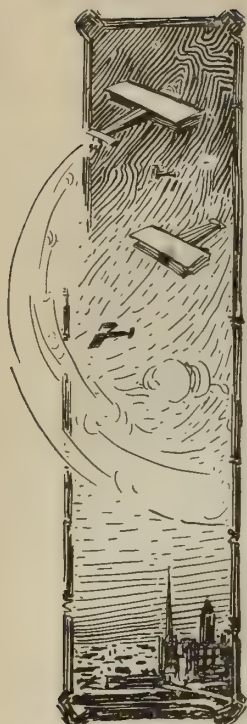
Sixteen merchants in one town made an agreement recently to all work on a cash basis. They refused absolutely to charge goods unless the customer was willing to give a negotiable note, payable in six months at seven per cent. It was stipulated that the notes were to be given on the date of the first sale and that no note for less than ten dollars would be accepted. To customers not wishing to do business on this basis they have a spot cash price that is attractive. It is generally agreed that the plan is working well and that it will work better as the time goes along.

Tries Card Plan

In another town a hardware man has been trying out a card plan. He had some cards printed with his name and address in the centre and a blank space left for the customer's name and address and the date. On the edges of the card were printed amounts from ten cents to \$10. On the back of the card was the following: "This card when punched out represents cash purchases of \$10. We will redeem it and give without cost merchandise to the value of 50 cents or apply it as a payment of fifty cents on any purchase."

A card was given to each customer who came in and paid cash and a record of the customer's name and address kept. This provides the dealer with a good live mailing list of cash buyers. He says the cards are increasing all the time and are not only saving him a lot of work but bringing to his store new customers who want to take advantage of his plan and get the best price in town.

(Continued on page 171.)



Military Camp

Puts the "Buz" in Business

WHAT does opportunity do for a community? It turned the farmers of this one, for a time, into carpenters, buyers of carpenters' tools. It broke it of the bad habit of expecting to-morrow's business to be the twin of to-day's. It brought there the two inseparable Ps—pep and prosperity. This is the story of what opportunity meant for Beamsville, Ont. What has it meant to your town? Stop and think!

when the authorities, after a good deal of peregrinating around, discovered that the fields just east of the village were just designed for a flying field; that the heights to the rear were an ideal location for hospital and mess buildings; and that there was Lake Ontario only a mile away—an ideal spot for gunnery practice, by reason of the fact that there isn't much of the "going down to the sea in ships" in vogue in this locality, and hence a very limited chance of damaging any of the goers.

These at least were some of the reasons why, when the decision had to be made as to where to locate the Aerial Gunnery School, the lot fell on Beamsville.

Now Beamsville might have lived and died as one of the prosperous little communities in the Niagara fruit belt with-

out anyone being much the wiser; but when you make it the clearing house for all "Bird Men" of Canada—their last school of training before they leave for the great adventure overseas—you have made that name something that is liable to stick in the memory. That is Beamsville as it is to-day.

Then Work All Winter

Out east of the town the old grey stone mansion is the home of the Imperial Munitions Board, who have been working like beavers all Winter long to get this camp in shape. All winter long there were crowds of working men levelling the ground for the runways, building great hangars for the multitude of machines that were later to call Beamsville home, and the wilderness of buildings to house the coming influx of the guardians and masters of these machines. Seven hundred men are a sizable number to locate in these days, and when the call went out for carpenters and mechanics there was no thought of looking askance at the adaptable farmer who, as a general handy man, presented himself for a job.

Farmers Fatten Bank Roll

Fruit has been more or less sparse for the past few years, and the farmer, with idle winter months ahead of him, was glad enough to seize the opportunity to turn out with his team and make a good honest seven dollars a day, or to purchase a hammer and saw and so transform himself into a carpenter. They are handy chaps those fruit farmers, and save for the shiny looks of their new hammers you would hardly have taken them for amateurs. It was a god-send for the community to have this work dropping down out of a clear sky to fill in the tedium of the winter months and to fatten up a bank account that had developed a lean and hungry look during the past couple of years of short crops. It was a god-send, too, for the Imperial Munitions Board to find workers near at hand; so all winter long the masquerading farmers and workers from outside—some

IN the days before the war the passing traveller in the big touring car might have gazed with languid interest at the big grey house at the edge of the village of Beamsville, but it is a fairly safe surmise that his interest wasn't very long lived, and that Beamsville itself did not linger very brightly in his memory. If he started from the Hamilton direction he would be through the town and pretty well out in the open fields again before he noted the grey stone mansion and the canning factory, and so probably he just made a mental note that there was another town passed and let it go at that.

Beamsville was that sort of a place before the war. It didn't thrust itself on your attention in any way. It was just one of those towns found everywhere in Ontario, composed mainly of one long street without any very striking characteristics—not even a Carnegie Library. It was a good town right in the heart of the Niagara fruit belt, but when the people from there wanted any little incident in their lives they went to Grimsby Beach, three miles away on the lake; or if a more extensive line of excitement was required they took the trolley for Hamilton.

Beamsville did not generate much excitement of itself. It was a good steady going town, with a good farming trade about it, and a brisk summer fruit business.

Gunnery School Established

The people of the neighborhood were comfortably well to do, and the merchants of the town were exactly like the people. That's the sort of place Beamsville was till about last fall



seven hundred of them—worked away to make the Beamsville camp a thing in being.

The Moral Is Here

Perhaps having gone this far in our narrative the reader may be curious to know just what bearing all this has upon the hardware business. From a general standpoint then it points one of the morals of these present days, that circumstances have changed from the lazy commonplace days of before the war. Conditions are arising in many communities that are bringing opportunity to the very doorstep of many merchants. Beamsville is just used as a case in point, a sleepy little town galvanized into activity by war business. Why Beamsvilles dot the country from end to end, and every one of them spells opportunity for the wide awake merchant.

Just to get down to actual particulars for instance. Here in Beamsville in the days before military activity drew it to the public attention the hardware merchant in the town could tell pretty well to a nail just how many kegs the townfolk and the farm trade surrounding the town would require. It was a good safe business, uneventful to be sure for the two hardwaremen of the town. Any way you looked at it it was as settled as a man thirty years married. Then out of a clear sky, almost came the decision to make Beamsville the scene of an aviation musketry school. That meant a time of great activity. A great camp had to spring into being between the late fall and the early spring. It was a large building program that entailed a heavy demand on a vast number of the lines handled by the hardwareman. Of course the great bulk of these were secured by the Canadian Munitions Board on large contracts. Even so there was a substantial residue that flowing into the hands of the local hardwaremen made the winter's business a thing of joy. Here it was a line of hinges that had run out of stock before the job was quite complete, meaning the sale of a dozen or so hinges by the local man, or a few boxes of screws or an odd keg or two of nail. It is comparatively easy to run out of things like that, and it doesn't pay to keep a line of six-dollar-a-day men waiting while representations are made to headquarters for further supplies. "In this way," said J. S. McArthur, in speaking of the winter's business to a **HARDWARE AND METAL** representative, "in little odds and ends there piled up a business that when you came to total it up, was a far heavier item than you would have imagined."

Outfitting the Amateur Carpenter

There was another item, however, that Mr. McArthur referred to as a still more important source of revenue. It has been referred to earlier in this article—the outfitting of workers. When it is necessary to gather 700 workers in these days it is a matter of some anxiety as to just where they will come from. Therefore when there was a general influx of carpenters, for they were the



workers most in demand, there was no tendency to look askance at the husky chap who certainly must have been carpentering on the roof during the whole summer to judge by the bronzed appearance of his face. They were taken on without a murmur and the pasture fences of the vicinity just had to get along without much attention that winter. The farmer migrated to town and became a carpenter. That's the other source of business referred to—carpenters' tools. You see the old rusty saw that had been in use for fifteen years

or so patching up "mooley's" stall didn't give a fellow much of a professional air when he went to the grey stone house at the edge of the village to convince those in charge that he was a carpenter. So there was a new saw to be procured, rules, squares, hammers and other things ad infinitum; the list grew with the growing dexterity of the workers, and when it is remembered that there were some 700 men employed during the winter, and that a good proportion of these were amateur carpenters from the district it is not hard to see that this item of business too was one well worth considering.

Buyers Coming and Going

All this brought an unusual degree of prosperity to the town, starting long months before the camp had become anything but a wilderness of scantlings. Now with the summer months has come the influx of men in uniform that has changed the entire character of the quiet little town. Everywhere overhead is heard the hum of racing wings. There are some fifty aeroplanes at the camp, and there is probably an average of twelve hundred men always in attendance on these machines. It is a community always in flux—cadets coming for their two or three weeks of final training, then off again to make room for others. But always there are a thousand or more men about, and where that condition prevails there is bound to be an active business.

One merchant of the town stated with reference to the winter months that never in his business life had he seen so many \$20 and \$50 bills. With money in their pockets men spend lavishly.

In that general prosperity the hardwaremen shared. They got their own little pickings from the constantly changing stream of mechanics and cadets too, knives, razors, shaving materials and similar appurtenances were in perfectly riotous demand, and with the ever changing stream there was no cessation of the business. They profited in this way, and they profited more than all in the better conditions that had been engendered in the whole community by the fact that there was money being spent in the vicinity, and that the winter time instead of being a time when the farmer sort of lived on his own fat was a time when he was making more money than some of them had ever known that there was in the world before.

What of the Future?

As to the future. Well, as regards to that no one seems to know. What is to be the future of many of these industries that have resulted from war conditions? At the best it is only possible to make a guess. But there is no particular reason to worry about the future till the present becomes a little more uncertain, and it is far from that in Beamsville. The camp has been put on a permanent basis, and that means that all the year round there will be cadets in training. It is even hinted that after the war the camp will be maintained as part of the regular

Continued on page 169

EVENTS IN THE TRADE

Business Changes

Montreal.—The assets of Joseph Deschalets, hardware, have been sold.

Montreal.—A bailiff's sale of the property of Alfred Desjardins, hardware, will be held on August 26.

Waterdown, Ont.—J. Kitching & Son, hardware and undertakers, have disposed of their hardware business.

Sarnia, Ont.—A winding-up order has been asked for the Sarnia Metal Products Co., Ltd., and H. S. Stewart named interim liquidator.

Personals

George A. Simpson, sales manager, Steel Company of Canada, Ltd., is spending a holiday at Royal Muskoka Hotel, Lake Rosseau, Muskoka, Ont.

C. G. Knott, Steel Company of Canada, Toronto, is spending a few days' holidays in the north country.

J. H. Webber, of the Steel Company of Canada, Toronto, is holidaying. Mr. Webber is taking the boat trip to Montreal, and expects to spend some time among the Thousand Islands.

F. G. Funston, buyer for the Kennedy Hardware Co., Toronto, is holidaying. He has gone on a motor trip through New York State and will be away about ten days.

N. F. Culverhouse, manager Roofers' Supply Co., Toronto, leaves this weekend on a few days' trip through the steel and iron districts of the United States. Mr. Culverhouse will visit Pittsburg, Buffalo, Washington, Philadelphia and New York to secure firsthand information on conditions surrounding the steel and iron industries.

Capt. E. Arnold Adams, son of Lt.-Col. M. Adams, Picton, Ont., has been seriously wounded in the ankle. Col. Adams is a member of the hardware firm of Adams and VanDusen, going overseas in command of the 155th Battalion and later reverting in rank to get to France, where he now is on service.

Obituary

The death occurred at Ottawa of William Strachan, hardware merchant. He had been in business there for several years.

The death occurred at his home in Wallaceburg on August 13 of Will C. Power, sales manager of the Wallaceburg Brass and Iron Mfg. Co., Ltd.

Lt. Alexander Trees Is Seriously Wounded

Lieut. Alexander G. Trees, while serving with the 2nd Canadian Mounted Rifles, was seriously wounded in the left thigh during the recent big drive made by the Canadians. Prior to enlisting in the spring of 1916, he was a director in



Lt. Alexander Trees of the firm of Samuel Trees & Co., Ltd., Toronto, who was seriously wounded while taking part in the recent big drive made by the Canadian troops.

the firm of Samuel Trees & Co., Ltd., saddlery hardware, 42 Wellington St. E., Toronto. He is now in the British Red Cross Hospital, Le Treport, France. His brother, Lieut. C. F. Trees, is also serving in the same battalion.

Trade Notes

The Hop Mott Co. Ltd., 92 King St. W., Hamilton, has made arrangements for the distribution in Canada of the "Granger" evaporator manufactured by the Grange Sales Association of Philadelphia.

The E. I. du Pont de Nemours Co. of Wilmington, Delaware, is offering prizes of \$500 for photographs that will increase the interest in Du Pont products. The competition is limited to the following subjects: agricultural uses of explosives, industrial uses of explosives, fabrikoid leather substitute, painting, trap shooting and hunting and miscel-

laneous uses of du Pont products. The contest closes September 1.

At a meeting of the shareholders of the Ontario Portland Cement Co., held in Brantford, it was decided to go into voluntary liquidation. It is expected that from the assets of the company the shareholders will receive \$25 per share, which may be increased when the business of the company is finally wound up. The assets consist of cash in bank, plant at Blue Lake, limestone property at Beechville and miscellaneous materials and equipment.

The Ontario Portland Cement Company was organized in 1900 by the late W. G. Elliott, and operations were commenced at Blue Lake in 1904. A new company will have to be formed.

Montreal News

Mr. Moody of the Alpha Chemical Co. of Kitchener, Ont., was in Montreal during the week.

George Crump, Vancouver, buyer for the Hudson's Bay Company, was in Montreal this week.

J. H. Bodell, Calgary, and Mr. Hughes of Winnipeg, buyers for the Hudson's Bay Company, were Montreal visitors recently.

W. S. Fallis, new managing director of the Sherwin-Williams Co. of Canada with head offices in Montreal, has arrived in the city.

J. A. St. Germain, Delorimier Avenue, has been appointed Montreal and Ottawa representative for the Enterprise Foundry Co. of Sackville, N.B.

Walter H. Cottingham, president of the Sherwin-Williams Company with head offices at Cleveland, Ohio, was in Montreal this week visiting the Canadian headquarters.

The many friends of J. N. McCuaig, formerly city representative for A. C. Leslie and Co., wholesale metals, Montreal, will regret to learn that he has been wounded, somewhere in France.

Country Club House For Auto Association

The Montreal Automobile Association is planning to secure a country club house for its members. This will be located in a desirable spot and will front on one of the nearby lakes and have a driveway right through the ample grounds.

The Association is taking much interest in assisting the charitable and benevolent institutions of Montreal.

Plans are being completed for bringing the nurses and children of the Montreal School for Crippled Children back from their camp at St. Sophie in the Laurentian Mountains on August 29.

Metal Shingle Factory Badly Damaged By Fire

The factory of the Metal Shingle and Siding Co. at Montreal was damaged by fire to the extent of \$150,000 on August 15. Manager A. K. Cameron stated to **HARDWARE AND METAL** that the total damage would be approximately \$150,000. This is partially, but not all, covered by insurance. The machinery not totally destroyed was so damaged that repairs will be necessary, and this entails a considerable delay and will mean some loss, for the replacements cannot be secured readily.

"We may have to fill some orders from our stocks at either Preston or Toronto," said Mr. Cameron. "There was some damage to the stocks of iron we carried and these may have to be retreated, in part."

Pipe and Wire Mills Getting in Supplies

Many Canadian firms have turned to good advantage the privilege extended by the American War Industries Board in allowing American pipe and wire mills to ship as much steel in August as the monthly average shipped during the first half of the year. The Canadian firms are hoping that this privilege may be extended also to September and October. If it is it will help them materially in obtaining supplies that are in many cases badly needed. No word has yet been received regarding the War Board's program in this respect for the future.

Import Restrictions Placed on Shellac

The American War Trade Board has by a new ruling placed shellac, button lac, seed lac, garnet lac, and keerie or refuse lac on the list of restricted imports. All outstanding licenses for the importation of these commodities have been revoked as to ocean shipments and hereafter no licenses for their importation will be issued except such as will cover the following:

- (1) Shipments from Canada or Mexico by other than ocean transportation.
- (2) Shipments from Calcutta between the 1st day of October, 1918, and the 31st day of March, 1919, inclusive, of a total of not to exceed 5,000 tons.
- (3) Shipments on vessels of the United States Navy of quantities for military or naval use.

JAPAN WANTS STEEL

It is learned that definite inquiries have been made in the steel market for 25,000 tires for railroad cars and 10,000 tires for locomotives for shipment to Japan. The inquiries appear to be so urgent that it is expected orders will be placed shortly.

Shortening of Hours in U.S. Retail Stores May Have Effect in Canada

THE innovation by the John Wanamaker store in Philadelphia of a six and a half hour shopping day, with the stores open from 10 a.m. to 4.30 p.m. only in order that fuel may be conserved, that street car rush hours may be relieved for the swifter carrying of many munition workers who crowd the thoroughfares at the earlier and later periods of the day points to something important in the fuel situation across the border. The question arises: How may this affect Canada and Canadian business?

A Voluntary Move

While the initial step of curtailing shopping hours in Philadelphia was made by the Wanamaker store on August 9 with the announcement that the departure was a voluntary one, and taken on the store's own initiative as a patriotic measure, the announcements of another firm next day indicated that an order by the United States Fuel Controller made

the step imperative in the case of the second store at all events.

Closer Coal Conservation

Evidently the necessity for coal conservation is still more insistent, and naturally the conclusion to be reached is that Canadian retail business may be expected to show some spirit of meeting the situation as the United States stores are evidently doing.

Leading Executives Silent

Interview on the subject by **HARDWARE AND METAL**, the chief executives of such large retail concerns as the Robert Simpson Company and the T. Eaton Company, Toronto, maintained firmly the attitude of silence and non-concern with affairs of this sort in the States, and particularly with any voluntary curtailments of business hours by large concerns in a similar line of business in Canada.

SHORTAGE OF MATERIALS MAY GREATLY LIMIT OUTPUT OF STOVES

AT a meeting of stove manufacturers held in Toronto on Wednesday, the question of supplies featured the discussion. It would appear that unless more iron and steel is secured many firms will have difficulty in taking care of the orders they now have on hand. There is also a considerable shortage of sheet steel and this may grow worse. The situation in regard to sheet steel is that the supplies have been allowed to go almost entirely to the allies and China, Japan and South American countries have been getting almost nothing. They are complaining, and complaining loudly, and in order to add force to their protests declare that unless sheet metal is forthcoming they will withhold supplies of nitrates and other products which they export in large quantities.

The adjustment of this problem is now in progress at Washington and the stove manufacturers believe that it will be necessary in order to get the nitrates and other supplies needed to send some of the already too small sheet steel output to the countries which are almost without any. Another trouble that the stove manufacturers report is that owing to men going into the army and munitions plants the labor situation is such that they cannot begin to manufacture anything like the number of stoves they would ordinarily.

"It looks to me," said one manufacturer to **HARDWARE AND METAL**, "as if dealers will do well if they get all the stoves they need. Indications are that the stove output will be limited for some time."

ALL RECORDS SMASHED THIS YEAR IN SALE OF INSECTICIDES

"MAKERS of insecticides have done the biggest business in their history," said a Canadian manufacturer to **HARDWARE AND METAL**. "The usually large number of war gardens is responsible for this to a large extent. In addition the necessity of protecting vegetables and fruits as well as trees from pests of all kinds is becoming more widely recognized. Spraying, the government experts tell us, will result in an increased yield of 50 per cent. on fruit trees. If they are properly treated the leaf on which the fruit depends largely

for nourishment is kept from destruction and the fruit is not only more plentiful but more matured. The yield will be governed by the condition of the trees generally.

"Millions of dollars are lost annually in Canada alone simply because spraying is not done as it should and might be. Already a good deal of booking is being done for next year. This is a good line for the hardware man to push, and next year should see a great movement through recognized hardware dealers everywhere."

Outlook for Paint Trade Never Brighter

Walter H. Cottingham, President of Sherwin-Williams Co., Optimistic Regarding Prospects For 1919—Many Difficulties Have Been Overcome—Paint Business is Rapidly Becoming Specialized

THAT the present is an age of specialized business in so far as this paint is concerned, was definitely outlined by Walter H. Cottingham, president of the Sherwin-Williams Company, to **HARDWARE AND METAL** this week. Mr. Cottingham has been visiting the Canadian plant at Montreal and is optimistic regarding the immediate future.

"This is the time when the resourceful man gets ahead and leaves the other fellow behind," he said. "It is a time when the selling of paint has become specialized, and if the situation is viewed from this standpoint there is much 'hat the dealer can do to improve his position and sell new lines that are being produced.

Chance for Hardwaremen

"Take the matter of insecticides, for instance. These have been selling in very large quantities everywhere, and this is brought about through the great need for conservation and intensified production. The governments are making every effort to get the most out of the fruit and other crops, and to attain this end a very large amount of insecticides are being used. This is a new line for the hardware man and he ought to be handling it. The dealer who has enterprise and takes hold of new lines such as this will make progress and secure a good return."

Reasons for Optimism

"As far as this company is concerned we lay our plans one year in advance. Thus, for the season ahead we have now made estimates and formulated plans covering the period ending a year hence. All matters are weighed carefully and our managers make a survey of the situation in their territory and on the basis of these reports our policies are determined.

"The difficulties have been many, but we have been able to produce substitutes which are meeting the demand and serving their purpose well. It has been a problem to secure all the material needed but we have been giving the whole matter attention well in advance.

"The forward policy of this company is being continued in all departments and we are going ahead on the same basis as before. There has been a large increase in the volume of business and this applies as well to the trade in Australia and in England."

Container Question

"What will the solution of the tinsplate situation be? Mr. Cottingham was asked.

"This has been a great problem but we are able to say that it will be met all right," he said. "We now have pro-

duced a container that is satisfactory. This will consist of a fibre body and a tin bottom and end. We have been making exhaustive tests and find it will be all right. Realizing such difficulties as this, the matter of producing a substitute was taken up long ago."

The new container will be made in two sizes at present to conform with the tin conservation policy outlined some months ago. At first half pint and quart cans will be made. Eventually other sizes will be used and the container is said to be strong enough to permit of its being made in gallon sizes. The new container is patented and will be made of several thicknesses of paper or fibre treated specially before being used.

Resourcefulness Demanded

Mr. Cottingham was very sure that the present is an opportune time for the man who is really resourceful. The conditions which have made old methods of doing business unworkable have produced the need for ingenuity in various ways and the result has brought out of a man his best. This is a day of real opportunity in many ways, notwithstanding the difficulties.

Labor and Material

"While prices are high indeed, this has been brought about by the advancing costs in every direction," said Mr. Cottingham. There is not an item which has not advanced very greatly. Aside from the difficulty of getting labor employees are asking more now for their services. Raw materials have not only advanced a great deal but they are hard to secure. Such items as postage and stationery, as well as other office supplies have advanced a great deal and run into a large amount in the aggregate.

"Transportation, too, has been a serious problem, but it is fine to observe the manner in which the American people are meeting the needs of the time in this respect.

American War Spirit

"You may tell your readers that the United States is in this war in very earnest," said Mr. Cottingham. "There is no doubt about their co-operating to the full extent of all their great resources. When we remember that from 250,000 to 300,000 soldiers are going overseas every month some estimate of their work being done by the United States may be understood."

The outlook which Mr. Cottingham has for the coming season is one of great optimism, and if the average business man will follow his business closely and

avail himself of the advantages at his command there is every reason why he should make real progress, he says.

Hardwaremen to Meet At Autumn Show

Applications for space at the National Exposition of trucks, tractors and auto equipment to be held on the Municipal Pier at Chicago from September 14 to 21, have broken all records, and the show promises to prove the greatest war-time exhibition in the history of the world. Last year's show was held at the famous Coliseum. It would take three or four Coliseums to house the 1918 exposition. The Municipal Pier, being the largest exhibition place in America, is the only building large enough to accommodate an event of such magnitude as the truck, tractor, and accessory exposition has already attained.

The entire northern section of the pier — a floor space half a mile long and about seventy-five feet wide, without a single obstructing pillar—has been reserved for display spaces.

The great auditorium, which seats 4,000, has been reserved for the meetings of hardware men the first two days of the week.

GLIDDEN MERCHANTS SALES CONVENTION

An interesting convention was held in Cleveland, Ohio, last week by the Merchants sales department of the Glidden Co., with headquarters at the Statler Hotel. The business meetings were held at the large assembly room in the company's plant and the seventy-five or more salesmen from all over the country were given three days of very interesting and profitable instruction, particularly in the new branches of the company's work.

John McGregor of the Eagle Picher Lead Co. delivered an illustrated address on lead pigments. John H. Pine of the Muralo Co. addressed the meeting on kalsomine, and Messrs. A. D. Joyce, E. F. Rosenberg and O. A. Hasse made admirable informal talks, in which they explained the company's new products and new methods.

Ample time was given to rest and recreation, including a swimming carnival in the tank of the Cleveland Athletic Club, a banquet at the Statler Hotel, and an afternoon at the ball game.

Victory Loan Advertising Policy is Open to Criticism

THE Government of Canada has set aside the sum of approximately a quarter million to be spent this fall in advertising the Victory Loan and it is clearly the duty of the Government to see that this quite considerable sum of money is spent to the best advantage. Unfortunately the plan devised for handling the money is open to serious criticism, says Financial Post, and it is therefore not impossible that there will be grave mistakes made.

The Finance Minister has handed, or purposes handing, the sum in question over to the Canadian Press Association, vesting full power in that organization to spend the money in the purchase of space in Canadian publications as it sees fit.

The Wrong Way

Would any business firm adopt this policy in connection with their advertising appropriation? Publicity is needed to make the forthcoming Victory Loan a success and the Government goes to the publishers of the country who alone can supply the publicity and tells them that there is a certain sum available and they are to supply any service in return for it that they see fit. This way of doing things is wrong to the extent of being ridiculous. The Canadian Press Association has affirmed the fallacy of this principle by refusing to allow any advertising agency to hold an interest in any publication with whom the agency would be placing business.

Is Not Justified

Even if the publishers were certain to expend the money to the best possible advantage, the principle would still be wrong and the Government would not be justified in adopting it. But unfortunately there is a very grave possibility that the C.P.A. committee will, from the very nature of its composition, be unable to expend the money as judiciously and impartially as is necessary. The C.P.A. is composed of many classes of publishers—publishers of daily newspapers, weekly newspapers, magazines, trade papers, farm papers, financial papers, religious papers.

Each Has Field

Each kind of publication has a field all its own and a usefulness of its own. The interests of one group sometimes run contrary to the interests of other groups. No committee of the C.P.A. could be so formed that an absolute equilibrium would be established between the various groups. Each man on the C.P.A. committee that handles the spending of this money will be, in the final analysis, a representative of his own group. He will be consciously or unconsciously favorable to his own group if only because he knows the functions and the value of the papers that compose it.

Interested Parties

For instance, a weekly newspaper publisher knows the value of the weekly but he does not understand as well the place and function of the religious paper. The point we desire to make is that the men who will compose the committee are interested parties. In any case, it is totally and morally wrong to let men who are going to benefit personally handle the distribution of public funds. The publishers of the country are being made both the buyer and the seller—a condition that all experience of the past has proven to be totally and fatally bad.

It is not, after all, a case of necessity that has caused the government to make this arrangement. The publishers are not the only ones to whom to turn for expert advice. There is already the Dominion Publicity Committee, made up of prominent business men, which is nominally in charge of all matters pertaining to the publicity end of the forthcoming campaign.

Are Well Fitted

The spending of the money set aside for space in Canadian publications could have been delegated to this association or a committee thereof made up of men who have studied space buying. There are many advertising campaigns undertaken in Canada that run into sums of money as great or almost as great as the government purposes to spend, and the men who direct these campaigns—experienced business men and advertising experts as they are—are clearly the best-fitted to handle the expenditure of the country's money. They are better fitted than the publishers themselves for many reasons, the most important of which are that they could be depended upon to show absolutely impartiality and because they come most closely in touch with a very important phase of advertising—results. Such a board could be formed, and, with this alternative, the government has no excuse for the course followed.

Should Be Fixed

It comes down to this, that when a big slice of public money is to be expended, the matter of responsibility should be clearly fixed. It should be first the responsibility of Sir Thomas White himself, and he should so organize the spending of it that he could vouch for the proper expenditure of every cent. From him the responsibility might descend to the shoulders of E. R. Wood, the head of the Dominion organization, and finally be vested in such a committee as we have suggested. Only in this way could Sir Thomas White be sure that the money the people of Canada had entrusted to him would be carefully and efficiently spent.

The slipshod scheme which has been resorted to, of giving the money to the interested parties and letting them do their best or their worst, should be rescinded at once and the more business-like method adopted.

Sir Thomas is burdened with a multitude of cares, and it is easy to understand why he has acceded to the suggestion that he dispose of this matter by handing it over to the C. P. A. He should, however, give consideration at once to the reasons against this arrangement. A careful study of the matter will convince him that in the best interests of the country he should wipe out this arrangement and see that a more business-like plan be devised.

PUTS THE "BUZ" IN BUSINESS

(Continued from page 165.)

military equipment of the country. That is in the future. But in the present the camp is a fact with its thousand or more inhabitants. Moreover, the building activities that through the winter required the attention of some 700 men are, it is understood, to be resumed, as it has become necessary to increase the accommodation for men and machines, and to enlarge and perfect the gunnery equipment. The golden days are still in sight.

SMALL TOOL MAKING UNDER GOV'T CONTROL

An order recently issued by the British Minister of Munitions directs that, until further notice, no person shall manufacture any small tool as hereinafter defined, or any part thereof, except under and in accordance with the terms of a license issued under the authority of the minister of munitions.

Every person engaged in the manufacture of small tools shall make such returns with regard to his business as shall from time to time be required by or under the authority of the minister of munitions. For the purposes of the order the expression "small tools" shall mean all 'or any engineers' or machinists' small tools and shall include the following:

Abrasive wheels, adjustable clamps, auger bits, band saws, boring heads, calipers, chasers, chucks, circular saws, dial gauges, dies and die stocks, die heads, drills, drill sleeves and sockets, emery-wheel dressers, expanding mandrels, expansion bits, files, furniture and dovetail bits, gauges, hacksaw blades, hand and breast drills, hand grinders, hide hammers, lathe carriers, lathe dogs, lathe hammers, machine vises, measuring tapes and rules of all description (including verniers), micrometers, milling cutters, pipe cutters, pipe vises, pipe wrenches, pliers, punches, reamers, screwing tackle, (i. e., chasers, dies and stocks, taps and thread milling cutters), swage shapers, tapping attachments, taps, tap wrenches, tool holders, tube expanders, and wood-boring bits.

THE CLERKS DEPARTMENT

METHODS OF H. P. DAVISON AND OTHER FINANCE KINGS

Initial Steps and the Turning Points in the Careers of America's Mightiest Men of Business Indicate Straight Paths to Success.

Not only learning the duties of the man above him but also teaching his own duties to the man below him meant speedy promotion every time to H. P. Davison. Readers of *HARDWARE AND METAL* need no reminder that H. P. Davidson is one of the very ablest and most successful of all our international bankers, one of the most forceful partners J. P. Morgan & Co. have ever had.

There were other qualities of course in the make-up of the young man who has risen so steadily to his present position of great financial responsibility. The story of his experience in breaking into New York as a mere boy is interestingly told by B. C. Forbes in *The Wall Street Journal*.

Davison, when a mere lad, realizing that there was no great scope for his talents in his little native town of Troy, Pa., came direct to New York and trudged the streets looking for a job.

Couldn't Find a Job

He was a little fellow, he had no influential friends, times were dull and he could not find any kind of an opening. Through a relative he was given the choice of going into a store or into a bank, at Bridgeport, Conn., as a messenger boy. He sensed that the bank would probably offer a larger field. Instead of doing merely the assigned duties of office and messenger boy, he arrived at the bank very early every morning, did every little duty that could possibly be done ahead of time so that when business began he was able to find time to learn something of the duties of the clerk ahead of him, and contrived always to have leisure to render all sorts of little services to the others in the bank. His promotion inevitably was rapid. But what was his system?

Moving Up a Step

"Most men," Mr. Davison once said to me, "are willing enough to learn the duties of the fellow ahead of them, but are not so willing to teach their duties to the fellow below them. My method then and always has been, first, to teach someone how to do my work and then, after that, to try to learn the duties of the man above me. In this way whenever changes were being considered I could be moved up without causing any disorganization, because I not only could step into the other job, but had someone ready and able to fill my shoes."

How He Broke Into New York

How Davison broke into New York—and it was literally a case of having to break into the city—also illustrates the qualities of originality and determination which I have said early marked the careers of most of those who became national figures in the business world. Learning from the newspapers that a new banking institution was to be opened in New York and knowing that one of his own bank's directors was a friend of one of the men active in the new venture, he secured a letter of introduction, jumped on the train after his Bridgeport bank closed, presented his letter, and boldly declared he wanted to be made paying teller of the new metropolitan institution.

Happy, But Without His End Gained

His reception was most cordial and considerate, and he went out quite happy—but without the job, the idea of making an utterly unknown, out-of-town youth paying teller of a city institution having, naturally, failed to appeal to the executive. But back Davison went the next afternoon, pleaded his cause afresh and, with a little more insistence, was again kindly treated—but went out unengaged. The third afternoon he returned, asked for the official, was told he had gone home, found out the home address, went there, but was told the banker was upstairs busily dressing to fill a dinner engagement. The young man from the country calmly said he would sit down and wait. When the banker spied him he burst out laughing—the nerve, the perseverance, the self-confidence of the youth appealed to him. Also, the young man had in his two previous interviews displayed qualities and knowledge far above the mediocre.

Refused to be Turned Down

Undismayed, Davison thus opened the conversation: "I know I am the man you want for paying teller. I can help you. I feel embarrassed at having to say this myself, but there is no one to say it for me. Give me the position and I will try to see that you will never regret it."

His persistency, his sincerity, his initiative, his intense earnestness won. Davison simply refused to be rebuffed, refused to be turned down. Mind you, he was not bluffing. He had studied the principles and the practice of banking most assiduously. He felt convinced he could fill the job successfully. He also had conceived certain ideas for the building up of the new institution. He had that in mind when he said, "I can help you." And, of course, Davison did—so much so that while still in his early thirties he was president of the Liberty

National Bank. He attracted, by his intelligently-directed ability, the notice of the veteran George F. Baker, head of the powerful First National Bank, became his vice-president, and while there was spotted by the dean of the banking profession, the late J. P. Morgan, and at forty became a member of the House

Another Similar Career

There is another power in the business world whose rise came through methods somewhat similar to those of H. P. Davison. That man is Colman Du Pont. He, like Davison, did not follow the normal track. He thought out for himself the best way of getting ahead, the way that appealed most to him, and then proceeded to let nothing stand in the way of his pursuing it.

Colman du Pont has now the controlling interest in the Equitable Life Assurance Society, owner of the Equitable Life building, former upbuilder of the du Pont powder works, and more recently in the public eye as purchaser of the Waldorf-Astoria and other famous hotels.

Is An Engineer

Although given scientific training as an engineer at the Massachusetts Institute of Technology, and although possessing enough family influence to get a flying start in his profession, he elected to start as a day laborer in a southern coal mine in which his family was interested. He began as a mule driver, did all sorts of unskilled labor, then worked in the blacksmith's shop, swung a pick with the rest of the miners, and by degrees rose to be general manager. Having shared the lot of the miners, he lost no time in building for them model houses to displace the shanties in which they lived.

But he began to feel that he would like to tackle bigger things than the coal industry offered; his investigations developed that the highest-paid man in the coal industry down South then received \$5,000 a year.

Had Enough to Retire at Thirty-Five

Up he went to Johnstown, Pa., where a friend was interested in street railways. Here, also, he learned the business from the bottom up, saved a little money, started to become interested in small traction projects in other places, and before he was half through his thirties he had made his fortune and decided to retire. Of course, he couldn't stay idle. The spirit of initiative, of enterprise, of daring was too strong in him.

Things not having gone well at the du Pont powder works at Wilmington, he took hold there, combined a score of small subsidiary and other concerns into one big combination, built up the business amazingly and, having got it running smoothly and very profitably, he sold out for a score of millions or so shortly after the European war began. Even then he could not remain idle.

"I must always be building something," he told me. Recently he has built and made a notable success of the greatest office building in the world and has

addressed himself to developing multifarious enterprises.

From Apprentice to Bank President

George M. Reynolds, head of Chicago's largest bank, the Continental & Commercial National, was apprenticed to a village store by his farmer father, but feeling instinctively that this was not his sphere, he induced his father to allow him to return to farm work. By and by he got into a local bank, and astounded a few people by getting there long before the doors opened for business and doing such jobs as sweeping the street crossings in front of the bank, polishing all the brass work, cleaning the windows, etc. This was perhaps less unusual than another thing he did: out of his meagre pocket money, he subscribed for more than half a dozen of the principal daily newspapers in different sections of the country and read and digested them so thoroughly that he became familiar with conditions and with the names of the prominent people in most of the large cities and towns.

Worked Both Brawn and Brain

While still a stripling, he was asked one day by an out-of-town brick manufacturer where two carloads of wood could be purchased to fire his kilns. Young Reynolds promptly undertook to supply the wood. Alas, winter came on and deliveries at the local station could not be made by the farmers who had contracted to supply the wood, the roads having become impassable. The manufacturer threatened to sue Reynolds for a large sum if his fires had to be let out. The story of how Reynolds hustled hither and thither bringing in a wagon-load or two here and a load or two there and then, by the light of a lantern, spending evening after evening personally loading the wood into the railway cars, his hands lacerated and his arms almost out of the sockets—this story forms a little epic in youthful enterprise. Incidentally, he fulfilled his contract and cleaned up more than a year's salary!

There, again, you see the practical demonstration of these two characteristic qualities of original thought and action combined with intrepid determination to fight and overcome threatened failure.

The Sort of Men Who Make Good

One distinguishing characteristic of most of those who are now our greatest men of affairs was their grit, their courage, their determination, their doggedness, their stick-to-itiveness, their iron purpose, their never-say-die spirit.

Also, most of them early displayed resourcefulness, ingenuity, initiative, foresight. They did not simply follow beaten tracks, did not fall into lazy routine, did not blindly accept things as they were. They early manifested symptoms of alertness.

The men, both of the past and of the present, who have made the most notable marks in American life have nearly all sprung from obscurity, often from poverty.

They succeeded, not because of their early environment, but in spite of it. Instead of inherited advantages, most of them had to overcome inherited disadvantages. Not half of our present-day captains of industry ever saw the inside of a college. Not a few of them left school before they were twelve years of age. Nearly all encountered initial difficulties sufficient to daunt the average youth.

PUT YOUR BUSINESS ON A CASH BASIS

(Continued from page 163.)

He says his goods are moving faster and he can thus keep his stock new and attractive and he is getting rid of a lot

of customers that he thinks it is better to let somebody else carry.

Merchant Should Rule

There are, of course, cases where it may be advisable to extend a little time owing to circumstances. It is, however, a safe principle to work on that the merchant and not the customer should dictate the terms. In the past, customers have made a practice of playing one merchant against another very often and dictated their own credit terms. Naturally this resulted in the credit system being abused. Perhaps there never was a more opportune time in the history of Canada for retail merchants to shorten credit than now. It is doubtful if the public will ever be in a more receptive mood. It should be an easy matter for hardware merchants in a town or even a district to agree on uniform credit terms and once the practice becomes general the retailers will be so pleased with the new system that they will never again be bothered with "credit."

URGES HARDWARE MEN.

"We mark all goods in plain figures," said the head of the hardware department in a big store who had been formerly in the hardware business and was familiar with both systems, "and that's where hardwaremen make a great mistake. In the first place it not only shows confidence but it inspires it in your cus-

tomers. Again, we have people here every day who do not know just exactly what they want. They like to wander around and examine the stock. Send a salesman or saleswoman around after them and possibly they figure you suspect them and go away insulted, or they think they are taking up the time of an employee without return, hence they hurry through. Now let them go alone without anything marked and they can't tell whether they want an article or not, for they do not know the price, and most of them hesitate to keep calling some one to price articles for them. But just turn them loose in here with each item marked in plain figures. Let them wander around among the displays. They rarely go out without making some purchase, and often much more than they intended to buy. The system also helps us out with overflow crowds when we could not give each one a saleswoman if we wanted to. Some day you hardware people will wake up. Meanwhile we are getting the business."—Ex.

The Kennedy Hardware Co., 51-55 Colborne St., Toronto, has issued supplement "A" to its general catalogue. It is well illustrated and shows a number of new lines which the firm has added to its stock as they have been placed upon the market.

QUESTION OF STEEL SUPPLY PRESENTS A MOST DIFFICULT PROBLEM

APPARENTLY steel must for some time continue to be the greatest need of the majority of manufacturers both in the United States and Canada. In spite of the policy of the strictest conservation adopted by both governments, the war needs have increased so rapidly that there is little steel available for other purposes. Manufacturers realize that it is useless for them to clamor for supplies as it is imperative that war orders be filled first. It is not a question of the needs or the convenience of the country but of ending forever the menace of German military power. The States is making wonderful efforts to keep the armies of the Allies and its own ever increasing army supplied.

Increasing Production

An increased rate of daily production and the cutting out of all undertakings not essential to the war purposes of the Government have been responsible for a decline in the tonnage of unfilled orders since last December, when the amount was 9,381,718 tons.

At the end of January there was a slight increase due to an influx of Government work, which brought the tonnage up to 9,477,853 tons, since when there has been a shrinkage each month until at the end of May it stood at 8,337,623 tons. The increase in June over May was 581,243, but the total decrease since January 1 was 497,917. The record with the Steel Corporation

for unfilled orders was at end of April, 1917, when it totalled 12,183,083. The conservative policy in acceptance of orders is illustrated by the present figures of 8,883,801, a decrease as compared with the high water mark of 3,299,282 tons.

Drastic Measures

The Government, therefore, has had to resort to somewhat drastic measures in some instances to make the supply go as far as it can be made to go, and work the least possible injury to the consuming trade which depends upon it, always providing for the production of those products which are of paramount importance to the political existence of the nation. This policy cuts not only the supply for those consumers who come on the preference list, but has necessitated curtailment in respect to shipbuilding and ammunition. It has not been deemed feasible to allow the accumulation of a surplus stock for even these two important factors of the war, as has been asked for by the Director General of the Emergency Fleet Corporation. Government requirements constitute for the present the entire steel market, but only those which carry a priority order with them can receive attention. The question of increasing the supply is being studied to determine whether this would be altogether practicable in view of the fact that it must necessitate a considerable tonnage for construction and equipment.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

A STRIKING advance has been recorded in building papers, tarred roofing felt, carpet felt, straw and spruce sheathing, coal tar and pine tar during the week. For some time prices have shown a very firm undertone, and this advance follows closely on the heels of the last one. Even at to-day's basis, the situation is looked upon as one of decided strength, and that the peak as concerns prices has been reached seems doubtful.

The weakening tendencies of turpentine locally have terminated in a decline of six cents per gallon. At to-day's basis the market here is firm, and in view of increasing strength shown in advances at primary points, further reductions are hardly looked for. The present rate of exchange, the increased freight rates, and wastage through leakage are big factors to be considered in laid down costs, and more than overcome differentials existing between Southern points and here.

Linseed oil shows a firmer tone, and an ad-

vance of two cents per gallon has been recorded, which serves to narrow the range to that extent. Supplies are equal to present demands, but receipts of seed are insufficient to allow crushers to accumulate a surplus.

Freight rates have directly contributed to an advance of $\frac{1}{2}$ c per gallon made in lubricating oils. Gasoline, coal oil and fuel oil have not yet been affected by tariff changes.

Galvanized sheets show a firmer tendency. Stocks are being rapidly depleted, and jobbers are urging merchants to conserve their supplies and restrict their orders to absolute needs. Importers state it is becoming increasingly hard to get shipments through, and the mills are not soliciting any business whatever.

Another advance in many lines of tools has been made, boxwood rules, board rules and measuring tapes going up from 10 to 15 per cent. A $7\frac{1}{2}$ to 10 per cent. increase in ratchet screwdrivers, spiral screwdrivers, automatic drills and kindred lines is also in evidence. Business is good and the movement of fall book-ing orders has started.

MONTREAL MARKETS

MONTREAL, August 22.—Numerous changes have been made in hardware lines during the week which are of vital importance to the trade. Roofings, felts, rules and tapes, wrought iron latches, picture wire, brass cup and screw hooks, skates, stove pipe elbows, stove pipe and glue pots are all priced higher. That hardware jobbers are looking ahead as far as possible in providing for the needs of their customers during the coming fall and winter is shown in their earlier bookings and also in their taking delivery earlier than in other seasons. The greatest problem is that of securing the goods, and while the present situation calls for the greatest care in checking up supplies and carrying as much stock as possible to meet the retail demand later, many of the jobbers are taking the matter well in hand.

The general expectation is that there will be a good demand for all the lines that are obtainable this fall and travelers are already very busy booking orders since returning from their holidays.

Door Springs Make Advance; Net Prices

Montreal.

DOOR SPRINGS.—Advances are made in the price of Perfect door springs, and

the new net prices are as follows, the same to take effect at once: No. 1, 70c; No. 2, 75c; No. 3, 80c; No. 4, 85c; No. 5, 95c; No. 6, \$1.10, and No. 7, \$1.35 per dozen.

Roofing Pitch and Tar Are Moved Higher

Montreal.

PITCH, TAR, ETC.—Advances have been made in the price of roofing pitch. This is now priced at \$1.20 per 100 pounds. Coal tar also is up and is quoted at \$7 per barrel. Refined coal tar is worth \$8.25 per barrel. Roofing cement is worth 31c per gallon in bbls. Shingle varnish price has been revised to \$8.75 per bbl. Gas pitch is \$1.20 per 100 pounds. These prices are ex-store Montreal.

Roofing Paper And Felts Go Higher

Montreal.

ROOFINGS AND FELTS.—Advances are made in the prices on dry and tarred roofings and felts. Ready roofing in two-ply is selling at \$1.40 per square and in 3-ply at \$1.70, while Amatite is \$2.65 per square. Tarred felts in 7, 10 and 16 oz. weights are priced at \$4.10 per 100 pounds. Carpet felt is \$5.50 per

100 pounds. Advances are also made for dry and tarred papers. Heavy dry strawboard is \$3.35 per 100 pounds, and tarred \$3.50. Rideau dry is 65c per roll, and tarred 83c. Cyclone dry is priced at \$1.20, and tarred at \$1.30. Sulphite paper is priced at \$6 per 100 pounds.

Garage Equipment And Lubricating Oils Up

Montreal.

AUTO OILS AND GARAGE EQUIPMENT.—Advances have recently been made in the quotations for automobile oils and greases of Crew Levick make. The changes are not uniform but will run from 15 to 20 per cent. Weaver garage equipment is higher also and the advance for these lines will total about 10 per cent.

Canadian Skates Up 10%; Wrought Iron Latches 15%

Montreal.

SKATES, WROUGHT LATCHES.—Advances are announced on Canadian makes of skates. The new prices are not available but the increase will amount to about 10 per cent. Various styles of wrought iron latches, used extensively in this district are increased in price. Window bolts of the same material are also included and the advance averages 15 per cent.

Stove Pipe Elbows And Nested Pipe Up

Montreal.

STOVE PIPE AND ELBOWS.—New prices are named here on stove pipe elbows. Seven-inch are now selling at \$2.15 per dozen. Nested stove pipe of standard pattern is selling at \$21.82 per 100 lengths net, prices immediately effective.

Glue Pots Higher; Shoe Thread Scarce

Montreal.

GLUE POTS, SHOE THREAD.—The difficulty of procuring supplies of shoe thread are even greater than they were and many are unable to supply any whatever. Glue pots are up. The following prices are quoted this week: No. 7, \$42; No. 5, \$33; No. 4, \$27.50; No. 3, 23, and No. 000, \$12 per dozen.

Scythe Snaths; Sash Weights Up; Zinc Down

Montreal.

SASH WEIGHTS, SNATHS, ZINC.—Further changes are made for sash weights. Sectional are now quoted at \$6.60 per 100 pounds and solid at \$4.65. Scythe snaths, which were selling at net list are now subject to 10 per cent. advance on list. Zinc sheets are down to 25c per pound.

Rules and Tapes Up; Screw Drivers, Drills

Montreal.

RULES, TAPES, DRILLS, ETC.—The various styles of rules made by the Lufkin Co., including both steel and boxwood are advanced in price, the increase being 10 per cent. Tapes of steel and other material are also up to the same extent. New net prices on some of the Yankee tools are as follows: Screwdrivers, No. 30, \$30.40; No. 31, \$40.40; No. 35, \$23.20; No. 130, \$34.60, and No. 131, \$44.65 per dozen. Auto drills, No. 41, are \$28.90; No. 40, \$28.90; No. 42, \$23.05; No. 43, \$14.45, and No. 44, \$31.90.

Oil, Gasoline Market Steady and Firm

Montreal.

OIL AND GASOLINE.—The steady demand for gasoline continues and there is still a very heavy use of this in passenger and truck cars. The supply here has kept up well all through the season and there is still enough to meet requirements. Price is unchanged at 34c per gallon for motor grade. Coal oil will be in increasing demand now since the days are shortening and the price is steady on this, too. Palacine and Elec-22c, and Royalite at 19c per gallon. troline are on an unchanged basis at

Strength the Feature In Rope Markets

Montreal.

ROPE AND CORDAGE.—While there

is not anything to indicate an advance being made in rope, yet the increased cost of laying the product down here is a feature that cannot be overlooked, and the manufacturers feel that the recent change in the States on sisal is no greater than would be offset by the new transportation rates and the other high costs with which they have to contend. British manila base price still is 33c; pure manila 39c, and sisal 27½c per pound.

Stove Needs Will Probably Be Met

Montreal.

STOVES, WARES, ETC.—While the requirements of the manufacturers in

Scrap Supplies Hard To Get

Pittsburg—Heavy melting steel guaranteed low phosphorus scrap and heavy shell turnings are in especially strong demand here. Railroads are assisting as best they can in the search for scrap and will aid in the movement of securing it by having cars in readiness for quick shipment. Although good tonnages have been secured in this way they have not been of sufficient size to make any great impression on the market.

Chicago—Scrap dealers here report that their books are still filled with orders that have been taken some months ago. In fact they have more contracts on hand than there is any chance of their catching up with. Cast scrap is in great demand and the supply is small, while re-rolling rails are practically unobtainable and such tonnages as appear in frequently are placed immediately.

New York—The somewhat cooler weather that has been prevailing the last few days has enabled the scrap yards to work at greater speed than for some time past. Even allowing for this though, the turnover in the yards is not near the capacity of former years.

Buffalo—There are no indications here of the demand for scrap metals letting up. The demand is not confined to any one particular line, but it may be quite correctly stated that the buyers are in the market for everything that the dealer has. Cast scrap is in a very strong position just now, along with every heavy grade. Buyers from other districts that usually do not come here for supplies are reaching out into the Buffalo market, but the car shortage does not give them much encouragement of success.

the way of basic raw materials have been hard to fill, and while there will very likely be a shortage of material later in the season, it is still possible for the dealer to secure a fair amount of stock. The demand will soon be heavy on the manufacturer for heaters and ranges, and doubtless many will have their wants filled early. The market is firm and any changes that come about will be of an advancing nature. Various wares are steady and unchanged.

Wire Nails Are Firm; Delivery Fair

Montreal.

WIRE NAILS AND WIRE.—Some of the jobbers are receiving a fair amount of business for nails and shipments are going out to many points by water. There will be an inclination as the weeks pass to secure ample stocks to meet the likely requirements of the coming fall and winter season. As yet there is not any shortage. Prices are firm with standard wire nails based at \$5.35, and cut nails \$5.60 per 100 pounds. The price for smooth steel wire shows no change in a \$6.25 base per 100 pounds.

Iron Bars and Steel in Demand and Steady

Montreal.

IRON AND STEEL.—The only thing that might be mentioned in connection with these lines is the increasing difficulty of securing supplies. There is not any great hardship now but it must be remembered that the capacity of plants to meet the enormous war needs is taxed severely and that trade needs come in on what is produced over and above this. Altogether the position is steady and the undertone firm but without change.

Common bar iron, per 100 lbs.	\$4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20 -0 21

Sheets Getting Scarce Tends to Firm Prices

Montreal.

SHEETS AND PLATES.—While there is not a great deal of heavy movement of these lines there is still a sorting up of stocks. The greatest care should be taken in conserving supplies that are in dealers hands, according to the direct importers of these sheets, for when the present supplies are exhausted there is not a great deal of promise as to replenishing these. Some have made slight revisions in their prices and supplies in the hands of some jobbers are running low. Tendency is to higher prices all around.

BLACK SHEETS—	Per 100 lbs.
10 gauge	\$9 75
12 gauge	9 75
14 gauge	8 25
16 gauge	8 85
18-20 gauge	8 60
22-24 gauge	8 75
26 gauge	9 70
28 gauge	9 90

GALVANIZED SHEETS—	Per 100 lbs.
10½ oz.	\$10 00
28 gauge	10 20
26 gauge	9 90
22 and 24 gauge	9 75
20 gauge	9 60
18 gauge	9 45
16 gauge	9 35

Solder Declined 5c; Lead Products Hold

Montreal.

LEAD PRODUCTS.—There has been a fair amount of trade in lead products. At the same time this is just about seasonable and as so many are away from the city work is not active. Solder furnishes the interest of the week as a decline has been made on the various grades and guaranteed made a change of 5c per pound to 60c. Revisions are also made for the other lines of solder as will be seen below.

Lead pipe, lb.	0 15
Lead waste pipe, lb.	0 16
Lead traps and bends	Net-list
Lead wool, lb.	0 14
Lead sheets, 2½ lb. s. ft., lb.	0 14½
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 14¼
Lead sheets, 4 to 9 lbs. sq. ft., lb.	0 13½
Cut sheets ¾ lb. extra, and cut sheets to size, 1c lb. extra.	
Solder (guaranteed)	0 60
Solder, strictly, lb.	0 55
Solder, commercial, lb.	0 50¾
Solder, wiping, lb.	0 50¾
Solder wire (8 gauge)—	
40-60	0 61
45-55	0 66½
Zinc sheets, casks	
Do., broken lots	

Much Old Lead Melted; Other Scraps Steady

Montreal.

OLD MATERIAL.—While there is a steady movement of some of the scrap metals there is not a great deal of interest in old rubbers, tires, etc. Considerable melting of lead has been done, its was stated, this in view of the scarcity that has existed for some time. The lead products are generally firm and there is a good market if one has any to sell. The copper and brass lines of scrap, steel and heavy iron are also steady and firm.

Dealers' Buying Prices—		
Tea lead	0 06½	
Heavy lead pipe	0 07½	
Yellow brass	0 15½	0 14
Red brass	0 23½	0 24
Light brass		0 08
Scrap zinc	0 05½	0 05¾
Heavy copper	0 24½	0 24¾
Wrought iron, No. 1, per gr. ton	27 00	
No. 1 machinery cast	38 00	40 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	26 00	28 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes....	0 08¼	0 08½
Over shoes, lumbermen's rubbers		
boots	0 07	....
Bicycle tires	0 04½	0 05
Automobile tires	0 05	0 05¼

Lead Price is Fixed; Copper Firm; Tin Steady

Montreal.

INGOT METALS.—The position of copper here is very firm and there is none too much around. With the price of lead now fixed in the States there is likely to be less change in this line. General conditions are fair, but on the quiet side.

COPPER.—The position of copper is somewhat steadier than it was although from a trade standpoint the market is firm, with quotations around 30-31c per pound.

TIN.—There is not a great deal new

in the tin situation. The position is steady and some business is passing at from \$1.05 to \$1.08 per pound.

SPELTER.—While the position on this is firm, due to uncertainty of various kinds there is not any marked interest here and prices are unchanged at 10½c per pound.

LEAD.—The fixing of the United States lead price at \$8.05 New York and \$7.75 St. Louis has been the event of the week in ingot metals. Further than this, the half cent over these prices al-

lowed for trading in less than car lots makes the jobbers' position one which will not permit of a big margin. Price is steady here at 10c per pound.

ANTIMONY.—Aside from the feeling that there may be some influence exerted on this metal if the eastern war situation takes on a different turn, there is little interest. Price still is around 15 to 16c per pound.

ALUMINUM.—The situation is unchanged, with a limited amount of trading being done at 48-50c.

TORONTO MARKETS

TORONTO, August 22.—Higher prices have been reached on many important lines affecting the hardware trade, among which are found coil chain, lubricating oils, building papers, carpet felt, tarred felt and coal tar. Lufkin boxwood rules, board rules and measuring tapes are up and horse rasps also show an advance. The situation in regard to sheets grows steadily worse and wire products are by no means plentiful. Iron and steel bars are in fair supply but no surplus is being accumulated. Business as a whole is considered splendid.

Snaths to be Higher For Spring Business

Toronto.

SNATHS.—New prices have been decided on for snaths for spring business and whereas these are not yet generally in force, it is understood the range of prices will show an advance of 10 per cent. On this basis, net prices to become effective will probably show the following figures: No. 00 patent, \$13.75 dozen; No. 1, \$13.20 dozen; No. 2, \$12.65 dozen; No. 3, \$11.55 dozen.

Screw Drivers, Automatic Drills Make Advance

Toronto.

SCREW DRIVERS, DRILLS.—Net prices were not available on Yankee tools at time of going to press last week when mention was made of an advance of around 10 per cent. in this line. Quotations now prevailing on some of the more familiar numbers are given out as follows: Ratchet screw drivers—No. 11 x 2-inch, \$6.10 dozen; 3-inch, \$7.70; 4-inch, \$8.35; 6-inch, \$10.75; No. 12, \$9.80; No. 15 x 4-inch, \$8.00; No. 30 Spiral, \$30.40 dozen; No. 31, Spiral, \$40.40; No. 35 Spiral, \$23.20; No. 130 Quick Return, \$34.60; No. 131, Quick Return, \$14.60. Automatic Drills. No. 40, \$28.90 dozen; No. 41, \$28.90; No. 42, \$22.05; No. 44, \$31.90.

Alcohol Stoves Higher; Oil Heaters Moving

Toronto.

ALCOHOL STOVES, OIL HEATERS.—An advance in price prevailing on alcohol stoves has been made and quota-

tions now being made on the Sternau No. 4001 is \$8.00 dozen. Canned heat is also up in price and is now selling at \$1.45 dozen.

Booked orders for oil heaters are now being shipped forward and the quantity of these to go out represents a very satisfactory total. No change in prices has been made, the No. 525 (125) being listed at \$6.50; No. 530 (130) at \$7.25; No. 630 (230) at \$9.25 each, subject to a discount of 25 per cent.

Revised Quotations Offering on Chain

Toronto.

CHAIN.—Revised quotations have been made on chain and latest prices to be named are given below. Substantial advances in raw materials along with mounting labor costs add to manufacturing increases while to jobbers' prices must now be added increased freight tariffs. The range of prices is given herewith:

Fire Welded Proof Coil Chain—3-16 inch, \$21.35 per 100 pounds; ¼ inch, \$17.70; 5-16 inch, \$14.60; ¾ inch, \$13.40; 7-16 inch, \$13.10; ½ inch, \$12.80; 5/8 inch, \$12.75; ¾ inch, \$12.60; ¾ inch, \$12.50; 1 inch, \$12.40. Prices on BBB fire welded range about \$6.00 per 100 pounds higher for 3-16 and ¼ inch; \$3.75 higher for 5-16 and ¾ inch; \$3.35 higher for the larger sizes. Electric Welded Chain BB—3-16 inch, \$19.00 per 100 pounds; ¼ inch, \$16.00; 5-16 inch, \$13.50; ¾ inch, \$12.25; 7-16 inch, \$12.00; ½ inch, \$11.80; ¾ inch, \$11.55; ¾ inch, \$11.25.

Rules, Tapes, Horse Rasps Climbing

Toronto.

RULES, TAPES, RASPS.—Another line of boxwood rules, board rules and measuring tapes is numbered among the makers to advance their products, Lufkin's goods showing an increase approximating 15 per cent.

K. & F. horse rasps have also undergone a change in the selling discount, prices to the trade now being based on discount of 70 per cent. Delta files at 20 per cent. from list show a revision over previous discount prevailing.

Building Paper Soars; Tarred Felt and Others

Toronto.

BUILDING PAPER, TARRED FELT, ETC.—A stiff advance in building papers, tarred felt, straw sheathing, carpet felt, coal tar and pine tar has been

provided for in new prices just issued to the trade. Indications are that the market is very strong at present levels and that even higher figures may be reached does not seem impossible. The present basis of quotations is given out as follows:

No. 1 Dry Fibre, roll	\$1.20
No. 2 Dry Fibre, roll .....	.65
Stag Dry Fibre, roll .....	.71
Surprise Dry Fibre, roll .....	.71
No. 1 Tarred Fibre, roll	1.30
No. 2 Tarred Fibre, roll .....	.83
Heavy Straw Sheathing, dry, per cwt. .	3.35
Heavy Straw Sheathing, tarred, per cwt..	3.50
Spruce Sheathing, per cwt.	6.50
Tarred Roofing Felt, per cwt.	1.10
Carpet Felt, per cwt.	5.50
Roofing Pitch, per cwt.	1.20
Coal Tar, bbl.	7.25
Pine Tar, bbl.	8.50
Liquid Roofing Cement—	
In bbls., per gal. ....	.31
In 5 and 10-gal. lots, per gal. ....	.44

Clothes Bars Steady; Ironing Boards, Mops

Toronto.

CLOTHES BARS, IRONING BOARDS, MOPS.—A very steady and firm tone is noticeable in various lines of woodenware. Clothes bars are strong at \$9.00 dozen for No. 4; \$11.00 for No. 5 and \$13.00 for No. 6. Ironing boards are also firmly maintained, No. 32 sleeve 5 x 12 inch selling at \$11.00 dozen; No. 35 is quoted at \$25.00 and No. 36 at \$29.00 dozen. Bake boards show no recent change, No. 1, 18 x 24-inch, being quoted at \$8.50 per dozen; No. 2, 18 x 28-inch, at \$10.50 and No. 3, 20 x 30-inch, at \$12.00.

Mops show some slight revisions and quotations being named to-day are: Self-wringing, \$5.00 dozen complete; mop sticks, No. 8, \$2.00; cast head, \$2.00; Crescent, \$3.35; crank wringing, \$6.90 per dozen.

Lubricating Oils Up ½c; Gasoline, Coal Oil Steady

Toronto.

OILS, GASOLINE.—Lubricating oils show an advance of ½c per gallon, a direct reflection of the higher freight rates put into effect August 12. The new basis of quotations, barrel quantities, ranges as follows: Imperial cylinder, 67c per gallon; Capital cylinder, 50c; machine oil, regular grades 27 to 37c; standard gas engine, 43c; XXX machine, 39c; paraffin, 24½c; black oil, summer, 15½c; winter, 16c.

Business on gasoline continues in very heavy volume, and so far no change in prices has been named. Supply is good and orders are going forward from ample stocks at 33c per gallon. Coal oil holds without change and dealers report very heavy sales. Prices range from 18c to 21c per gallon according to grade.

Stoves Unchanged; Enamelware Steady

Toronto.

STOVES, ENAMELWARE.—Developments of a particularly interesting character are missing from the situation as it concerns stoves. Output is con-

Shovels, Spades and Scoops Advance; Black Finish Only In Future

As **HARDWARE AND METAL** goes to press an important change is recorded in all lines of spades, shovels and scoops. The tendencies towards an advance in these products were outlined in these columns three or four weeks ago when a general advance was made in handles. **HARDWARE AND METAL**, in referring to the increase in the price of handles, said in the July 27 issue: "This will undoubtedly have a bearing on the price of 'handled' goods."

No change in the list prices has been made but the discount will now be 25 and 25 per cent. from list for all grades, instead of 50 per cent. This discount applies to spades, shovels and scoops.

House furnace scoops and snow shovels also take a new selling discount, being quoted at 15 per cent. discount from standard lists.

Manufacturers announce also that with a view towards assisting in the conservation of labor and materials, they will only turn out shovels, spades and scoops in "black" finish—that means when present stocks of polished and half polished are absorbed these will not be procurable until after the war.

Shovel and spade handles, long, have been changed and are quoted at \$6.00 per dozen.

fining to ability of manufacturers to secure materials and it is becoming increasingly hard all the time to obtain sufficient to maintain satisfactory production. Labor is scarce and hard to control and proves an uncertain factor in operations of many plants. Higher prices are considered probable. An advance in oil cooking stoves would not come as any great surprise and whereas this would not have any great bearing on sales to be made the balance of this year, it gives an indication of how the market is shaping for next year's business.

Enamelware is in a very uncertain position also and no indication of what the future may bring forth is hazarded by manufacturers. No change in present range of prices is noted in current market quotations.

Cordage Holds Steady; Hard Fibres Easier

Toronto.

CORDAGE, TWINES.—No change in the base prices on rope has been made during the week. The new base size and extras are quite firmly established now and business is being handled on this new basis. Quotations are unchanged, pure manila selling at 39c per pound base; British manila at 33c; sisal at 27½c.

Hard fibres show a little easier tone owing to the falling off in the demand, but this has not been reflected here as yet and, it is thought, will not likely result in any changes to the trade. An improvement in the supply of twines is looked for when returns from the flax crop are available.

Nails Show No Change; Supplies Difficult

Toronto.

NAILS.—There has been no change in the nail situation during the week, conditions outlined in last issue covering the situation to-day. Some manufac-

turers are hard pressed to take care of their orders and the feeling prevails that stocks generally are none too heavy. Prices are firmly held, wire selling at \$5.30 base per 100 pounds and the cut at \$5.65 per 100 pounds.

Smooth steel wire shows an unchanged base at \$6.25 per 100 pounds. Stocks of some styles and gauges of wire are none too plentiful, it is indicated, and may be worse before improvement is shown.

Plaster of Paris Firm; May Go Higher

Toronto.

PLASTER OF PARIS.—Plaster of Paris shows no change from prices shown in current market quotations, though there are indications that an advance may be put into effect at an early date. Higher freights will be the big factor in change contemplated. Business on this line at the present time is within restricted channels and supplies are coming through in ample volume.

Waste Selling Freely; Oakum Revised

Toronto.

WASTE, OAKUM.—Sales of waste continue along satisfactory lines and manufacturers are busy keeping up with orders. Prices remain firm and unchanged at figures shown in current market quotations.

Oakum shows a slight revision in some quarters and prices now ruling are for best (American) \$21.00-\$22.00; clipper (spun) \$21.00; clipper (unspun) \$19.50; U. S. Navy (spun) \$21.50; plumbers' (spun) \$9.00-\$10.50. Business is good and conditions generally satisfactory.

Bars Selling Fairly Well; Prices Hold

Toronto.

IRON AND STEEL.—A very good sale continues to be manifest in iron and

AUTO ACCESSORY MARKETS

MANY important changes have been made in auto accessories which in a great many instances provide for declines. Lines advancing include auto oils, greases and lubricating cups, while cut-outs, fan belts, auto wheels, mirrors, tail lamp bulbs, etc., are lower.

The gradual elimination of many styles and sizes of tires used on automobiles will be a welcome feature, not only to the manufacturer and the jobber but to the eventual distributor—the retailer. In speaking of this matter to representatives of two or three large manufacturers this week **HARDWARE AND METAL** was impressed with the great advantages that will accrue to the trade generally. It is clear that there will be, not a conservation of material only, but the disappearance of such a large percentage of sizes as has been planned will mean that the required amount of capital to be tied up in stock will be much less. The seller should have less annoyance from satisfying the buyer who has demanded a greater amount of attention for his odd needs, with no greater remuneration for this extra service, and the dealer may be expected by the car owner to carry full range of sizes at all times, thus saving annoyance and delay such as has often happened in the past.

"This cutting down of sizes has been in vogue in Great Britain for a great many years," said the representative of a large European manufacturer. "There, the number of sizes was reduced very considerably as far back as seven years. When the matter is adjusted here the new policy will prove itself to be a very welcome one to all parties concerned. It is a move in the right direction."

It is doubtless a fact that the number of tires being sold and those which will be sold during the present year, will total more than those disposed of in any previous season.

"The great number of cars being sold throughout the country, and especially away out in the West largely accounts for the increased demand," said a wholesale dealer to **HARDWARE AND METAL** this week. "In the Province of Saskatchewan alone, the increase in the number of cars this year is very great. These cars must be supplied with tires and it means a lot of business for the man selling them."

Car owners are also buying a superior type of tire, said this informant. The man who can get certain things out of a tire will pay the price, and usually a good price too, if these features are embodied in the tire offered him.

Automobile Cut-outs, Hose Clamps Down

HOSE CLAMPS, CUT-OUTS.—Hose clamps of Erickson make in two-inch size are reduced to \$5.25 per C., the former price being \$6.67. The 2¼-inch size is reduced to \$5.88 per C. from \$7.33. Samson cut-outs for Ford cars are now 69c each, while Gray Hawley pattern are selling as follows:—Number 7A, \$1.36; 8B, \$1.52; 8C, \$1.67 and 8D, \$1.67.

Fan Belts and Plug Switches are Lower

FAN BELTS, PLUG SWITCHES.—Fan belts for Ford cars are lower. Those of leather make for the 1909-'16 Fords are now priced at 28½c as against the old price of 33½c. Models 1917-'18 are now 31½c each; 1917-'18, 34½c, and detachable 1916 model are 31½c each. Ediswan plug switches are lower also at 67c; \$1 and \$1.34 for the two, three and four-gang styles respectively. The old prices were 82c, \$1.24 and \$1.65 each.

Automobile Wheels, Mirrors Register Decline

AUTO WHEELS, MIRRORS.—A decline is effective in the price of Kelsey wheels and the new price is \$19 trade, f.o.b. Windsor. The previous trade price was \$21.30. Rear sight mirrors, of the

"diminishing" variety are priced at 74c each, as against the former quotation of 90 cents.

Ten Per Cent. Increase On Auto Oils and Greases

AUTO OILS AND GREASES.—Oils and greases of Veedol make are revised in price, such change recording an advance of about ten per cent. The new prices are as follows:—Zero, light, medium, heavy, extra heavy steam cylinder and dis clutch grades per gallon in barrel lots, 82½c; the former price was 74c per gallon; half barrel price to the trade per gallon, 87%; drums, 93%; half drums, 99c; quarter drums, 1.04%, and cases the same price. In cases of 12-1 gallon tins the price is \$1.20 per gallon. Transmission and gear oil in barrels is priced at 68¼c per gallon; half-barrels, 73¼c; drums, 79½c; half-drums, 84¼c; quarter-drums, 90c, and cases of one wine measure can same price, while the price for 12-1's is \$1.08¼ per gallon. Veedol grease, cup graphite and gear compound are priced by the pound at 12¼c in bbls.; 20c in quarter-drums, and 24¼c in cases of one wine measure can.

Lubricating Cup Prices In Various Quantities

LUBRICATING CUPS.—Prices are announced to the trade on lubricating
Continued on page 182

steel bars and no shortage is reported in jobbing circles. The output of the mills is equal to present demands but orders placed are carefully watched. There have been no changes made in base prices given herewith:

TORONTO—		Per 100 lbs.
Common bar iron		\$ 5 25
Common bar steel		5 50
Refined iron		5 65
Angle base		5 75
Horseshoe iron		5 50
Tire steel		5 70
Mild steel		5 50
Norway iron	11 00	13 00
Toe caulk steel		6 25
Sleigh shoe steel		5 50
Band steel, No. 10		5 75
Do., No. 12		6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Sheet Stocks Slim; Price Range Widens

Toronto.
SHEETS, PLATES.—Stocks are growing smaller every day and as one dealer expressed himself when asked how supplies were, "They are all shot to pieces." That is the situation generally prevailing. Sizes and gauges are no longer complete as regards range and the outlook presents no encouraging aspect. An advance of \$1.00 per 100 pounds is being made for breaking cases of either black or galvanized, the cost of handling in other than full cases now being so high that some such step as this has been considered necessary. Quotations now ruling follow:

BLACK SHEETS—	Full Cases		Less Than Case
	Per 100 lbs.		
10 gauge	\$10.00-\$12.50		\$12.50
12 gauge	10.10- 10.00		11.00
14 gauge	7.90- 8.40		8.90
16 gauge	8.00- 8.50		9.00
18-20 gauge	7.55- 7.80		8.05
22-24 gauge	7.60- 7.85		8.10
26 gauge	7.65- 7.90		8.15
28 gauge	7.75- 8.00		8.25
3-16-inch plate ..		10.10	10.25
¼ inch boiler plate		.....	10.00
GALVANIZED SHEETS—	Full Case		Less Than Case
	Per 100 lbs.		
10½ oz.	\$10.00		\$10.25-\$11.00
U.S. 28	9.70		9.95- 10.70
U.S. 26	9.40		9.65- 10.40
22 and 24	9.25		9.50- 10.25
18 and 20	9.10		9.35- 10.10
16	8.95		9.20- 9.95
14	8.85		9.10- 9.85

Firm Tone Noted In Corrugated Sheets; Trough

Toronto.
CORRUGATED SHEETS, EAVE-TROUGH.—A very firm tone is to be noted in corrugated sheets, the high prices and scarcity of flat sheets providing a strong feeling in the market. Supplies are equal to present requirements but no great surplus is being accumulated. Prices below show no change.

Eavetrough and conductor pipe show no interesting development. Trade needs are being supplied and prices in current market quotations are held without change.

TORONTO—		Per 100 Sq. Feet
Corrugated Sheets—		Gal'zed Painted
No. 28 gauge		\$ 9 00 \$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Supplies Wrought Iron Pipe Light; Boiler Tubes

Toronto.

WROUGHT IRON PIPES, BOILER TUBES.—Supplies generally of wrought iron pipe are considered light. Manufacturers as a whole are experiencing great difficulty in securing skelp, this being released now for war use only, directly or indirectly. Jobbers' stocks so far have been equal to demands but it is no easy matter replacing goods sold to-day—the outlook is that stocks must continue to dwindle, little opportunity for renewing being in evidence. Prices appear in current market quotations.

Shipments of boiler tubes reported in transit two or three weeks ago have not yet arrived on this market. Stocks are practically exhausted as far as the smaller sizes, are concerned and no relief possible until cars rolling reach here. Quotations follow:

BOILER TUBES—		Cold Drawn	Lapweld
1 inch	.....	\$36 00	\$.....
1 1/4 inch	.....	40 00	.....
1 1/2 inch	.....	43 00	36 00
1 3/4 inch	.....	43 00	36 00
2 inch	.....	50 00	36 00
2 1/4 inch	.....	53 00	38 50
2 1/2 inch	.....	55 00	42 00
3 inch	.....	64 00	50 00
3 1/4 inch	.....	.....	58 00
3 1/2 inch	.....	77 00	60 00
4 inch	.....	90 00	75 00

Lead Products Hold; Solder Unchanged

Toronto.

LEAD AND ZINC PRODUCTS.—The pig lead market is one of continued strength and this provides a very strong undertone to all manufactured lead products. No change in existing prices is reported.

Solder has held firm and unchanged during the week at levels of last week. The market is strong at present basis of quotations, which is shown herewith:

Lead pipe, lb.	0 15	
Lead waste pipe, lb.	0 16	
Lead traps and bends		Net list
Lead wool, lb.	0 15 1/2	0 16
Lead sheets, 3 to 3 1/2 lbs. sq. ft., lb.	0 13 1/4	
Lead sheets, 4 to 8 lbs. sq. ft.	0 12 1/2	0 13
Cut sheets, 3/4 c. lb. extra and cut sheets to size, 1 c. lb. extra.		
Solder, guaranteed, lb.	0 60	0 65
Solder, strictly, lb.	0 55 1/2	0 71
Solder, commercial, lb.	0 51	0 62 1/2
Solder, wiping, lb.	0 55	0 60
Solder, wire, lb.	0 70	0 85
Zinc sheets, per lb.		0 26

Stove Plate, Cast Iron Higher; Hard to Get

Toronto.

OLD MATERIALS.—Buying prices on stove plate and old cast iron have reached higher levels, but indications are that these are very hard to get. Heavy lead pipe and heavy copper show slight revisions also. There is little activity apparent in any of the lines just at present. Full range of dealer's buying prices follows:

Tea lead	.....	\$0 05 1/4	.....
Heavy lead pipe	.....	0 08	.....
Yellow brass	.....	0 12	0 13
Red brass	.....	.....	0 21
Light brass	.....	.....	0 09 1/2

Heavy zinc	.....	0 05 1/2	0 06
Heavy copper	.....	0 22	0 23
Stove plate, per ton	.....	.....	25 00
Old cast iron, per ton	.....	.....	30 00
Overshoes, trimmed Arctics	.....	.....	0 06 1/2
Auto tires	.....	0 04 1/2	.....
Bicycle tires	.....	0 03 1/2	.....
Per gross ton.			
No. 1 railroad wrought	.....	26 00	27 00
No. 2 railroad wrought	.....	15 00	16 00
Pipes and flues	.....	.....	12 00
No. 1 busheling	.....	16 00	17 00
No. 2 busheling	.....	.....	12 00
Country mixed scrap	.....	.....	16 00

Spelter Goes Up; Other Metals Steady

Toronto.

INGOT METALS.—An advance in spelter featured the metal markets during the week, conditions at primary points being reflected here. Tin shows an easier tone at primary points, but this has not yet affected local conditions. Lead holds steady and copper shows no change.

COPPER.—Price fixing, which has been deferred until November 1 will, it is thought, result in higher quotations than now ruling. Latest reports indicate heavy production and whereas little is being released for commercial purposes, war needs are being taken care of. The price locally holds around 30-32c per pound.

TIN.—Primary points show a decidedly easier feeling. Heavy receipts have relieved the spot supply situation materially and there is at present some talk of price fixing, which has a tendency to

keep buyers out of the market as much as possible. Locally, supplies continue light, though plants are largely able to maintain operations. Prices are unchanged at \$1.10 to \$1.25 per pound.

SPELTER.—A much firmer tone has been noticeable in this market and prices have advanced 1/2c to 11c per pound. Smaller production and a good demand, which is quickly absorbing offerings, are factors in strength noticeable.

LEAD.—Locally conditions remain steady. Supplies are light and prices firm at 10 1/2 to 11c per pound. Primary points record a heavy demand with stocks none too plentiful to draw from. The market shows a strong undertone.

ALUMINUM.—There are no new or interesting developments in the situation. No accumulation of supplies is noted under heavy Government requirements and prices are steady at 50c per pound.

ANTIMONY.—A very good demand is reported in this metal and this has proved to strengthen the market to some extent. No change in price of 18c per pound is noted and supplies are ample.

PIG IRON.—Production for the balance of the year in the United States is pretty well sold up and some furnaces are oversold. War work continues to get the preference in deliveries, although manufacturers on many commercial lines are still operating on a fair basis.

LONDON MARKETS

LONDON, August 22.—Building paper, roofing pitch, carpet felt and kindred lines are among the many important items which have undergone revision during the week. Every item on the list with the exception of turpentine records an advance; turpentine is down 6c per gallon. Manufactured steel goods have been changed, safety hasps, storm sash hinges and fasteners, plated butts, gate hooks and wrought staples are among the lines to show an upward trend. Other lines include casters, electric irons, blacksmith vises, ratchet screwdrivers, automobile drills, gasoline torches and scythe snaths; new prices are all higher.

Business continues good and fall goods are commencing to move and be displayed. An early movement of stoves, heaters, etc., is looked for owing to scarcity and advancing prices.

Screw and Strap Hinges Up; Butts Revised

London.

SCREW AND STRAP HINGES, BUTTS.—Screw and strap hinges show an upward movement in new prices issued to the trade. Increased manufacturing costs are factors in this advance. The basis of selling has been made dozen pairs and new prices now in effect here are: 6-in., \$4.30 doz. pairs; 8-in., \$4.80; 10-in., \$6.40; 12-in., \$7.00; 15-in., \$7.50;

16-in., \$11.00; 21-in., \$12.40; 24-in., \$16.00.

Plated steel butts are also higher and quotations now being made show a substantial increase over former prices. The figures now ruling on No. 241, dull brass finish, plain bronze or antique copper finish are as follows: 2 1/2 x 2 1/2 inch, 36c per pair; 3 x 3 inch, 38c; 3 1/2 x 3 1/2 inch, 39c; 4 x 4 inch, 50c; 4 1/2 x 4 1/2 inch, 73c; 5 x 5 inch, 90c.

Hasps Go Up; Sash Hangers, Hooks, Staples

London.

HASPS, SASH HANGERS, HOOKS, STAPLES.—Manufactured steel goods are well represented in list of goods to be revised during the week and quotations in each case provide for an increase. Safety hasps, light and heavy hasps, hooks and staples and safety gate hooks have all been changed. Safety hasps now have a new price for the No. 815 of \$1.20 dozen for the 3-inch; 4 1/2-inch are \$1.55 and 6-inch are \$2.30. Hasps, hooks and staples, light, No. 30x 6 inch are quoted at 75c dozen; 7-inch at 90c; 8-inch at \$1.00, while the heavy No. 35x8 inch are \$1.65 dozen; 9-inch, \$1.80; No. 100x6 inch are selling at \$1.70 dozen. Storm sash fasteners are also in the list to go higher, No. 1719 being up to \$2.00 dozen and storm sash hangers

No. 1717 are quoted at \$1.45 dozen. Prices now ruling on wrought staples are also higher, as will be seen from quotations herewith: 1½-in., 60c gross; 1½-in., 65c; 2-in., 85c; 2½-in., \$1.00; 2½-in., \$1.20; 3-in., \$1.60; 3½-in., \$1.85; 4-in., \$2.65.

New Prices Named On Ball Bearing Casters

London.

BALL BEARING CASTERS.—It is some time since a change in the price of casters has been made, but the revision has come and it is not a decline. Increased costs of material and production are contributing factors. Quotations on the Gem ball bearing casters are: Plate No. 351, 27c set; No. 352, 27c; No. 451, 31c; No. 452, 31c; No. 651, 35c; No. 652, 35c; No. 751, 40c; No. 752, 40c; Stem No. 355, 27c per set; No. 356, 27c; No. 455, 31c; No. 456, 31c; No. 655, 35c; No. 656, 35c; No. 755, 40c; No. 756, 40c.

7½% Advance in Ratchet Screw Drivers; Drills

London.

RATCHET SCREWDRIVERS, DRILLS.—New prices named on Yankee tools show another advance of about 7½ per cent. in these goods. This increase follows closely on the heels of recent advances and it is said is warranted under existing conditions affecting markets on raw materials and labor. The lines affected include ratchet screwdrivers, chucks and drills and automatic drills, prices on some of the more familiar numbers being given herewith:

Chucks and drills for No. 30 and No. 31 drivers, \$10.05 dozen. Automatic drills: No. 40, \$28.90 dozen; No. 41, \$28.90; No. 42, \$22.05; No. 44, \$31.90.

Ratchet Screw Drivers—No. 11 x 2 inch, \$6.10 doz.; 3 in., \$7.70; 4 in., \$8.35; 5 in., \$9.10; 6 in., \$10.75; 8 in., \$12.35. No. 12, \$9.80 doz.

No. 15 x 3 inch, \$7.40 doz.; 4 in., \$8; 5 in., \$8.55.

No. 20 x 1 in., \$20.15 doz.; 2 in., \$23.20; Spiral, No. 30, \$30.40; No. 31, \$40.40; No. 35, \$23.20; No. 130, \$34.60; No. 131, \$44.65.

Building Paper; Carpet Felt, Roofing All Higher

London.

BUILDING PAPER, CARPET FELT, ETC.—Substantial increases are shown in new prices issued on building paper, roofing and kindred lines. The market is very firm at new prices and even higher levels would not be surprising. Quotations now being made on the various lines are given as follows:

Tarred Felt, \$4.10 per 100 lbs.; tarred fibre, No. 2, 83c per roll; dry fibre, No. 1, \$1.20; dry fibre, No. 2, 65c. Surprise sheathing, 71c roll.

Roofing, Ontario—1 ply, \$1.75 per sq.; 2 ply, \$2.15; 3 ply, \$2.65.

Carpet Felt—\$5.50 per 100 lbs.

Roofing Pitch—\$1.20 per 100 lbs.

Roofing Paint—Everjet, 1 gal. cans, \$9.25 doz.

Spade, Shovel Handles Up; Snaths Higher For Spring

London.

SPADE, SHOVEL HANDLES,

SNATHS.—Revised quotations have been made on "D" spade and shovel handles present basis of selling being \$6.25 per dozen.

Scythe snaths have undergone a 10 per cent. advance in price. This is immediately effective but orders for spring delivery are being taken at these new figures: No. 2/0 patent, \$13.75 dozen; No. 1, \$13.20; No. 2, \$12.65; No. 3, \$11.55; Dble. ring brush, \$14.30.

Interest Developing In Winter Lines

London.

WINTER LINES.—Interest is developing in winter lines and movement of snow shovels, ash sifters and stove boards will soon be in full swing. No change in quotation is apparent, prices ruling on these lines on the following basis: Snow shovels, Japd. Arctic, \$4.65 dozen; Prince or No. 20, \$8.55; King or No. 40, \$11.40; Moore or No. 50, \$14.25; wood, No. 116, \$5.65; galv'd., No. 127, \$11.00; No. 128, \$12.50.

Ash sifters: Common square wood, \$2.50 dozen; Banner, \$3.35 each; Rocker, \$5.25 each.

Stove Boards, Elite, 40 per cent. from list.

ELECTRIC WASH MACHINES UP

As HARDWARE AND METAL goes to press advice has been received of an advance in all styles of 1900 electric washing machines which will approximate 5 per cent.

Gasoline Torches Make Advance; Electric Irons

London.

GASOLINE TORCHES, ELECTRIC IRONS.—Gasoline torches have registered an advance during the week of around 10 per cent. Manufacturing costs contribute to this increase and freight rates add to jobbers' charges. Present quotations for some of the more familiar numbers are: No. 120, \$8.25 each; No. 122, \$7.25; No. 38, \$8.75; No. 32, \$9.75.

Another line of electric irons to go higher is the Canadian Beauty on which revised prices have been named, the Style A being listed at \$6.00 and Style B at \$6.50 each, less 25 per cent. discount.

Solder Reaches New High Levels, Valves

London.

SOLDER, VALVES.—The high price of tin and continued strength of the lead market are contributing factors in advance made in prices of solder. The half and half moves up to 68c per pound and wire to 73c per pound, while the tinker's sticks are quoted at \$2.00 dozen.

New discounts have been reached on valves, the Standard selling at 25 per cent from list and the Jenkins pattern at 20 per cent. from list.

Buck Saws Firm; Axes Unchanged

London.

BUCK SAWS, AXES.—A very firm undertone to the market on buck saws is noticeable though no change in prices has been made. The Happy Medium is being quoted at \$9.60 per dozen, the Prince Rupert at \$12.50, and Disston Lance Tooth No. 50 at \$12.50 per dozen.

Lanterns remain firm and unchanged at \$12.50 per dozen. Lantern globes in 1 dozen cases are selling at \$1 per dozen, in 3 dozen cases at 90c per dozen, and 6 dozen cases at 85c per dozen.

Axes are held at unchanged levels which might be considered high enough. A very firm situation is noticeable in regard to these lines, however, and most certainly no easier feeling is expected to develop. Quotations on a few lines are being made at the following figures: Handled, Eagle, \$15.75; Cherokee, \$17.50; True Set, \$19 per dozen; axe heads, Keystone, \$13.25; Cherokee, \$15; Hand Made, \$15.50; Black Diamond, \$16; True Set, \$16.

American Ammunition Up; Oil Heaters Moving

London.

AMMUNITION, OIL HEATERS.—A change in selling basis of Winchester ammunition has been reached of 2½ per cent., and new prices will be figured out on the basis of adding 12½ per cent. to list. Booked orders for oil heaters are now being shipped and the present outlook is that business on hand will be taken care of satisfactorily. Prices at which heaters are being invoiced at are for the Perfection japanned trimmings No. 525, \$6.50, and nickel-plated No. 530 at \$7.25 list, each less a discount of 25 per cent.

Higher Prices For Black- smith Vises; Nails

London.

BLACKSMITH VISES, NAILS.—Higher prices have been reached on blacksmith vises and quotations now prevailing represent a very substantial increase. The present figures given out are for No. 35, \$12.75 each; No. 40, \$13.50 each; No. 45, \$14.25 each; No. 50, \$15 each. Nails show no change, the market being firm and conditions steady, the wire selling at a base of \$5.30 and cut at \$5.60 per 100 pounds.

Turpentine Down 6c; Linseed Oil Steady

London.

TURPENTINE, LINSEED OIL.—The weaker tendencies noted in HARDWARE AND METAL last week in respect to turpentine have materialised in a decline of 6c per gallon. This is in spite of the fact that primary points show a slight increase. Stocks locally are fair and demand light. These are factors in present decline. Prices now ruling are: Barrel lots, 95c per Imp. gal.; 2 to 4 bbl. lots, 94c per Imp. gal.; 5-gal. lots

\$1.05 per Imp. gal. Linseed oil shows no change. Prices are firm and supplies equal to demands. Prices are as follows: 1 to 2 bbls., raw, \$2.17, boiled,

\$2.20 per gallon; 3 to 5 bbls., raw, \$2.16, boiled, \$2.19 per gallon; 6 to 9 bbls., raw, \$2.14, boiled, \$2.17. Less barrels add 10c per gallon.

just to hand covering Colgate's and Williams' shaving requisites, which show a strong advance over previous prices. New quotations in some cases show 20 per cent advance. To-day's selling prices are as follows: Barbers' bar, 85c per pound; shaving sticks, \$4.25 doz.; shaving cream, \$4.25 doz.; talcum powder, \$4.25 doz.

WINNIPEG MARKETS

WINNIPEG, August 22.—Price changes are again numerous, all lines showing an upward trend, including such lines as shaving soap, talcum powder, wood and steel tackle blocks, Maydole hammers, white lead in oil, floor wax, petroleum faucets, Stewart horse clippers and parts and tube expanders. New freight rates which became effective on August 12 are expected to affect prices in a large number of hardware lines within the near future or as soon as stocks are replenished. Business for the past week is reported as normal, there being the usual heavy demand for all lines of thresher supplies.

Tube Expanders, Cutters Show Stiff Advance

Winnipeg.
TUBE EXPANDERS, CUTTERS.—New prices just issued on tube expanders and cutters show probably the heaviest advance in this line during the war. This is said to be due to the difficulty of securing the high grade materials for manufacturing as well as higher production costs. New prices now ruling are given herewith:

Dudgeon Tube Expanders: 1½ inch, \$6; 1¾ in., \$6; 2 in., \$6; 2¼ in., \$7.20; 2½ in., \$8.40; 3 in., \$10.80 each.

Standard Tube Expanders—2 in., \$8.40; 2½ in., \$10.50; 3 in., \$15.40 each.

Ideal Tube Cutters—2 in., \$21; 2½ in., \$23.80; 3 in., \$20.80 each.

Horse Clipping Machines Reach Higher Levels

Winnipeg.
HORSE CLIPPING MACHINES.—Prices on Stewart horse clippers and parts which have shown comparatively small advances since the commencement of the war have just undergone a further revision. New prices provide for an advance which is considered very small compared to the heavy increases in material and labor. New prices now in effect are given herewith:

Stewart Horse Clippers, No. 1, \$9.75 each.
Stewart Sheep Shearing Machine, No. 9, \$14.25 each.

Sheep Shearing Attachment for Horse Clipping Machine, \$10.50 each.

Automatic Knife Grinders, \$9 each.

Extra parts for No. 1 Horse Clippers:—

	Each
Knife and handle complete, old style ...	\$3.53
Do., new style	3.53
Too plates, old style, No. 99	1.01
Do., new style, No. 360	1.01
Bottom plates, old style, No. 99	1.50
Do., new style, No. 361	1.50
Tension springs, No. 91 .....	.06
Eccentric roll, No. 93 .....	.11
Shaft and chain complete, 6 ft.	4.80

5 Per Cent. Advance In Petroleum Faucets

Winnipeg.
PETROLEUM FAUCETS.—Recent lists from manufacturers of petroleum faucets show further revisions, the main reason for the advance being the increased

cost of production which is approximately 5 per cent. To-day's prices are as follows: Wood thread, ½-inch \$9.05; ¾-inch \$10.70; 1-inch \$13.20; 1-inch \$18.95 dozen; pipe threads, ½-inch \$9.90; ¾-inch \$11.55; 1-inch \$14.00; 1-inch \$19.80 dozen.

Tackle Blocks Up 5 to 10 Per Cent.

Winnipeg.
TACKLE BLOCKS.—The difficulty in securing raw material as well as higher wages have been the main factors in an advance in wood and steel tackle blocks. Increases range from 5 to 10 per cent, while a few of the smaller sizes of wood blocks remain unchanged. The following are to-day's prices on the lines affected by the recent advance:

	8-inch doz.	10 inch doz.	12-inch doz.
Wood Blocks, Single....	\$2.05	\$3.45	\$5.55
Double....	3.55	5.65	9.40
Triple....	5.30	....	13.35
Steel Blocks (Anvil Brand)			
3-in. 4-in. 5-in. 6-in. 7-in. 8-in.			
each each each each each each			
Single..	\$0.77	\$0.95	\$1.00
Double..	1.45	1.75	1.95
Triple..	....	2.35	2.50
	\$1.20	\$1.45	\$2.15
	2.20	2.65	3.70
	3.20	3.85	5.50

Hammers Are Higher; Deliveries Slow

Winnipeg.
HAMMERS.—Prices on Maydole hammers which have remained firm for the past few months have again been revised. New prices show heavy increases over former quotations, while factory deliveries are reported as very slow. To-day's ruling prices on a few of the more familiar numbers are as follows: No. 1, \$18.20; No. 1½, \$16.80; No. 11, \$18.20; No. 11½, \$16.80; No. 12, \$15.75; No. 711, \$18.20; No. 711½, \$16.80 per dozen.

20 Per Cent. Increase In Shaving Soaps

Winnipeg.
SHAVING SOAPS.—New prices are

Floor Wax Climbs 5 Cents Pound

Winnipeg.
FLOOR WAX.—Due to the increasing costs of raw materials entering into the manufacture of floor wax, a further increase has been found necessary. New prices just issued show an increase of 5c per pound over previous quotations. Today's ruling prices are given herewith: Johnsons' floor wax, 1 lb., \$7.20; 2 lb., \$14.40; 4 lb., \$28.80; Old English floor wax, 1 lb., \$7.20; 2 lb., \$14.40; 4 lb., \$28.80, tins per dozen.

White Lead in Oil Moves Up 50c

Winnipeg.
WHITE LEAD IN OIL.—Following the recent heavy advances in linseed oil along with strong pig lead market new prices have just been announced covering white lead in oil. This moves up another 50c per 100 pounds, making to-day's selling as follows: Decorators pure, 1 ton lots, \$18.25; less than ton lots, \$18.60 per 100 pounds; decorators' special, 1 ton lots, \$17.25; less than ton lots, \$17.60 per 100 pounds.

Linseed Oil Holds At Unchanged Levels

Winnipeg.
LINSEED OIL.—Although the price on flax seed has fallen considerably, no change is reported in the price of linseed oil. This is said to be due to the fact that to-day's oil prices were not based on the highest price of seed and no change is looked for just at present. Stocks are reported as normal with the usual demand at this season. Prices ruling to-day are as follows: Raw linseed oil, \$2.30 gallon; boiled linseed oil, \$2.33 per gallon in single barrel lots.

NEW BASIS WORKED OUT FOR SALE AND SHIPMENT OF SMALL SIZED ROPES

AS pointed out exclusively in last week's issue of **HARDWARE AND METAL** a new basis is being adopted for the sale of rope. Instead of the ⅝-inch base all quotations in future will be worked out from ¾-inch. The basis quotations named will apply to ¾-inch and ropes of larger diameter. In future 3/16 in., ¼ in., 5/16 in., and ¾-inch rope are to be shipped in full coils of fifty pounds each and in half-coils of 25 pounds each. This is being done with the idea of conserving both materials for wrapping and also

labor. Formerly the 3/16 diameter rope was sent out in 25-pound coils, the ¼-inch in 22-pound coils, 5/16-inch in 20 pound coils and ¾-inch in 44 pound coils. The extras over and above the base for smaller sizes are to range as follows: ⅝-inch, ½c extra; 9/16 to 7/16-inch inclusive, 1c extra; ¾-inch, 1½c extra; 5/16 and ¼-inch, 2c extra; 3/16-inch, 2½c extra per pound. Increased manufacturing costs, it is intimated, fall most heavily on the smaller sizes, and for this reason these changes have been found necessary.

Turpentine Remains Steady; Stocks Light

Winnipeg.

TURPENTINE.—Turpentine prices for the past few weeks have continued to hold firm and no immediate change

is looked for. Local demand is reported to be fair, while stocks on hand are none too heavy. To-day's market prices are given herewith: Barrel lots, \$1.10 gal.; ½ barrel lots, \$1.13 gal.; 5 gal. lots, \$1.15 gal., plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Aug. 22.—Production of steel ingots in July was at the rate of about 42,250,000 gross tons a year, representing a decrease of almost 3 per cent. from June rate. This was the first decrease since January and it was a much smaller decrease than usually occurs in July. The first fortnight of August witnessed exceptionally hot weather, and this month's output is likely to show a further decrease, but on the whole the steel trade is well satisfied, the summer curtailment being distinctly less than usual.

A little information leaked out recently which indicates that the proportion of finished rolled steel to ingot production is running a trifle higher than normal, this being doubtless due to the small scrap loss involved in rolling shell steel. Earlier in the history of shell steel manufacture there were particularly heavy scrap losses, but the scrap losses are now less than is the case in the rolling of the average finished steel product, due to greater skill in manufacture, to the fact that shell steel is running much more to large sizes than was the case in 1915, and to the efficient manner in which the War Industries Board has picked out war orders that could well be filled by using discard steel. As details of the various articles and implements that are used in the war are not given out it is impossible to particularize as to what is being rolled for war purposes from shell discard steel.

Using the proportion indicated, it appears that when the steel industry is making ingots at the rate of 43,000,000 gross tons a year it will be making finished rolled steel at the rate of about 38,000,000 net tons a year. It is regarded as conservative to estimate the ingot output in the present half year as at this rate, for while July and August fall slightly behind this should easily be made up when cooler weather arrives. Thus there is a reasonable expectation that 18,000,000 net tons will be made in the half year, this comparing with the observation made a few weeks ago by the War Industries Board that the production of more than about 16,500,000 tons could not be counted upon. The board was estimating the requirements at 20,000,000 or 21,000,000 tons, and later in a statement to the Fuel Administration, calling for a full supply of coal for the steel industry it put the requirements at 22,000,000 tons.

The Shortage of Scrap

It is true that 43,000,000 tons of ingots does not represent the capacity of the industry, as computed for normal times, but rather about 90 per cent. of

the capacity. On account of various difficulties, however, easily the chief being the shortage of scrap, the steel making facilities cannot produce their normal tonnage. The scrap situation is bad and growing worse. The shortage, of course, is due to the peculiar nature of the industrial and other operations now being carried on, which are such as to bring out very much less than in normal times. The railroads are wrecking very

BICYCLES AND MOTORCYCLES CLASSED AS ESSENTIALS

Following a conference at Washington this week between representatives of the bicycle and motor cycle industries and the Priorities Commissioner and other representatives of the War Board it was decided to place bicycles and motorcycles on the essential list.

It was developed in the meeting that in recent years bicycles have come to be used, particularly in industrial centres, as a method of transportation to and from places of employment, and that their pleasure use, formerly so prominent, has become relatively unimportant. It was shown that it would be unwise to deprive users of bicycles of this privilege.

In the case of motorcycles it was shown that the output of the factories was absorbed almost entirely by direct Government purchases and that the remainder was devoted largely to essential commercial purposes.

It was decided, however, that in the manufacture of both bicycles and motorcycles there were opportunities for substantial savings in the use of steel and rubber, and representatives of both industries pledged themselves to effect those savings through a program of conservation to be worked out with the Conservation Division of the War Industries Board.

little rolling stock, scarcely any bridges or buildings are being torn down and there is little new scrap being made. Even the shell factories are producing much less scrap than formerly because they are making shells in a different manner.

An important meeting is being held in Washington this week between J. Leonard Replogle, Director of Steel Supply, and the special sub-committee of the American Iron and Steel Institute, composed of Messrs. Gary, Farrell, Dinkey, Topping, Clarke and Grace. All that is given out definitely is that the meeting is a very important one and has to do with steel supply. The inference is that

it has to do with the project, discussed at some length in this report of a week ago, of increasing the output of steel by new construction. What would be required would be additional blast furnaces and open-hearth steel furnaces, as enough coke and ore could probably be provided, also enough steel rolling and finishing capacity. With supplies of material, labor and transportation facilities limited by the heavy demands in so many directions, the question is whether such new construction would be advantageous.

Freight Movement

The monthly report of ton-mileage on the railroads for May does not make a favorable showing, comparing the figures for May with those for the preceding month or with those for May, 1917. Part, but perhaps all, of the deficiency is due to the adoption May 1, 1918, of the universal interline waybill, whereby more freight than formerly that started on its journey in May did not get into the statistics, but will lap over into June. The figures indicate that last May freight was moved at the rate of 418,000,000,000 ton-miles a year, against rates of 448,000,000,000 in April and 439,000,000,000 in May, 1917. Apart from the disturbance caused by the new waybill, other items in the monthly statistics seem to suggest that the railroads did not improve their service in May. In the fiscal year 1913, the best year before the war, the ton-mileage was only 301,398,752,108, so that on the whole the railroads have been doing extremely well, except in December, January and February.

Scarcity of Pig Iron

It appears that every ton of pig iron produced must be made to do its full duty in serving the more essential industries, and allocations in favor of plants engaged in the most important work are so heavy and so hard to meet that there is practically no iron for consumers who do not have a particularly strong claim upon it. Allocations since May 1, for the industry as a whole, total about three-quarters of a million tons. This figure becomes more impressive when it is noted that the total production of pig iron by merchant furnaces is only about 900,000 tons a month, the remaining output being by steel works whose iron is rarely if ever touched by allocations since they already use using it in war work, and when it is noted further that the merchant furnaces are all working under the preference schedule, which would in general make the iron go to the right place without allocations. Thus between 20 and 25 per cent. of the make has been allocated when the furnaces were already filled with orders and were endeavoring to distribute their output to the best advantage according to the standing their various customers had on the preference list.

Steel Products

The great majority of steel consumers are receiving fairly good deliveries of finished steel products, because they have converted their operations into war work. Those whose operations entitle

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WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Aug. 22. — Spot prices for linseed oil are firm but for the month of October and later a better basis is announced. Turpentine is in better supply but the prices hold well. Rosin and glass are very firm. Mixed paint is quieter from the standpoint of movement. Putty is firm but no change has yet been made. The outlook for 1919 promises well. One of the lines that has been in heavy demand this year is that of insecticides, and the sale for this here has broken all records. For 1919 bookings are already being made to this commodity.

Linseed Oil On Spot Holds Very Firmly

Montreal.

LINSEED OIL.—There is still a steady and strong tone to the linseed oil market. The spot situation is such, as a matter of fact, that there is no large amount to be had and those offering it are not anxious to dispose of more than barrel lots. Prices are slightly higher in one quarter for immediate delivery. As far as the immediate future is concerned, say for delivery in October and later, a better price will be named and one large crusher selling to the retail trade will accept business on this basis at \$1.95 for raw. There is not a great deal of business passing at the present time but with little seed on spot and a maintained market for what there is, the position is still a firm one.

Linseed Oil.	Raw Imp. gal.	Boiled Imp. gal.
1 to 4 barrels	2 05-2 10-2 22	2 07-2 13-2 25

More Turpentine Here; Price Holds Well

Montreal.

TURPENTINE.—Although the recent shipments of turpentine have served to ease the situation here to a very great extent, the commodity is still ruling high in price. There is not a great deal of demand at the present time from the trade and while certain quantities of this can be stored it is not considered good policy to keep a great deal in store. While, therefore, the present demand and that for the coming fall months, is likely to be taken care of, it is a different matter to look forward much further than the present season. There is the much-desired improvement in supply, however, that was wished for a few weeks ago.

Turpentine—	Per Imp. Gal.
1 to 4 barrels	0 98 1 00
5 barrels and over .....	.....
Small quantities	1 03 1 07

Putty Prices Firm; Still Unchanged

Montreal.

PUTTY.—The market conditions as obtaining for putty are very firm. As yet there has been no change in the quotations of the jobbers here, although there is a little greater spread. It is to be expected that the position will be one of much strength in view of the spot situation on linseed oil and the scarcity and high price of other basic materials.

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	\$4.00	\$4.15	\$4.35
Do., ½ barrels	4.15	4.30	4.50
Do., 100 lbs	4.85-5.20	5.00-5.35	5.20-5.55
Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.75
Pure linseed oil putty, \$2.00 per 100 lb. advance on above prices.			
Glaziers' putty—\$1.60 per 100 lb. advance on above prices.			
Terms: 2%, 15 days, net 60.			

White Lead in Oil Steady and Firm

Montreal.

WHITE LEAD IN OIL.—With the price now fixed on pig lead in the United States it is very likely that there will be a steadier position as applying to white lead in oil. Of course it is very hard to define the position on an item such as this for the grinders have had to go out and pay a premium very often when they needed lead. There is a fair amount of business passing and prices hold firmly as revised last week. Five-ton lots are selling at \$17 per 100 pounds for standard lead; ton lots \$17.35 and small lots \$17.85.

Mixed Paints Quieter; Markets Steady

Montreal.

MIXED PAINTS.—While markets have ruled very steady of late and prices on all colors have been well maintained there has not been a great deal of business the last week or two. This is but seasonable and yet there is quite a little trading of the sorting order that amounts to considerable in the aggregate. The paint makers are now making plans for the coming season and an announcement of much interest to the trade regarding containers for next year will be found elsewhere in this issue.

Rosin Markets Firm; Glass Very Strong

Montreal.

GLASS AND ROSIN.—The tendencies on rosin are very firm. The difficulty of getting requisite supplies is not any less than it was and prices have advanced somewhat in the last few weeks and will, it is thought, advance more. Glass, too, is on a very strong basis with the probability that there will be an advance for sheet and even for plate glass, before long.

TORONTO

TORONTO, August 22.—Turpentine has declined 6c per gallon in some quarters. This is in line with weaker tendencies outlined in HARDWARE AND METAL last week, though primary points show an advancing market. Linseed oil has been firmly held and supplies are equal to present demands. White lead in oil holds at advance made last week with orders none too plentiful. Glass is very firmly held, while putty rules with a strong undertone. Business generally holds at remarkably high levels, considering the season.

Linseed Oil Shows Advance; Range Narrows

Toronto.

LINSEED OIL.—The position of linseed oil is one of decided strength. This is noticeable in an advance of 2c per gallon in some quarters which results in a narrowing of the range. Changes in the seed market are a daily occurrence, but the feeling as a whole is one of strength. An easier market was noticeable on Wednesday on the Winnipeg Exchange due largely, it is thought, to lack of buying interest. There is practically no flax to be had and consequently few offers are being made, what interest there is centering largely in futures. Supplies show some improvement but there is no accumulation of stocks. Orders are being taken care of as they come in but no great surplus over demands is reported. The present range of quotations being made to the trade is given as follows:

Linseed Oil	Raw Imp. gal.	Boiled Imp. gal.
1 to 2 barrels	\$2 07-\$2 17	\$2 09½-\$2 20
Less than barrel lots 10c per gallon higher than single barrel prices.		

Turpentine Declines 6c Locally; Primary Firmer

Toronto.

TURPENTINE.—A decline of six cents per gallon locally on turpentine has been made during the week. This is in line with weaker tendencies outlined in **HARDWARE AND METAL** last week as applying to conditions here, while primary points show an increasingly firm tone with advances recorded. Reasons for the spread in prices between primary points and here are exchange which has advanced again during the week, increased freight rates and heavy leakage. This latter item is assuming almost enormous proportions, the barrels being improperly sealed and with the very hot weather wastage has been very heavy. The demand at present is light, and supplies ample for all requirements. Lower prices are not looked for in view of firmer tone of primary markets. Quotations are as follows:

Turpentine.	Imp. gal.
1 barrel (barrel included)	\$0 95-\$1 00
2 to 4 barrels (barrel included)	0 94
5 gallon lots	1 05

Little Quieter Feeling In Mixed Paints

Toronto.

MIXED PAINTS.—There has been a little quieter feeling in mixed paints as far as actual sales are concerned, but manufacturers and jobbers are well satisfied with business being handled, stating that volume of trading is remarkably good for this month of the year. There has been no change in prices, figures shown in current market quotations being firmly held.

Advance Held On White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—The advance of 50c per 100 pounds made in white lead in oil last week has been firmly held. No further change in the situation is reported, supplies being ample and demand along rather narrow channels. Prices now prevailing which take in latest revision are: for pure, \$17.75 per 100 pounds in ton lots, and \$18.10 per 100 pounds in less than ton lots. The various brands are listed in current market quotations.

Putty Very Steady; Glass Very Strong

Toronto.

GLASS, PUTTY.—There have been no new developments in the situation affecting putty. Prices are firmly maintained at unchanged levels, while the demand continues rather light. An improvement in movement is looked for for the fall trade. Prices to-day range as follows: Standard, bulk in barrels, selling at \$4.70 per 100 pounds and 25-lb. and 100-lb. irons being quoted at \$5.55.

Pure putty is \$2.00 per 100 pounds higher than figures on standard.

Window glass is in a very strong position but jobbers are working on old stocks at the present time and maintaining unchanged prices. Quotations in the United States are at much higher levels and this will be reflected here in time.

AUTO ACCESSORY MARKETS

Continued from page 176.

cups of Copeman design. The ordinary and the 5-16 inch sizes are priced at 71c each in single lots with 75 per cent. discount to the trade; lots of 25 at 62½c with 30 per cent. off, and lots of 100 at 61¾c with 35 per cent. off. Packard Special style are priced at 75c, 70c and 65c each respectively for similar quantity lots, while grease cups are 24½c each, net.

Tail Lamp Bulbs Less; Prices Lubricator Cups

LAMP BULBS, LUBRICATOR CUPS.

—A reduction in the price of Howe tail lamp double bulbs for Ford cars is announced. The old prices on lots of 48 was \$1.87, and the new price is \$1.67. For dozen lots the former price of \$2.03 is superseded by a price of \$1.81. The new trade price is \$1.94 net, in smaller quantities. Copeman lubricator cups are now priced at 71c each for the two ordinary styles and Packard Special 75c each. Grease cups of this style are 24½c each.

New List Prices for Single & Dual Tire Chains

TIRE CHAINS.—A change in the list of tire chains for solid tires single and dual types has been arranged. The new retail prices are as follows and are subject to the dealer's discount of 25 per cent. in singles; 30 per cent. on 12 pairs and 33 1-3 per cent. on 100 pair lots.

Single solid type chains, 32 x 3, \$7.20; 34 x 3, \$7.80; 36 x 3, \$8.40; 32 x 3½, \$9; 33 x 3½, \$10.20; 34 x 3½, \$10.20; 36 x 3½, \$11.40; 38 x 3½, \$12.00; 32 x 4, \$10.80; 34 x 4, \$12; 36 x 4, \$13.20; 38 x 4, \$14.40; 40 x 4, \$15.60; 42 x 4, \$16.80; 34 x 4½, \$12.60; 36 x 4½, \$13.80; 38 x 4½, \$15; 34 x 5, \$15; 36 x 5, \$16.20; 38 x 5, \$17.40; and 40 x 5, \$18.60.

Dual type prices are as follows:—38 x 3, \$16.20; 36 x 3½, \$18; 38 x 3½, \$19.20; 40 x 3½, \$20.40; 34 x 4, \$18; 36 x 4, \$19.20; 38 x 4, \$20.40; 34 x 4½, \$18.60; 36 x 4½, \$19.80; 38 x 4½, \$21; 40 x 4½, \$22.80; 34 x 5, \$19.80; 36 x 5, \$20.40; 38 x 5, \$21.60; 40 x 5, \$22.80; 42 x 5, \$24; 40 x 6, \$25.20; 42 x 6, \$26.40; 40 x 7, \$27.60; 42 x 7, \$28.80.

List Prices for Cross Chains Single and Dual

CROSS TIRE CHAINS.—The following resale prices will be interesting as for the single solid and dual solid type of tires: Size, 3-in., per 100 prs., \$11; 3½-

in., \$18; 4-in., \$23; 4½-in., \$26; 5-in., \$29; 6-in., \$34; 7-in., \$36. These prices apply to the single solid type. The following are for the dual solid style: Three-inch per 100, \$30; 3½-in., \$33.60; 4-in., \$36; 4½-in., \$39.60; 5-in., \$42; 6-in., \$45.60; 7-in., \$48; and 36 x 3-in., \$15. Discounts to the trade are as follows: On single lots 25 per cent; 12 pairs 30 per cent., and lots of 100 pairs, 33 1-3 per cent.

PITTSBURGH MARKETS

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them to no preference are receiving scarcely anything. They are given the consolation that they should seek war orders. That would entitle them to steel if there were any, but it would not automatically increase the supply from which the steel shipments would have to be drawn.

The pipe mills expect to make a fairly good distribution to jobbers under the instructions issued last month, and the distribution of wire products will be fair. In sheets and merchant bars the distribution to jobbers will be very light.

Tin plate production in July was over 3,100,000 base boxes, easily a record for July, when there is usually a sharp curtailment in output on account of the heat. Production in the first six months of the year was about 17,250,000 boxes.

DRY COLOR PLANT CONFISCATED

The alien property custodian has announced the seizure of the plant and assets of the G. Siegel Co., of Rosebrook, Staten Island, manufacturers and importers of colors and chemicals, capital stock \$250,000, all owned by the G. Siegel Co., of Stuttgart, Germany. The plants of the Birger & Wirth Co., of Brooklyn, manufacturers of printers and lithographers' inks, owned by Emil Wirlitzer, of Leipzig and George Benda, of Boonton, N. J., manufacturers of bronze powders, a branch of the concern of the same name in Fuerth, Bavaria, established in 1824. In recent years the business of the branch in America has been conducted under the supervision of Adolph Neubauer on behalf of himself and his partner, Eugene Kirschbaum, who returned to Germany. When the war started, Neubauer returned to Germany, and since 1916 no communication has been had by the local agent with either Neubauer or Kirschbaum.

Mr. Palmer has directed the selling organization of his office to place these plants on sale.

LITTLE OF THE OLD SIZES LEFT

Washington, D.C.—Figures are being tabulated under the direction of R. S. Hubbard, chief of the paint and pigment section of the War Industries Board, to show the paint in the hands of the manufacturers on July 1 that is put up in sizes the sale of which was forbidden after July 1 by the conservation division of the War Industries Board. The officials seem to feel that the total quantity is comparatively small.

Reduction in Steel For Agricultural Machinery

The "Iron Age," in reviewing the iron and steel industry, says:

The fact that makers of agricultural machinery have secured a reduction of \$5 a ton on steel bar shipments in the second half of the year is widely commented on in the steel trade. A concession to this interest on its bar purchase has been no uncommon thing for years. Government price fixing promised to be the end of it. But there was pressure at Washington to prevent any advance in implements to the farmer. The implement manufacturers finally agreed to make no advance if the government would get them a \$5 reduction on bars. The steel men were appealed to and the reduction was granted.

It remains to be seen how far complications in other bar-consuming trades will result from 2.65c bars for agricultural purposes. But no other industry heretofore has been able to secure the preference given to implement makers, and the odds are even greater now with the Government thrown into the agricultural scale.

High heat and humidity cut down pig iron and steel outputs last week, estimates for the Pittsburgh district running from 14 to 15 per cent., while losses at some eastern Pennsylvania plants were considerably higher.

A factor to be counted on as the American army in France grows is the spirit of the steel workers, particularly in mills supplying the chief essentials, as plates, shell steel, and latterly rails. There are some signs of the same effort to get output that has been seen at shipyards, but they might be more general.

"The estimated July production of steel ingots, based on the compilations of the American Iron and Steel Institute, is 3,531,600 gross tons. The daily rate fell off about 2.9 per cent. from that of June, and while the estimated annual production rate on the July figures (counting 25 days) is only 41,984,000 tons, the rate on the actual output of the last five months or since the winter and railroad handicaps of January and February, is 42,496,000.

Copper Production Heavy; Demand Equally

Latest advices from New York regarding brass and copper are as follows:

There has been a good demand for copper since it became known that the 26c price would be continued until at least November 1. There did not seem to be any very good reason why for a fortnight or so before the new agreement was reached there should have been a holding back of business, because it is easy enough to provide in any contract that the price shall be that ruling at the date of shipment or delivery. But the agreement with the Government heretofore has provided that the price to be paid for copper should be that pre-

vailing at the time of sale so that if a contract were completed for deliveries extending beyond August 15 and the price on and after that date should be advanced the producers would be out the difference. To guard against difficulties and differences of this kind the new agreement provides that the price to be paid shall be that ruling at date of shipment, so that there will be no incentive to hold off business again. The production of copper has been heavy, but demand has been even heavier and only those consumers who have Government work on hand are being supplied at the moment. It is expected, however, that within a reasonable time there will be sufficient surplus to provide for ordinary commercial needs.

With the price of copper fixed the market for all brass products is firmer, but manufacturers do not quote except on specification.

Bicycle News

N. S. Dalglish, Hardware, has increased his turnover in bicycles considerably during the past season. He considers the bicycle department one of the most promising of the many lines of first class hardware items carried in his stock.

Marlott & McKenzie, hardware dealers of Kamloops, B.C., have added bicycles to their line and report good business. Kamloops is a very progressive and live town and Merlott & McKenzie are right after their share of the bicycle business.

J. Sturdy, of the Sturdy Hardware Company of Revelstoke, B.C., is one of the hardware dealers in that province who has made the bicycle a profitable side line. Mr. Sturdy has doubled his sales this season in addition to a very nice increase in his accessory business.

Knocking Competitor Not Good Business

A farmer and his wife went into a Western Canada city recently to buy a range. The hardwareman presented the selling points of the particular line he carried. No one—except the farmer and his wife—knows exactly what those points were. But part of his argument was that his stove was much better than one carried by his competitor. To be absolutely accurate it was a clerk who waited on them.

They didn't just decide to buy the stove at that moment. Something, probably of a psychological character, prompted them to drop into the competitor's store to investigate the good, and otherwise, points of his range. These were carefully explained.

"But you have been telling us all about the qualities of the — range but you haven't said a word about the good or bad features of the —" (naming the one they had first inspected).

It was observed that farmer was "sold" on the first range, but his wife's affection leaned the other way, and wives usually have the faculty of getting their own way.

The hardware man politely explained that he never criticized a competitor's goods; that he knew the range he handled would give complete satisfaction; that its qualities were "par excellence," etc.

But the customer still hesitated. They had been told the range they were looking at was not as good as the other. Eventually they were led to give the name of the salesman in the other store that waited on them.

"Why, I happen to know that he has one of these ranges in his own home, that he has had it for two years, and that he freely states to friends that it gives the best of satisfaction," was the come-back.

The sale was made immediately.

A Real Convention

The convention of the National Paint, Oil and Varnish Association, is to be held in Boston, October 21-24. The annual meeting of this U. S. organization, that embraces every interest in the manufacturing and jobbing section of the trade, offers a medium for "talking things over" with the members of these various interests that is not afforded by the many conferences of single interests that are being held from time to time during the war period.

First Steel Lake Vessel Launched At Welland

The first steel ocean-going cargo vessels being built on account of the Imperial Munitions Board on the canal at Welland was launched. The vessel was built in the shipbuilding yards of the British-American Shipbuilding Co., is 261 feet by 43½ feet by 23 feet deep, and is made wholly of steel.

A sister vessel is near by on the stocks, and arrangements are made in anticipation of her being launched some five weeks hence. The keel of a third vessel will be laid down at once.

Trade Notes

R. S. Malott of Essex, Ont., has purchased the interests of his partner, A. B. Dobbyn, in the Essex Hardware Co., and in future will conduct the business under his own name.

The European Retread Tire Co. has opened an office in Montreal at 142 Bleury St. It is their intention to recover old auto tires that are much worn with chrome leather that has first been restudded by a patented method with steel rivets or studs. The firm's representative in Montreal is J. H. A. Talbot.

TO HELP STEEL MANUFACTURERS

In order to help the steel manufacturers and others engaged in war work in the Pittsburgh district, the American Government is advancing \$2,000,000 towards the cost of a 40,000 kilowatt station to be built by the West Penn Power Co. at the coal mines.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps
25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.
B.M. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.35; 22 long smokeless, \$7.50; 22 long rifle, smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire
Smokeless 303 Winchester, \$72.25 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$76; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½.
\$3.60; Nos. 1 and 2 (100 in box). \$3.40; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (250 in box), \$3.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80; new No. 4, \$5.50; U.M.C., 33, \$5.50.

Shot, standard, 100 lbs., Toronto.
\$17.35-\$19.75; Montreal, \$18; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.		
3/16.....	\$ 6.00	18/16.....\$12.00
4/16.....	5.00	19/16.....14.00
5/16.....	5.00	20/16.....14.00
6/16.....	5.00	21/16.....16.00
7/16.....	5.00	22/16.....16.00
8/16.....	5.00	23/16.....18.00
9/16.....	6.00	24/16.....18.00
10/16.....	6.00	25/16.....21.00
11/16.....	7.00	26/16.....21.00
12/16.....	7.00	27/16.....24.00
13/16.....	8.25	28/16.....24.00
14/16.....	8.25	29/16.....27.00
15/16.....	9.50	30/16.....27.00
16/16.....	9.50	31/16.....30.00
17/16.....	12.00	32/16.....30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.
F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.....	\$13 25	\$16 00
Double Bit	16 50	19 50
Poys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00

Bench—No 2, doz....	12 50	13 20
No. 3, doz.....	13 50	14 20
No. 4, doz....	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to \$1.15 a lb.

BARS, CLOTHES

No. 4, dozen	\$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. \$1.40-\$1.75
Cut Lace Leather, lb. 1.60-1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.....	\$4 00
No. 2 x 50, lb.....	5 00
No. 3 x 60, lb.....	7 50
No. 4 x 100 lb.....	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen \$	8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz..	\$11 00
No. 35, dozen ..	25 00
No. 36, dozen ..	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts (\$1 list), ¾ in. dia. and smaller, 10%.
Carriage Bolts (\$1 list), 7-16 dia. and larger, net list.
Machine Bolts, ¾ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts (\$3 list), net list.
Step Bolts, large head (\$3 list), net lists.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list, \$1.50.

Nuts, square, tapped, add to list \$1.75.
Nuts, hexagon, blank, add to list \$1.75.
Nuts, hexagon, tapped, add to list \$2.
Stove bolts, 55%. Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....\$12-14%

F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base \$0 43
Rods, base ½ to 1 in., round, 38-44
Tubing, seamless, base.....45½-50
Tubing, vim pipe size, base
¾ in. and up to 3 in.....45½-50
Copper tubing, iron pipe size, base. ¾ in. up to 3 in.....47½-53
F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy\$14.50-\$17
30-gal. Standard 14 00 |

BOARDS (Wash), Zinc

Pony	\$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50

Diamond King (glass).....	6 00
Western King (enamel)	7 00
Beaver (brass)	7 00

F.O.B. Newmarket.

BUTTS

Wrought Steel:—	
No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5,000), 33 1-3%.

Chicago Relax Floor (6,000), 25-10-7½%.

Chicago Premier (4,000), 16 2-3%.

Chicago Ajax (3,000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2,000), 40-7½%.

Chicago Screen Door (3,000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

B.B.B.

Fire Welded Fire

CHAIN Proof Coil Welded

Mont'l Tor'to Mont'l Tor'to

3-16 in.\$22.75 \$21.35 \$....\$27.35

¼ in.16.75 17.70 21.75 23.70

5-16 in.14.15 14.60 19.00 18.35

¾ in.13.00 13.40 15.90 17.15

7-16 in.12.75 13.10 15.65 16.45

½ in.12.50 12.80 15.50 16.15

¾ in.12.35 12.75 15.25 16.10

¾ in.12.25 12.60 15.10 15.95

¾ in.12.05 12.50 15.00 15.85

1 in.11.90 12.40 14.85 15.75

Electric Welded

B.B. B.B.B.

3-16 in.\$18.00 \$19.00 \$....\$....

¼ in.14.95 16.00 16.20

5-16 in.12.55 13.50 13.80

¾ in.11.35 12.25 12.60

7-16 in.11.10 12.00 12.35

½ in.10.95 11.80 12.20

¾ in.10.70 11.55 11.95

¾ in.10.40 11.25 11.65

Montreal and Toronto

American Proof Coil Chain

B.B. B.B.B.

3-16 in.\$17.25 \$....\$....

5-16 in.14.25 17.25

¾ in.13.00 16.00

7-16 in.12.75 15.45

½ in.12.55 15.25

¾ in.12.25

Electric Welded B.B.B.—Chain.

¼ in.\$13.75; 5-16 in., \$12; F.o.b. Toronto.

Cow ties, 5, 10%; trace chains

net list; doe chains, 12½%; halter

chains, 12½%; tie-out chains

37½%; stall fixtures, No. 1 or

heavy, 22 dozen; stamped, No. 3

or Dominion, \$1.40 dozen; breast

chains, No. 220, \$16 dozen pairs

F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement per bbl., \$2.80 in car-

lots; \$3.40-\$3.50 bbl. in small lots.

Paris plaster, five-barrel lots

\$3.50; single barrel, \$3.50. F.O.B.

Toronto.

CHURNS

List price hand churns—No. 0

\$9; No. 1, \$9; No. 2, \$10; No. 3

\$11; No. 4, \$13; No. 5, \$16.

List prices power churns—No. 0

\$11; No. 1, \$11; No. 2, \$12; No. 3,

\$12; No. 4, \$17; No. 5, \$20.

Discount of 20% f.o.b. Toronto

Hamilton, Fergus, London, St.

Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD Universal(doz.)

No. 0	\$19 20
No. 1	23 20
No. 2	28 40
No. 3	38 40

F.O.B. Montreal, Toronto.

Russwin—

No. 0	\$19 20
No. 1	23 20
No. 2	28 40
No. 3	38 40

CLOTHES LINE (Galvanized)

No. Per 1000 ft.

17—7-strand, 100 ft. lengths..\$7 80

17—7-strand, 50 ft. lengths... 8 00

18—6-strand, 100 ft. lengths.. 5 40

18—6-strand, 50 ft. lengths.. 5 45

19—6-strand, 100 ft. lengths.. 4 75

19—6-strand, 50 ft. lengths.. 5 00

F.O.B. Montreal, Toronto, London.

COPPER

Casting ingot, see weekly report.

Bars, ½ to 2 in....\$43 50 \$43 00

Plain sheets, base, 16

oz. and heavier... 48 00 48 00

Copper sheet, tinned,

14x60 in., 14 oz... 49 00

Copper sheet, plan-

ished, base 16 oz.

and heavier 58 00 49 00

Braziers' in. sheets,

6x4 base 46 00 48 00

Above prices are full sheets and

bars. Cut sheets and bars are 5c

per lb. higher.

COMBS

Curry combs: No. 111, \$1.55; No.

121, \$1.70; No. 122, \$2.25; No. 127,

\$2.25; No. 100, \$2.80 per dozen.

F.O.B. Montreal, Toronto, Hamil-

ton, London

CORD (SASH)

No. 6, lb. 72

No. 7, lb. 71

Nos. 8, 9, 10, 12 70 |

F.O.B. Montreal, Toronto, Hamil-

ton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets.\$11 75 \$ 8 50

Galvanized

Apollo Crown Gorbals

18x24x52 60 |

60

CHARCOAL, TIN PLATES

M.L.S. and Famous— Per box

IC, 20x28 base IXX, 20x28 base (nominal)... |

IXX, 20x28 base (nominal)...

IXXX, 20x28 base (nominal)

F.O.B. Toronto

Raven and Murex Grades—

DOORS, SCREEN

Kasement, No. 1, \$24.84 to \$27.24 doz.; No. 2 and 3, \$28.20 to \$30.60 doz. F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of

Nov. 1, 1899.	%
Great Western, Amer.	50
Kearney & Foot, Arcade.	50
J. Barton Smith, Eagle.	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30-32 1/2
Black Diamond	32 1/2
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb. Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round \$7 50
Three heat, round 8 25
F.O.B. Toronto.

GRINDSTONES

Per 100 lbs.

Over 40 lbs. and 2 in. thick \$2 50
Under 40 lbs. 2 75-2 85
Bi-Treadle, each 6 25
F.O.B. Toronto.

HALTERS (SNAP AND RING)

Doz.
Russet rope shank, 1" \$11.25-\$12.75
Russet rope shank, 1 1/4 in. 13 85
Black rope shank, 1 in. 13 75
Black rope shank, 1 1/4 in. 12-50-13 85
Hand sewn, no shank, 1 in. 17 40
Hand sewn, no shank, 1 1/4 in. 20 20

Halters (Sisal)

7-16 in. gross, \$24; 9-16 in., \$36.
F.O.B. Toronto. London—7-16 in., \$2.10 doz.; 1/2 in., \$2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt. \$17 50
Masons, 5 lbs. and over, per cwt. 20 00
Masons, 5 lbs. and under. 22 50
Napping, up to 2 lbs. 25 00
F.O.B. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, net list. Fork, hoe, rake and shovel handles 20%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 10%.

F.O.B. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

List
Atlas, No. 0 \$13 30
Atlas, No. 1 13 80
Atlas, No. 2 15 80
Stearns, 4 in. 9 75
Stearns, 5 in. 13 20
Perfect, No. 1 10 45
Perfect, No. 1 1/2 13 20-13 80
Storm King and safety hangers, doz 10 60
Steel track, 1 1/4 in. 9 00-12 00
F.O.B. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner 7 50
Majestic, 2 Burner 11 25
F.O.B. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.
Strap Tee
4-inch, doz. pairs \$2 70 \$2 30
5-inch 3 30 2 85
6-inch 3 55 3 20
8-inch 4 85 3 65
10-inch 8 55 6 50
12-inch 10 35
14-inch

Light, Net Prices.

3-inch, doz. pairs.	\$0 90	\$0 90
4-inch	1 10	1 00
5-inch	1 25	1 15
6-inch	2 25	1 35
8-inch	2 25	1 60
10-inch		

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., \$4.30; 8-in., \$4.80; 10-in., \$6.40; 12-in., \$7; 15-in., \$7.50; 18-in., \$11; 21-in., \$12.40; 24-in., \$16; 27-in., \$17.20; 30-in., \$18.50; 33-in., \$21.50; 36-in., \$24.50.
Discount, 25%.

F.O.B. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point \$14 00
Lightning 12 50
Heath's 12 50
HOES, Grub 10 00

HOOKS, GRASS

English Canadian Fox

No. 2, per doz. \$3 40 \$5 00-\$5 50
No. 3, per doz. 3 50 5 50-6 40
No. 4, per doz. 3 50 6 00-7 40
Little Giant 5 25
Borden 5 25
F.O.B. Montreal, Toronto.

HORSESHOES

Price per keg
No. 2 No. 1
Sizes and and
Patterns made larger smaller
Less 20c

Light iron 0-7 \$6 75 \$7 00
Long heel light iron 3-7 6 75
Medium iron 1-8 6 75 7 00
Heavy iron 6-8 6 75
Snow 1-6 7 00 7 25
New-light "XL" steel 1-6 7 20 7 45
Fetherweight "XL" steel 0-4 8 60
Special counter-sunk 0-4 9 10
Toe-weight (front only) 1-4 9 60
Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.O.B. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2, and larger, sharp and blunt, \$2.25 to \$2.90 box.

HOSE, LAWN

Corrugated, 1/2 in., 100 ft. \$17 50
Corrugated, 3/4 in., 100 ft. 20 50
Corrugated, 1 in., 100 ft. 23 50
Corrugated, 1 in., 100 ft. 35 00
Less 5% for full reels, 500 ft.
F.O.B. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross.
F.O.B. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.
72x30 up to 24 gauge, case lots
72x30, 26 gauge, case lots.
Less than case, 50c per 100 lbs. extra. F.O.B. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set 2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set 2.30-2.40
Mrs. Potts, handles, japaned, doz. 1.40-1.50
Sad irons, common, plain, 3, 4, and 5 lbs. 9 20
Sad irons, plain, 6 lbs. up. 7 00
Sad irons, common, plated. 5 50
Princess Electric, each 3 35
Canadian Beauty Electric Irons—Style A 4 50
Style B 4 88
Hotpoint Domestic Electric Irons, each 5 25
Gasoline Sad Irons, each 4 25
F.O.B. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders Per ft.
Crescent 0 19
Household 0 19
Standard, 4-12 ft. 0 21
Electrician 0 20
Heavy duty 0 47
Extension 0 35
Extension Ladders Per ft.
Perfect, 6 to 10 ft. only \$0 31
Hercules, 4 to 10 ft. 0 33
Hercules, 12 to 14 ft. 0 28
Faultless, 4 to 10 ft. only 0 29
Ontario, 4 to 10 ft. only 0 26
Shelf Lock, 4 to 8 ft. only 21

Single and Fruit Picking

10 ft. to 16 ft. 20c ft.
18 ft. to 22 ft. 23c ft.
Chair ladders, each 2 00
F.O.B. Toronto, Hamilton, London.
Up to 32 ft. 0 23
34 to 40 ft. 0 26
London—Up to 34 ft., 23c; 36-40 ft., 26c ft.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

Per doz.

Short Globe, plain \$12 50
Do., Japd. 13 25
Long Globe, plain 12 50
Do., Japd. 13 25
Dash, plain 15 50
Do., Japd. 16 25
Do., Search (round reflec.) 7 00
Little Bobs 2 10-4 20
F.O.B. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Dozen

Cold blast, short \$0 95-\$1 10
Cold blast 0 95-1 10
8 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.
Cold blast, short ruby 4 00-4 20
Cold blast, common ruby 4 00-4 20
Less 5c a doz. in 6 doz. lots.
F.O.B. Toronto, London, Hamilton, and Montreal.

LATCHES

Per doz.

Steel Thumb, No. 2, per doz. 1 85
Steel Thumb, No. 3, per doz. 2 40
Steel Thumb, No. 4 4 70
Barn Door, No. 5 2 75
Barn Door, No. 9 5 10
F.O.B. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

List Each

Canadian \$ 9 00
Dowsell 9 00
Noiseless 15 50
Hamilton 11 00
Snowball 15 00
Momentum 16 50
New Century, style A. 16 50
New Century, style B. 18 00
Playtime, engine drive. 19 50
Ideal Power 28 00
Seafoam, electric 102 09
Seafoam, engine drive 44 00
New Idea, electric 134 00
Sunshine 8 50
Popular, No. 1 9 50
Economic 11 50
Champion 17 00
New Excell-All 18 00
Blue Bell, without stand. 16 50
Puritan Water Motor Washer, complete 28 00
Hydro, One Tub, engine drive 45 50
Low pressure water motor washer, each 30 00
Connor ball-bearing, with rack 18 50
I X L 18 50

Gem 16 50
Winner, plain 13 50
Connor Improved 9 00
Jubilee 8 50
Canada First 19 00
Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MAILETS

Per doz.

Tinsmiths, 2 1/2 x 5 1/2 in. \$1.00-\$1.75
Carpenters', No. 3 5.50
F.O.B. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz. \$12 00 \$12 50
Pick, doz. 12 00 12 50
F.O.B. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Universal—

No. 4, doz. \$34 65
No. 8, doz 39 60

MOPS

O-Cedar, doz, net \$12 00
Spruxton, No. 2, doz. \$8 00 8 40
S.W. Mops, complete, doz. 5 00
Mop Sticks, doz., No. 8. 2 00
Cast Head Mop, doz. 2 00
Crescent, doz. 3 35
Crank wringing, doz. 6 90
F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac 40-10%
Woodyatt 35%
Empress 35%
Mayflower 35%
Star, Ontario, Daisy 35%
F.O.B. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

2 3/4 inch. 15c
1 inch. \$1 3 inch. 10c
1 1/4 inch. 1 3 1/4 inch. 10c
1 1/2 inch. 65c 3 1/2 inch. 10c
1 3/4 inch. 40c 4 inch. 5c
1 7/8 inch. 40c 4 1/2 inch. 5c
2 inch. 30c 5 inch base.
2 1/4 inch. 30c 5 1/2 inch base.
2 1/2 inch. 15c 6 inch base.
6 1/2 to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, \$5.30 base.

Freight equalized on above points. F.O.B. Montreal, Gananoque, Collingwood and Owen Sound, \$5.35 base.

Freight equalized on above points. Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, \$5.42 1/2.

Sault Ste. Marie, Port Arthur, Fort William, \$5.05-\$5.35 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slatting, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, \$5.70 base; Toronto, \$5.65 base; London, \$5.60; Hamilton, \$5.65; no equalization of freights.

Roofing Nails—American, large head, keg, \$9. London, \$10.

F.O.B. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

C Brand

Size Per 100 lbs.
Capewell—
No. 5 \$22 00
No. 6 21 00
No. 7 20 00
No. 8 19 00
No. 9 and up 18 00
Discount, 10%.

"M.E.M." BRAND

No.	Net Price List	Per box
	Lengths	of 24 lbs.
3	1 1/2"	\$19 00
4	1 3/4"	9 00
5	1 15-16"	4 00
6	2 1/8"	3 75
7	2 5-16"	3 50
8	2 1/2"	3 50
9	2 11-16"	3 25
10	2 3/4"	3 25
11	3 1-16"	3 25
12	3 1/2"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 linear yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.	48 inch...	60 inch...	72 inch...
12 inch...	\$1 80	\$1 50	\$1 20
18 inch...	2 65	2 00	1 70
24 inch...	3 40	2 75	2 25
30 inch...	4 00	3 40	2 80
36 inch...	4 75	4 00	3 50
42 inch...	5 50	4 75	4 00
1 1/2 inch mesh and 19 ga. wire.	48 inch...	60 inch...	72 inch...
12 inch...	\$3 50	\$2 50	\$2 00
18 inch...	5 00	4 00	3 25
24 inch...	6 30	5 00	4 00
30 inch...	7 75	6 25	5 00
36 inch...	9 90	7 75	6 25
1 inch mesh and 20 ga. wire.	48 inch...	60 inch...	72 inch...
12 inch...	\$4 00	\$3 00	\$2 50
18 inch...	5 50	4 50	3 75
24 inch...	7 00	5 75	4 75
30 inch...	8 50	7 25	6 00
36 inch...	10 50	8 75	7 25
42 inch...	12 75	10 00	8 50
1/2 inch mesh and 22 ga. wire.	48 inch...	60 inch...	72 inch...
12 inch...	\$16 50	\$12 00	\$10 00
18 inch...	20 10	15 00	12 00

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been with drawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.
Montreal, 15% off list.
American netting, 10% off list.

	Per rod
Invincible—1640	\$ 0 75
1848	0 85
2060	0 95
Put up in 10, 20 and 30-rod rolls.	
F.o.b. Montreal.	

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	\$21 00-\$22 00
U.S. Navy (unspun)	21 00
Clipper (spun)	19 50
Clipper (unspun)	19 50
U.S. Navy (unspun)	21 50
U.S. Navy (spun)	21 50
Plumbers (spun)	\$9 00-10 50

F.o.b. Montreal, Toronto

OIL

Montreal Toronto

Royalite	0 19	0 15
Palatine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16 1/2	0 15 1/2
Black oil (Winter)	0 18 1/2	0 16
Imperial Cylinder	0 07	0 07
Capital cylinder	0 51	0 50
Machine oil, regular grades	26-42 1/2	27-37
Standard gas engine oil	0 39	0 43
Paraffine	0 21 1/2	0 24 1/2
XXX machine	0 25	0 39
Fuel oil, bbls.	0 14 1/2	0 13 1/2
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS

See weekly report

PACKING		Per lb.
Fine jute		\$0 20
Coarse jute		0 15
Hemp		0 34
Square braided hemp		0 38
No. 1 Italian		0 44
No. 2 Italian		0 36
F.o.b. Montreal and Toronto.		

F.o.b. Montreal and Toronto.

PAPER

Per 100 lb.

Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 65
Anchor Brand	1 20
Rosin Sized Sheet, red	1 05
Do, blue	1 10
Tarred Fibre, No. 1 roll	1 30
Tarred Fibre, No. 2 roll	0 83
Surprise Fibre	0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00

Asbestos sheeting (per 100 lbs.)	0 12	0 14
Carpet Felt, 16 oz., per 100 lbs.	\$5 50	
F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.		
PIPS—		
Clav		
5 to 6 lbs., doz.	\$10 75	\$11 80
6 to 7 lbs., doz.	11 50	12 60
7 to 8 lbs., doz.	12 25	13 50
7 to 8 lbs., doz.	12 50	

PINS, CLOTHES

Per case

5 gross, 4-in. (loose)	1 15
4 gross (cartons), 4 1/2 in.	1 15

F.o.b. Montreal and Toronto.

WROUGHT IRON PIPE

Price List No. 36

Black Galvanized Per 100 feet

Standard	Buttweld
1/4 in.	\$ 6 00
1/2 in.	5 22
3/4 in.	5 22
1 in.	6 63
1 1/4 in.	8 40
1 1/2 in.	12 41
1 3/4 in.	16 79
2 in.	20 08
2 1/2 in.	27 01
3 in.	43 29
3 1/2 in.	56 61
4 in.	71 76
4 1/2 in.	85 02
5 in.	124 11
5 1/2 in.	16 79
6 in.	20 08
6 1/2 in.	27 01
7 in.	43 29
7 1/2 in.	56 61
8 in.	71 76
8 1/2 in.	85 02
9 in.	124 11
9 1/2 in.	16 79
10 in.	20 08
10 1/2 in.	27 01
11 in.	43 29
11 1/2 in.	56 61
12 in.	71 76
12 1/2 in.	85 02
13 in.	124 11
13 1/2 in.	16 79
14 in.	20 08
14 1/2 in.	27 01
15 in.	43 29
15 1/2 in.	56 61
16 in.	71 76
16 1/2 in.	85 02
17 in.	124 11
17 1/2 in.	16 79
18 in.	20 08
18 1/2 in.	27 01
19 in.	43 29
19 1/2 in.	56 61
20 in.	71 76
20 1/2 in.	85 02
21 in.	124 11
21 1/2 in.	16 79
22 in.	20 08
22 1/2 in.	27 01
23 in.	43 29
23 1/2 in.	56 61
24 in.	71 76
24 1/2 in.	85 02
25 in.	124 11
25 1/2 in.	16 79
26 in.	20 08
26 1/2 in.	27 01
27 in.	43 29
27 1/2 in.	56 61
28 in.	71 76
28 1/2 in.	85 02
29 in.	124 11
29 1/2 in.	16 79
30 in.	20 08
30 1/2 in.	27 01
31 in.	43 29
31 1/2 in.	56 61
32 in.	71 76
32 1/2 in.	85 02
33 in.	124 11
33 1/2 in.	16 79
34 in.	20 08
34 1/2 in.	27 01
35 in.	43 29
35 1/2 in.	56 61
36 in.	71 76
36 1/2 in.	85 02
37 in.	124 11
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38 1/2 in.	27 01
39 in.	43 29
39 1/2 in.	56 61
40 in.	71 76
40 1/2 in.	85 02
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41 1/2 in.	16 79
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74 1/2 in.	27 01
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75 1/2 in.	56 61
76 in.	71 76
76 1/2 in.	85 02
77 in.	124 11
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79 1/2 in.	56 61
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81 1/2 in.	16 79
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84 in.	71 76
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86 1/2 in.	27 01
87 in.	43 29
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96 in.	71 76
96 1/2 in.	85 02
97 in.	124 11
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116 in.	71 76
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125 1/2 in.	16 79
126 in.	20 08
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132 in.	71 76
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136 1/2 in.	85 02
137 in.	124 11
137 1/2 in.	16 79
138 in.	20 08
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140 in.	71 76
140 1/2 in.	85 02
141 in.	124 11
141 1/2 in.	16 79
142 in.	20 08
142 1/2 in.	27 01
143 in.	43 29
143 1/2 in.	56 61
144 in.	71 76
144 1/2 in.	85 02
145 in.	124 11
145 1/2 in.	16 79
146 in.	20 08
146 1/2 in.	27 01
147 in.	43 29
147 1/2 in.	56 61
148 in.	71 76
148 1/2 in.	85 02

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	
Hollow Back Scoops	25 and 25		25 and 25
Sand Shovels	25 and 25		25 and 25
Hollow Back Shovels	25 and 25		25 and 25
Hollow Back Coal Shovels	25 and 25		25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25		25 and 25

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List: Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades...	\$29.00	\$28.00	\$25.00
Draining Tools, No. 2, black	29.00	27.50	
Hollow Back Scoops, No. 2, black	34.50		32.00
Coal Shovels, Hollow Back, No. 2, black	32.00		30.00
Sand Shovels, No. 2, black	27.50		24.00
Hollow Back Shovels, No. 2, black	27.50		24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50		

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	\$43 00
Boudoir, Nic., Cyco B.B.	40 00
Club, Jap. Cyco Bearing	96 00
Champion, Nickeled Fittings	35 00
Champion, Japanned Fittings	31 00
Elite, Nic., Cyco B.B.	46 00
Grand, Nic., Cyco B.B.	56 00
Grand, Jap., Cyco B.B.	52 00
Grand Rapids, Nic., Cyco B.B.	40 00
Grand Rapids, Jap., Cyco B.B.	36 00
Parlor "Queen, Nic., Cyco B.B.	46 00
Princess, Nic., Cyco B.B.	41 00
Standard, Nickeled Fittings	37 00
Standard, Japanned Fittings	33 00
Universal, Nic., Cyco Bearing	38 00
Universal, Jap., Cyco Bearing	34 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	\$84 00
Household, Jap.	72 00
Superba, Nic.	99 00

F.o.b. factory Niagara Falls, Ont., and other jobbing points in Eastern Canada.

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

TACKS

	Discount
Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Upright, with rack	\$6 40
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TOOLS, HARVEST

Waverly, Wellandvale, Rixford.	
Maple Leaf, Bedford, 17½% discount.	
Samson, 12½% discount.	

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square head and half round.	
Size in girth	Per 100 ft.
8 in.	\$ 6 90
15 in.	\$12 50
10 in.	7 70
18 in.	16 00
12 in.	9 10

F.o.b. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	4 70

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	\$0 23½
550 ft.	0 25¼
600 ft.	0 26¼
650 ft.	0 28

In 5-ton lots ¼c discount from

above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	69-72
4-ply, wrapping, lb.	73-76

F.o.b. Toronto, Hamilton, London.

WOOD TURNS

No. 0, per dozen	\$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket.

VALVES

	%
Ground work	42
Compression work, standard	47
High grade	41
Cushion work	40
Fuller work, standard	45
High grade	53
Basin cocks, No. 0 Standard	40
High grade	40
Bath cocks	50
Flatway stop and waste cocks, standard	56
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard	10% advance on list
Radiator valves, standard	10
High grade	Net
Patent quick opening valves	30
Globe, angle and check valves, standard	Net
Do., Jenkins Disc, 5% advance on list	

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.	
Colonial, 33 1-3%.	
Imperial Ware, 33 1-3%.	
Pearl, 33 1-3%.	
Premier, 10%.	
Canada Ware, 10%.	
Diamond, 10%. White Ware, 50%.	
Japanned Ware, list plus 20%.	
Japanned Ware, White, list, plus 30%.	
Plain and Jap. Sprinklers, list plus 20%.	
Stamped Ware, plain, 50%.	
Stamped Ware, retinned, 45%.	
Copper Bottoms, list, plus 10%.	
Tinners' Trimmings, plain, 50%.	
Tinners' Trimmings, retinned, 45%.	
Tinners' Trimmings, general, list plus 10%.	
Factory Milk Cans, list plus 50%.	
Milk Can Trimmings, list, plus 60%.	
Cream Cans, list, plus 25%.	
Railroad Cans, list, plus 20%.	
Pieced Tinware, C.B., list, plus 50%.	
Sheet Iron Ware, list, plus 10%.	
Pieced Ware, ordinary, list, plus 30%.	
Fry Pans, 40 and 10%.	
Spiders, steel, 10%; cast iron, 17½%.	
Fire Shovels, Japanned, list, plus 10%.	
Steel Sinks, painted, list, plus 10%.	
Steel Sinks, galvanized, list plus 15%.	
Light Galv. Pails and Tubs, list plus 20%.	

Heavy Galv. Pails and Tubs, list.

plus 10%.

Garbage Pails, list, plus 10%.

Jap. Coal Hods, list, plus 25%.

Galv. Coal Hods, list, plus 40%.

Paper Lined Boards, 40 and 5%.

Wood Lined Boards, 30 and 10%.

Stove Pipe, patent, per 100, 6 in., \$20.36; 7 in., \$21.83.

Common, made-up, per 100, 5 and 6 in., \$21.00; 7 in., \$23.00.

Polished, made-up, per 100, 5 and 6 in., \$22.00; 7 in., \$25.00.

Stove Pipe Thimbles, 50, 10%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices

per 100 lbs.: ¼ in., \$21.80; 5-16 in., \$18.50; ¾ in., \$16.30; 7-16 in., \$13.55; 1 in., \$13; 9-16 in., \$12.15; 1¼ in., \$11.70; 11-16 in., \$11; 13-16 in., \$11.70; 15-16 in., \$11.70; 17-16 in., \$11.70; 50 lbs. of one size, \$2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London.

WEIGHTS, SASH

Sectional, 1 lb. per 100 lbs. \$5.50-\$5.85 \$5.50 \$5.35

Section, ½ lb. per 100 lbs. 5.50-5.85 5.50 6.00

Solid, 3 to 30 lbs., per cwt. 4.00-4.25 4.00 4.25

WHEELBARROWS

Navy, steel wheel, doz. 37.50-51.50

Garden steel wheel, doz. 51.00-75.00

Light garden, doz. 37.00-54.00

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton Montreal

Cut Hay Baling Wire Per 100 lbs.

No. 9

No. 10

No. 11

No. 12

No. 13

No. 14

No. 15

Stovepipe Wire

No. 18

No. 19

Hay Wire in Coils

No. 13

No. 14

No. 15

No. 16

Smooth Steel Wire.

Nos. 0-9 gauge, base

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire

10c; spring wire, \$2.50; bright, soft

drawn, 15c; charcoal (extra quality), \$1.25; packed in casks or cases

15c; bagging and paperings, 10c

50 and 100-lb. coils in 25-lb. coils

15c; in 5 and 10-lb. coils, 25c; in

1-lb. coils, 50c; in ½-lb. coils, 75c

in ¼-lb. coils, \$1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17

No. 18

No. 19

No. 20

No. 21

No. 22

No. 23

No. 24

No. 25

For prices of fine steel wire add

45% to above list.

Extra net

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25

Nos. 26-31

Nos. 32-34

Connered

Oiling

In 25-lb. bundles

In 5 and 10-lb. bundles

In 1-lb. hanks

In ½-lb. hanks

In ¼-lb. hanks

Packed in casks or cases

Bagging or papering

Oiled and Annealed Wire

No. 10

No. 11

No. 12

Wire Bale Ties

No. 12

No. 13

No. 13½

No. 14

No. 15

No. 16

Fence Wire, Toronto

Barb

No. 9 pl. galv.

No. 12 pl. galv.

No. 13 pl. galv.

No. 9 coil sp.

No. 12 coil sp.

Quotations are at times made on

wire at lower figures than the general

market by jobbers having large

stocks to dispose of.

Fence Staples

Fence staples, bright

Fence staples, galvanized, \$6.25-6.50

In 25-lb. boxes add 25c extra

Poultry Netting Staples

Poultry netting staples, gal-

vanized, list

Less discount of 12½%.

Bright poultry netting staples

\$1.10 less than galvanized after discount

has been made.

Copper and Brass Wire

Copper wire list, plus

Brass wire, 3 to 24 gauge, add 40%

25 to 36 gauge, add

Wire Cloth

Black Fly Screen Cloth, per

100 sq. ft. in 100-ft. rolls

In 50-ft. rolls

Galvanized, per 100 sq. ft. in

100 ft. rolls

Bronze, sq. ft.

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted

Nov. 20, 1916.

Bright Screw Eyes Suits,

A.B.C.M.

Bright Iron Gate Hooks and

eyes

Bright square cornered

nails and stove

nails

Brass, screw eyes suits,

A.B.C.

Brass Screw Hooks

Brass Gate Hooks and eyes

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, \$8.60 for 100 lbs.; 5-lb. packages, \$8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1. \$1.50-\$2.00
Banana oil, gal. 3.50-7.00
F.o.b. Montreal, Toronto

BLUE STONE Montreal Toronto
Per lb. 13-14 14-16

BRUSHES

Acme, 15 lbs. each. \$2 25
Acme, 20 lbs., each. 2 75
Acme, 25 lbs. each. 3 25
F.o.b. Toronto.

COLORS (DRY)

Raw Umber, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Burnt Umber, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Raw Sienna, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Burnt Sienna, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Imp. green, 100 lb. kegs. 0 25
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k. 0 12
Indian red, 100-lb. kegs. 0 15
Indian red, No. 1, 100 lb. k. 0 06
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02½
Drop black, pure dry. 0 15
Golden ochre, 100 lb. kegs. 0 06½
White ochre, 100 lb. kegs. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 0 03½
French ochre, barrels 0 06
Spruce ochre, 100-lb. kegs. 7-8c
Canadian red oxide, bbls. 2-2¼
Super magnetic red. 2¼-2¼c
Vermilion 2 50
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—
Venetian red 0 21
Indian red 0 35
Chrome yellow, pure 0 33
Golden ochre, pure 30-32
French spruce ochre, pure. 25-28
Greens, pure 28-35
Siennas 0 32
Umbers 0 32
Ultramarine blue 0 52
Prussian blue 1 50
Chinese blue 1 50
Drop black 0 30
Ivory black 0 31
Signwriters' black, pure 0 40
Lampblack 0 40
Marine black, 5 lb. irons. 0 20
F.o.b. Montreal, Toronto.

ENAMELS (white)

Duralite Gal. \$6 50
Albagloss 3 50

GLUE

Brantford All Round Glue—
Case No. 7—50-lb. pkgs. \$28 00
Case No. 8—100 ¼-lb. pkgs. 31 00
Case No. 9—200 ¼-lb. pkgs. 38 00
Discount.

French medal (prices withdrawn)

English common sheet. 32-34
English prima 35-38
White pigstoot 0 50
Cake bone, 112-lb. bags. 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags. 45-60
Ground glues, 112-lb. bags,
No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags. 24

GLASS

Per 100 ft. Single Double
Under 25 \$16 80 \$22 90
26 to 34 17 60 24 85
35 to 40 18 35 26 40
41 to 50 23 50 30 00
51 to 60 24 60 30 80
61 to 70 26 50 32 70
71 to 80 28 70 35 40
81 to 85 45 45
86 to 90 48 85
91 to 94 49 80
95 to 100 58 5f

101 to 105 65 35
106 to 110 73 10
Discount box glass, 25%.
Sheet glass, 10%. Cash 2%.
F.o.b. Montreal, Toronto, London,
Hamilton.

GLASS, PLATE

Plates up to 1 foot, each \$0 80
Plates from 1 to 2 feet, each 0 90
" 2 to 3 " 0 95
" 3 to 4 " 1 15
" 4 to 5 " 1 35
" 5 to 7 " 1 50
" 7 to 10 " 1 70
" 10 to 12 " 1 75
" 12 to 15 " 1 85
" 15 to 25 " 1 95
" 25 to 50 " 2 15
" 50 to 75 " 2 20
" 75 to 90 " 2 25
" 90 to 100 " 2 30
" 100 to 120 " 2 60
" 120 to 140 " 2 90

Plates 101 to 110 wide containing not over 100 ft. each. 3 00
Plates 111 to 120 wide containing not over 100 ft., each. 3 40
Plates 101 to 110 wide containing over 100 ft., each. 3 40
Plates 111 to 120 wide containing over 100 ft., each. 3 75
Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, \$1.56-\$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil)

Prices are per 100 lbs. in ton lots.
Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 15c advance per 100 lbs. F.o.b. London and Windsor, 30c per 100 lbs. F.o.b. Toronto and Hamilton, 25c per 100 lbs. F.o.b. Fort William and Port Arthur, 40c per 100 lbs.
Maritime differential 30c per 100 lbs. over Montreal.

Montreal Toronto
Anchor, Pure \$17 50 \$17 75
Crown Diamond 17 50 17 75
Crown, pure 17 50 17 75
Green Seal 17 50 17 75
Ramsay's Pure 17 50 17 75
Moore's Pure 17 50 17 75
Tiger, Pure 17 50 17 75
O.P.W. Dec. Pure. 17 50 17 75
Red Seal 17 50 17 75
Decorators' Pure 17 50 17 75
O.P.W. English 17 70 17 95
Elephant Genuine 18 00 18 25
B.B. Genuine Lead, less than tons, \$19.65, Toronto: \$19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt. \$14 00 \$14 50
Genuine, 100-pound kegs, per cwt. 14 75 15 50
Less quantity 16 00 17 00
F.o.b. Montreal, Toronto.

LEAD, ARSENATE

Barrels, 600 lbs. 0 24½
Half bbls., 300 lbs. 0 24½
100s 0 45 0 25
50s 0 45½ 0 25½
25s 0 46 0 26
10s 0 47½
5s 0 49½ 0 29½
2s 0 31
1s 0 52 0 32½
F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs.. \$8.40; white, 5-lb. packages, \$7.80. F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon
Elephant, white 3 95
Elephant, colors 3 55
B.H. English, white 4 05
B.H. English, colors 3 80

B.H. Floor 3 15
B.H. Porch Floor 3 80
Minerva, white 3 90
Minerva, colors 3 65
Crown Diamond, white 3 80
Crown Diamond, colors 3 55
Crown Diamond, floor 3 05
B.H. Fresconette, white 3 35
B.H. Fresconette, colors. 3 25
Moore's House Colors, white. 3 75
Moore's House Colors, colors. 3 65
Moore's Egyptian Paint, all colors 3 00
Moore's Floor Paint 3 00
Moore's Sani-Flat 3 00
Moore's Mooramel 6 50
Jamieson's Crown Anchor. 3 30
C.P.C. Pure, white 4 05
C.P.C. Pure, colors 3 80
O.P.W. Canada Brand, white 3 80
O.P.W. Canada Brand, colors 3 50
O.P.W. Canada Brand, floor. 3 05
O.P.W. Flat Wall, white. 3 30
O.P.W. Flat Wall, colors. 3 10
Ramsay's Pure, white 3 90
Ramsay's Pure, colors 3 60
Martin-Senour, 100%, white. 4 05
Martin-Senour, 100%, colors. 3 80
Martin-Senour, Porch Paint. 3 80
Martin-Senour, Neutone, white 3 35
Martin-Senour, Neutone, colors 3 25
Senour's Floor Paint 3 15
Sherwin-Williams, white 4 05
Sherwin-Williams, colors 3 80
Flat Tone, white 3 35
Flat Tone, colors 3 25
Lowe Bros. H.S., white. 4 05
Lowe Bros. H.S., colors. 3 80
Mellotone, white 3 50
Mellotone, colors 3 35
Sanitone, white 3 35
Maple Leaf, white 4 05
Maple Leaf, colors 3 80
Maple Leaf, floor 3 25
Pearcy's Prepared, colors 3 15
Pearcy's Prepared, white 3 50
F.o.b. Montreal, Toronto.

PARIS GREEN

C.P. Berger's and Munro's
Per lb.

In barrels, about 600 lbs. 0 60¼ 0 61
In arsenic wags, 250 In 50 lb. and 100 lb. drums 0 61¼ 0 62
In 25 lb. drums. 0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case. 0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case 0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case 0 66¼ 0 67
Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY

Standard Less than tons
Bulk, in casks \$4 35 4 70
Bulk, 100-lb. drums 5 20 5 45-5 55
Bulk 25-lb. drums. 5 20 5 55
Bulk, 12½-lb. irons 5 20 5 80
Bladder, in bbls. 5 20 5 80
Ton lots standard are 20c per hundred pounds less.
Pure Putty, \$2 cwt. advance. London and Hamilton prices same as Toronto.

ROSIN

Barrels 100 lbs. \$5 90 \$6 00
Kegs, 100 lbs. 7 00
Less, per lb. 0 07 0 08

SHELLAC

Pure White, gal. \$4 75-\$4 90
Pure Orange, gal. 4 50
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans \$3 30
B.H. Vanisher 3 00
Cumoff 3 30
Takof 3 25
O.P.W. Presto 2 60
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

VARNISHES

Per gal. cans
No. 1 Furniture, extra, bar-

rels, \$1.10-\$1.21 gal.; gal. tins, \$1.32-\$1.45

B.H. Stovepipe Varnish, Anchor, ½ pints, per doz. 1 40
Depend-on, list 3 50
B.H. Maritime Spar, list. 7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 3 25
Granite Floor Finish 3 25
Hydrox Spar 3 65
Sun Varnish 2 60
Sun Spar 4 63
Sun Waterproof Floor. 3 40
Jasperite Interior and Exterior 2 65
Jasperite Pale Hard Oil 1 90
Jasperite Indestructo Floor Finish 2 65
Jamieson's Copaline 3 02
M-S Marble-ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 67
M-S Finest Interior 3 86
Elastic Interior 2 64
Mar-not 3 40
Quick Action House 2 47
Rexspar 4 62
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing 3 85
Kyanize Interior 3 85
Luxeberry light 3 80
Luxeberry granite 3 52
Luxeberry spar 4 95
Ramsay's Universal 2 92
Crown Diamond Floor 2 60
F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls. 0 13½
Opalite, 100 lb. kegs. 0 14
1 gal. packages, per pkg. 0 75
½ gal. package, per pkg. 0 40
Corallite, 5-lb. pkgs., white 0 07
Corallite, 5-lb. pkgs., colors 0 07½
B.H. Frescota, 5-lb. pkgs., white 7 80
B.H. Frescota, 5-lb. pkgs., colors 8 40
F.o.b. Montreal, Toronto

WASTE

Cream, Polishing \$0 21

WHITE

XXX 0 20
XX 0 18
X 0 17
XC 0 16
Japanese 0 15
XXX Extra 0 21
X Grand 0 19½
XLCR 0 18½
X Empire 0 17½
X Press 0 16

COLORED

No. 5 15
No. 1 14
No. 7 13
No. 1A 11½
No. 1B 10½
Fancy 16½
Lion 15
Standard 13½
Popular 12
Keen 10½
Above lines subject to trade discount for quantity.

WAX

C. & B. Floor Wax \$0 40
B.H. Wax 0 40
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax 0 40
Anchor 0 33
O.P.W. Lion Brand 0 35
Old English 0 53 0 62
Johnsons 0 57 0 62
Jamieson's liquid wax, gal. 2 75
Gold Medal 0 42
Edwards, lb. 0 40
Ramsay's 0 45
S. & W. 0 54
Crown Diamond 0 45
F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls. \$2 50
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls. 3 00
WOOD ALCOHOL per gal.
In five gallons. \$1.80-\$1.90
In barrels 1 70
\$4 extra for barrels
F.o.b. Montreal, Toronto, London.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$17.20; chilled, \$18.70; buckshot, \$18.00; ball, \$18.40.

Dominion Metallics—B.B. Caps, \$2.80; C.B. Caps, \$3.50; 22 Short Black or Lesmok, \$4; 22 Long Black or Lesmok, \$4.80; 22 Short Smokeless, \$4.30; 22 Long Smokeless, \$6; 22 Long Rifle Black, \$5.60; 22 Long Rifle Smokeless, \$7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, \$3.06; C.B. Caps, \$3.85; 22 Short Black, \$4.35; 22 Long Black, \$5.25; 22 Long Rifle Black, \$7.70; 22 Short Smokeless, \$4.69; 22 Long Smokeless, \$6.55; 22 Long Rifle Smokeless, \$7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., \$31; Sovereign Smokeless, 12 ga., \$38; Regale Smokeless, 12 ga., \$38; Nitro Club Smokeless, 12 ga., \$41; Canuck Smokeless, 12 ga., \$41 per M. net. Empty Paper Shot Shells, \$14 per M.; Empty Brass Shot Shells, \$6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.
Norris, 80 lbs. and over, 16c.

AXES

Single Bit\$14 50 \$20 00
Double Bit 16 50 21 50
Broad Axes..... 32 00 35 00

AUGER BITS

Standard List Prices per Dozen
3/16.....\$6 00 18/16....\$12 00
4..... 5 00 19..... 14 00
5..... 5 00 20..... 14 00
6..... 5 00 21..... 16 00
7..... 5 00 22..... 16 00
8..... 5 00 23..... 18 00
9..... 6 00 24..... 18 00
10..... 6 00 25..... 21 00
11..... 7 00 26..... 21 00
12..... 7 00 27..... 24 00
13..... 8 25 28..... 24 00
14..... 8 25 29..... 27 00
15..... 9 50 30..... 27 00
16..... 9 50 31..... 30 00
17..... 12 00 32..... 30 00
Discounts from standard list prices
Irwin 10%
Gilmour 45%

BARS, CROW. \$10.25 per 100 lbs.
BAR IRON
Bar Iron—\$5.50 base; Swedish iron, \$5.25; sleigh shoe steel, \$5.80; spring steel, \$6.50; machinery steel, \$8.00.

BELTING

Rubber, 6 in. and under, 2%; over 6 in., 10-2 1/2%.
Agricultural or No. 1 leather belting, 37 1/2% off list.
Standard, 30% off list. 25% extra.
"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, \$1.65 per lb.; cut, \$1.85 per lb.; rawhide, sides, \$1.60; cut, \$1.80.
Blue Stone (Vitriol), 12c lb.

BOLTS

Carriage, 3/4 and smaller, 5%; 7-16 and larger, 5% on list; machine, 3/4 and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to 3/4 and smaller, 5% on list; 7-16 and up, 5% on list.
BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, \$1.10 to \$1.60 per roll, according to quality; plain, 80c to \$1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish
Per pr.
2 1/2 x 2 1/2 in..... 35
3 x 3 in..... 37
3 1/2 x 3 1/2 in..... 38
4 x 4 in..... 47
4 1/2 x 4 1/2 in..... 68
5 x 5 in..... 80

Wrought Steel—

No. 840Net list
No. 8005% on list
No. 838Net list
No. 8045% off list

CHAIN

Coil, 3-16 in., \$18.40; 1/4, \$16.00; 5-16 in., \$13.60; 3/4, \$12.40; 7-16, \$12.20; 1/2, \$12.00; 9-16, \$12.00; 3/4, \$11.75; 1/4, \$11.50; 1 in., \$11.25; Logging, 5-16 in., \$15.40; 3/4, \$14.20; 1/2, \$13.80; tie-out, 47 1/2%.

CHURNS

Barrel, No. 0, \$7.20; No. 1, \$7.20; No. 2, \$8; No. 3, \$8.80; No. 4, \$10.40 each.

CLEAVISES, MALL. 15c per lb.

CLOCKS—Alarm

Each
Big Ben\$2 90
Baby Ben 2 90
America 1 25
Lookout 1 50
Sleepmeter 1 65

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks
8, 9, 1072c lb.

DRILLS

Bit stock, 35%; Blacksmith, 1/2 in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., \$6.85; 10 in., \$7.60; 12 in., \$8.95.
Conductor pipe, 2 in., per 100 ft., \$8; 3 in., \$9.65; 4 in., \$12.75.

ENAMELWARE

See Wares.

FILES

GlobeDiscount 45%
Nicholson Genl.....Discount 30%

FITTINGS—Malleable.

Class A 60%
Class B and C, off new list, 60-10%
Bushings 10%
Unions 25%
Nipples 4" and under 40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bb's., 30c lb.; 100-lb. bbls., 31c lb.; 10-lb. jugs, \$3.40 each; 5-lb. jugs, \$1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW Single Double

Up to 25 in.\$14 00 18 50
26 to 40..... 15 00 21 00
41 to 50..... 18 50 23 75
51 to 60..... 19 50 24 25
61 to 70..... 20 50 25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

Doz.
Short Pattern\$1 10
Cold Blast, regular 1 00

GRINDSTONES

Per 100 lbs., \$2.75.
Mounted on steel frames, \$5.00 to \$6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.
Corrugated Strap Hinges — 4,
\$1.70; 5, \$2.10; 6, \$2.85; 8, \$4.60;
10, \$7; 12, \$10.75.
Corrugated Tee Hinges—4, \$1.90;
5, \$2.55; 6, \$3.25; 8, \$5.65; 10,
\$8.75; 12, \$12.40.

HORSESHOES

Iron, No. 0 to 1, \$7.85; No. 2 and larger, \$7.60; snowshoes, No. 0 to No. 1, \$8.10; No. 2 and larger, \$7.85; steel, No. 0 to 1, \$8.30; No. 2 and larger, \$8.05; featherweight, \$9.45.

IRON, GALVANIZED "Eclair" Premier de Luxe

10 1/2 oz. or 28 Eng...\$11 70 \$11 70
28 Am. or 26 Eng... 11 40 11 40
26 Am. or 26 special 11 10 11 10
24 10 95 10 95
22 10 95 10 95
18 and 20..... 10 80 10 80
16 Am. 10 65 10 65

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.
Mrs. Pott's No. 55, set.....\$2 10
Mrs. Pott's No. 50, set..... 2 25
Mrs. Pott's common and iron handles, \$1.60 dozen. Mrs. Pott's improved, \$2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

Doz.
Heath's\$12 50
Lightning 12 50

LAMP CHIMNEYS

A. per case, 8 doz., \$7.80, per doz., \$1.05; B. per case 6 doz., \$6.50; per doz., \$1.15.

LANTERNS

No. 2, plain\$13 00
No. 25, Dash-board 17 50
Short Globe, doz. 13 00

LEAD PIPE, \$14.40.

LEAD WASTE, \$15.40.

LATCHES—THUMB, STEEL

Doz.
2\$2 10
2 2 40
4 4 90

Earn Door

5 2 80
8 3 00
9 5 20

LINSEED OIL

See weekly report.

MACHINES—WASHING

Each
Dowswell\$5 65
New Century B 11 65
New Idea 13 00
Snowball 9 75

MATTOCKS

Pick, \$12.60; cutter, \$12.60.

MOPS

Doz.
O'Cedar Polish, No. 1\$12 00
O'Cedar Polish, No. 3..... 12 00
Self-Wringing 5 25

MOWERS—LAWN

14 in. 16 in.
Woodyatt\$ 7 75 \$ 8 25
Empress 10 00 10 60
Daisy 6 15
Star 7 00 7 50

NAILS

Wire, f.o.b. Fort William, \$5.80 base; Winnipeg, \$6.25 base. Cut f.o.b. Winnipeg, \$6.55.

NETTING—POULTRY

Net Prices per Roll.
1 in. mesh x 24 in.....\$5 95
30 in..... 7 20
36 in..... 8 50
2 in. mesh x 24 in..... 2 90
30 in..... 3 40
36 in..... 4 05
48 in..... 5 25
60 in..... 6 55
72 in..... 7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., \$4.15; 36 in., \$5.30; 48 in., \$6.25; 60 in., \$7.40; 72 in., \$8.40.

NUTS

Square, small lots, blank, 4 1/2c tapped, 4 1/2c advance on list; Hexagon, small lots, blank, 4 1/2c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 37 1/2c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 37c; Family safety coal oil, 24 1/2c; "Engoline" engine coal oil, 20 1/2c; Summer black oil, 22 1/2c; Kelso engine oil, 47c; Electro oil, 45c; Royallite oil, 20c; Standard gas engine oil, 48c; Prairie Harvester oil, 49 1/2c.

PAINTS

Stephens' Out White, \$4.20; Stephens' House, \$3.95; Stephens' Floor, \$3.40; Silkstone, \$3.15; Stephens' Barn Paint, \$1.85.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, \$2.50; less than barrels, \$3.50; American vermilion, 20c; English vermilion, \$3 per lb.; Canadian metallic oxides, barrel lots, 3 1/2c; English purple oxide in casks, 3 1/2c; less quantities, 4c per lb. Red lead, kegs, \$19; less quantities, 20c.
PICK, Clay, 6-7, \$12.25 per doz.

POLISH

O'Cedar —
Doz.
4 oz.\$2 00
12 oz. 4 00
1 quart 10 00
1/2 gal. 16 00
1 gal. 24 00

Liquid Veneer—

4 oz.\$2 00
12 oz. 4 00
1 quart 8 40
1/2 gal. 14 40
(Continued on second page)

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
1/4 inch	\$ 6 25	\$ 8 52
3/8 inch	6 30	8 66
1/2 inch	8 25	9 80
3/4 inch	10 20	12 60
1 inch	15 00	18 75
1 1/4 inch	20 50	25 30
1 1/2 inch	24 50	30 00
2 inch	32 75	40 50
2 1/2 inch	52 50	64 70
3 inch	68 70	85 00
3 1/2 inch	86 85	
4 inch	103 00	
4 1/2 inch	118 50	
5 inch	138 00	
6 inch	179 00	

PLASTER. Paris, per bbl., \$4.50.

PLATES, CANADA

18 x 21 per box, half polish. \$11; full polished \$12.50; 18 x 24, half polished, \$11; full polished, \$12.50; 20 x 28, half polished, \$11; full polished, \$12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1 1/2 x 14 in., \$3.55 per dozen.

PUTTY

100-lb. irons \$5 70
25-lb. irons, per cwt. 6 30
1 1/2-lb. tins 0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 67c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28 1/4c base; pure Manila, 39 3/4c base; British Manila, 33 3/4c base; lath yarn, 28 1/4c base; African hemp, 33 3/4c base; cotton rope 1/4 and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0 1/2	\$0 38	\$ 7 20
1	0 39	7 50
1 1/2	0 43	8 10
2	0 46	8 70
2 1/2	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, 1/2	0 45	8 50
1	0 47	9 00
1 1/2	0 50	9 60
2	0 55	10 50
2 1/2	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, \$10.00; Watch Spring, \$10.40; Lance Tooth or Lightning Blades, \$10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—

	Doz.
Bramble	\$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, Nic.	\$ 87 00
Household, Jap.	75 00
Superba, Nic.	102 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	\$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 30
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., \$13.50 per doz.; D.H. Rd. Pt., \$13.50 per doz.; L.H. Sqr. Pt., \$13.50; L.H. Rd. Pt., \$13.50; Bulldog and Jones, D.H. Rd. Pt., \$15.50; D.H. Sqr. Pt., \$15.50; L.H. Rd. Pt., \$15.50; L.H., Sqr. Pt., \$15.50; Black Cat and Crescent Scoops—No. 4, \$17.00 doz.; No. 6, \$17.50; No. 8, \$18.00; No. 10, \$18.50; Moose & Jones Scoops, No. 4, \$18.25; No. 6, \$18.75; No. 8, \$19.25; No. 10, \$19.75.
SOLDER. Per pound, 65 to 67.

SPIKES

Pressed, 1/4 in., \$8.30; 5-16, \$7.95; 3/4, \$7.75; 1/2, \$7.55.

STAPLES

Bright wire, per cwt., \$5.85 at Fort William, \$6.25 Winnipeg; galvanized staples, \$6.65 Fort William \$7.05, Winnipeg.

STEEL

Sleighshoe, \$5.80 base per cwt., plow, common, \$6.50; crucible plow, \$7.50; angle, \$5.35; harrow, \$5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, \$7.50; machine, \$8.00 base; tire, \$5.90. Mild, 3-16, 1/4, 5-16, \$8.00 base; other sizes \$5.75 base. Band Steel, \$5.75 base.

STEEL HOOPS

1/2 in., \$9.75; 3/8 in., \$8.50; 3/4 in., \$8.75; 1 in., \$8.50; 1 1/4 in., \$8.50; 1 1/2 in., \$8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	\$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME—

	Victor	H. & N	Jim
No. 0	\$1 95		
No. 1	2 30	\$3 60	\$3 10
No. 1 1/2	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	

TUBS—

	Wood	Fibre
No. 0	\$21 35	\$23 80
No. 1	18 80	20 45
No. 2	16 40	16 95
No. 3	14 00	14 45

TURPENTINE

See weekly report

TWINE (WRAPPING)

	Lb.
Cotton, 4-ply	0 72
Cotton 3-ply	0 68

VARNISHES—

Stephens Luminette, gal. \$2 20
Stephens Exalite, gal. 3 00

WARES, ETC.—

Scotch Grey, 40, 12 1/2% discount.
Colonial, Imperial, Pearl, 20, 7 1/2% discount.

Premier, Canada, Diamond, 2 1/2% discount.

Whiteware, 40, 10% discount.
Japanned Ware, list, plus 30%.
Japanned Ware, white, list, plus 40%.
Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.
Light Galv'd Pails and Tubs, list plus 27 1/2%.

Heavy Galv'd Pails and Tubs, 17 1/2% discount.

Jap. Coal Hods, list, plus 35%.
Galv'd Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 15% on list plus 75c; full boxes, iron, 10% on list plus 75c.

WHITE LEAD—

Decorators' pure, ton lots, \$18.25; less than ton lots, \$18.60.

WIRE, BARB—

Lyman, 4-point, \$4.95 f.o.b. Fort William, \$5.25 Winnipeg; Glidden Cattle, 2-pt., \$4.80 Fort William \$5.10 Winnipeg; Baker, 2-pt., \$4.75 Ft. William, \$5.05 Winnipeg; plain twist, cwt., Ft. William, \$4.95; Winnipeg, \$5.25 spool; plain galvanized Ft. William, No. 9, \$5.65; No. 12, \$5.85; Winnipeg, No. 9, \$6.05; No. 12, \$6.25; coil spring, Ft. William, No. 9, \$5.70; No. 12, \$5.95; Winnipeg, No. 9, \$6.10; No. 12, \$6.35.

Patented screen in 100-ft. rolls, \$3.50 per hundred sq. ft.; in 50-ft. rolls, \$3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop \$7.65 Winnipeg; \$7.25 Ft. William. Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, \$6.75; 10, \$6.80; 12, \$6.95; 14, \$7.15; 15, \$7.25; 16, \$7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	\$ 6 50
8 in.	7 80
10 in.	9 10
12 in.	11 70
15 in.	15 60

Perfect Handle—

6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	\$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trim—	
10 in.	\$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Dozen		
Always Ready—	Black	N.P.
No. 1	\$4 20	\$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, \$58.85 per doz.; Reliance, \$70.50 per doz.; Emperor, \$132.
Royal Canadian, \$54.50 per doz.;



A Good Paint that *Holds* and *Builds* Business

Paints with a good name, and those that will unquestionably stand up to their reputation are the only paints that make profitable selling. It will pay you to sell Stephens' Paint now as never before, because they are of the same old standard quality to-day as of yore. War conditions have not interfered with their famous quality in any respect.

Stephens' products will hold your business and build your business. Good profits. Get our agency proposition without delay.

G. F. Stephens & Co., Limited
Paint and Varnish Makers WINNIPEG and CALGARY

Stephens'
REGISTERED TRADE MARK



FULL MEASURE, FULL QUALITY, FULL VALUE

SOLD UNDER A GUARANTEE

that protects fully both the dealer agent and his customer. The most satisfactory paint to sell. Write us for our dealer agency proposition.



The **MARTIN-SENOUR Co.**
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG TORONTO
VANCOUVER MONTREAL HALIFAX

Associated with International Varnish Co., Limited



**MADE
IN
CANADA**



**SOLD
ON
MERIT**

The Full
Line of
MARTIN-SENOUR
PAINTS & VARNISHES | **MARTIN-SENOUR**
SELLING SERVICE

will win for any merchant the leadership in the Paint and Varnish business in his locality.

MARTIN-SENOUR SELLING SERVICE INCLUDES

Up-to-date Display Signs	Attractive Window Displays
Extensive Local Mailing Campaigns	
Large Steel Field Signs	Enamelled Steel Agency Signs
Local Newspaper and National Magazine Advertising	
Coast to Coast Poster Showing	Wide-awake Store Advertising

WE CREATE THE DEMAND IN EVERY LOCALITY.

That is why Martin-Senour Products are the easiest and most profitable to sell. Right now is a good time to get full particulars of our Dealer-Agency plan.



The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG TORONTO
VANCOUVER MONTREAL HALIFAX

Associated with International Varnish Co., Limited





ELASTICA FLOOR FINISH

**THE
ONE
PERFECT
FLOOR
VARNISH**

is superior to all others for the following reasons:

- 1st. It may be used on floors of all kinds, new or old—natural wood, painted or grained, linoleum or oil cloth and over stains of all kinds.
- 2nd. Water does not affect it. Elastica Floor Finish is absolutely waterproof. For proof of this write our nearest office for the Elastica Floor Finish test paper and try it yourself.
- 3rd. It does not scratch white or spot. There are no unsightly spots when Elastica Floor Finish protects floors, linoleum or oil cloth.
- 4th. It does not mar under heels or casters.
- 5th. It dries sufficiently hard over night to be walked on.
- 6th. It can be rubbed with pumice stone and oil to produce an egg shell finish.
- 7th. Floors finished with Elastica Floor Finish are easy to keep clean and sanitary.
- 8th. It is made by the largest varnish makers in the world.

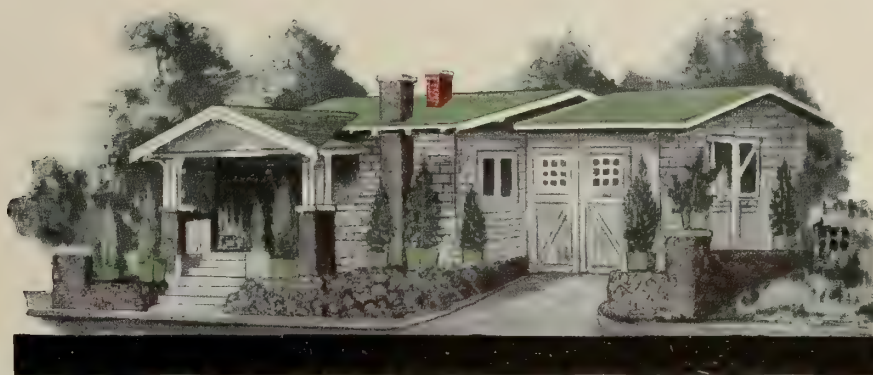
A Stock of **INTERNATIONAL VARNISHES** on your shelves will mean bigger **BUSINESS** for **YOU**. We manufacture a special varnish for every varnishing need. Write us for prices.

INTERNATIONAL VARNISH CO. LIMITED.

TORONTO MONTREAL HALIFAX WINNIPEG VANCOUVER

ASSOCIATED WITH THE MARTIN-SENOUR CO., LIMITED

SELL



RAMSAY'S PAINT

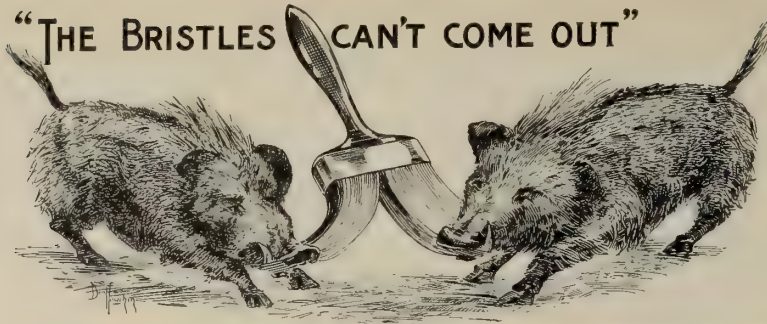
THE EFFECTIVE LINES TO
INCREASE FALL TRADE

ENQUIRIES SOLICITED

A. RAMSAY & SON CO., MONTREAL *Branches:*
Toronto and Vancouver

Makers of Paints and Varnishes Since 1842

"THE BRISTLES CAN'T COME OUT"



—he left it in water but water evaporates

HOW often you hear the same old story, "I left that brush in water, but look at it now, hard as a rock."

And it's mighty disappointing to a man, especially if he lives a long distance from a hardware store, to find that the brush he intended to use had become practically spoiled from lack of care, and that another trip to town was necessary.

*Suggest a new
Boeckh brush with
every sale of paint*

You can do some good work here by suggesting a new brush with every sale of paint, giving the purchaser the option of returning it if he finds he doesn't need it. This will give you a good many more sales and please your customers at the same time.

This little courtesy will boost your paint and brush department and give you better friends among your customers. Fall painting will soon be on. Now is the time to trim up your window and interior with displays of Boeckh's paint and varnish brushes. Suggest the fall as the best season for outside painting; no flies, no dust, no heat; nothing to stick to the wet paint, and besides this, a good coat of paint in the fall protects the house or barn from the elements.

Boeckh's "Steel-Grip Rubber-Set" Brushes are Guaranteed—the bristles can't come out.

*Suggest fall as the
best season for
painting. No flies,
no dust, no heat.*



The Boeckh Company, Ltd.

TORONTO, ONTARIO

Business as Usual

Notwithstanding the fact that our disastrous fire of July 14th, 1918, has deprived us temporarily of a good deal of our up-to-date facilities for making prompt shipments, we are doing business as usual in our temporary quarters at No. 88 Adelaide St. West.

We solicit the orders and inquiries of our customers and can promise good service.

We expect to make an announcement shortly regarding our new warehouse and plant, negotiations for the purchase of which are going forward at the present time.

In the meantime we wish to thank all of our friends in the trade for the many courteous letters of sympathy we have received.

We extend to all of our customers a hearty invitation to visit us during their stay at Toronto during the time of the Canadian National Exhibition.

Sanderson Percy & Co., Ltd.

Temporary Headquarters: 88 Adelaide St. West
TORONTO

Satisfied Customers



The true test of the value of any product is not how rapidly it sells but how well it repeats. This test, applied to all Glidden Products, proves them to be the most satisfactory line of Finishes that any dealer can handle. Backed by high quality and by effective advertising, they sell easily and the uniformly good results that are secured by users of these Finishes is in itself a sufficient assurance of their repeat order value.

JAP-A-LAC HOUSEHOLD FINISHES

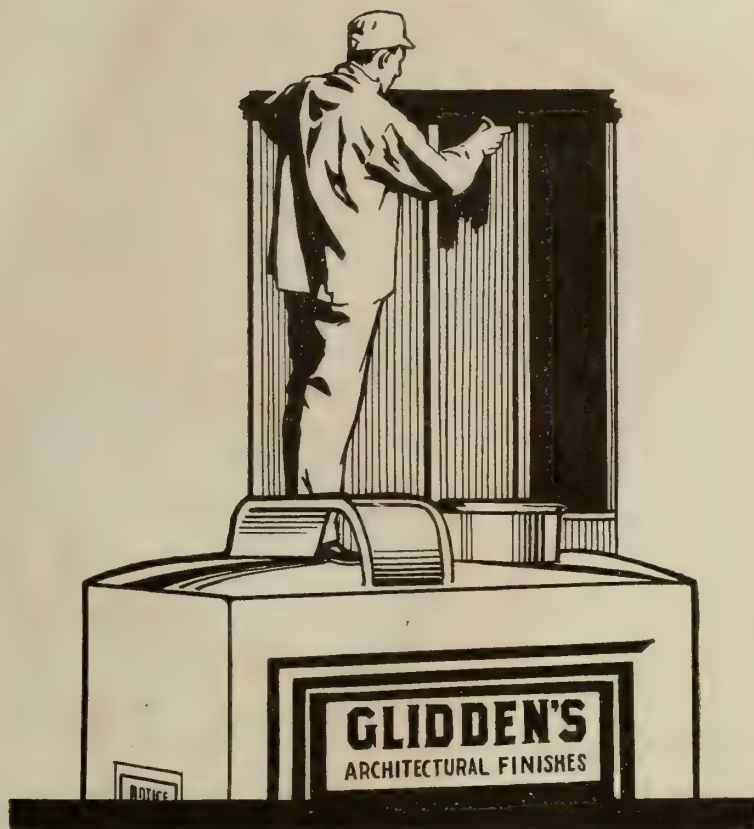
Jap-a-lac Household Finishes provide a complete line of products for use in the home. This line includes Jap-a-lac Varnish Stains for the refinishing of floors, woodwork and furniture. Jap-a-lac Enamels, including the popular shades of these desirable interior Finishes for all household surfaces, and Jap-a-lac Gold and Aluminum Paints for radiators, fixtures, iron work, picture frames, etc. Jap-a-lac Porch and Floor Paint for both outside and inside floors. Jap-a-lac Graining Process, for imitating hardwood finish on floors and woodwork. All of these products are made according to Glidden high standards and their success during the past years is ample guarantee of the satisfaction they give to consumers.

THE GLIDDEN VARNISH COMPANY, LTD.
TORONTO

GLIDDEN
VARNISHES - ENAMELS - PAINTS - STAINS

Satisfactory Profits

Neither you nor ourselves are satisfied with to-day's sales only. We are both in business to stay and we are both more interested in a constant flow of orders rather than in orders for to-day only. This is the only profitable basis for the operation of any business, whether it be manufacturing, wholesaling or retailing. Glidden products are manufactured for permanence. Only the highest grade raw materials are used and only the most modern methods of manufacture are employed. The resulting Finishes have been giving satisfaction for fifty years and have built up a business in which you can share on an unusually profitable basis.



GREEN LABEL VARNISHES

Glidden plants have produced a complete line of Architectural Finishes which are made by experienced varnish men who know their business. These Finishes have been used extensively in hundreds of the largest and finest buildings throughout the country, as well as in homes of all classes. Headed by Glidden Velvet Enamel, Glidden Floor Varnish, Glidden Flat Wall Finishes and other Architectural Varnishes and Enamels, this line gives the Master Painter Finishes in which he can feel unlimited confidence and upon which he can depend for results which will add to his reputation.

The Glidden Varnish Company, Ltd.
Toronto

GLIDDEN
VARNISHES - ENAMELS - PAINTS - STAINS

**THE
SHERWIN-
WILLIAMS
PAINT**

**Your Customers
know this Folder**

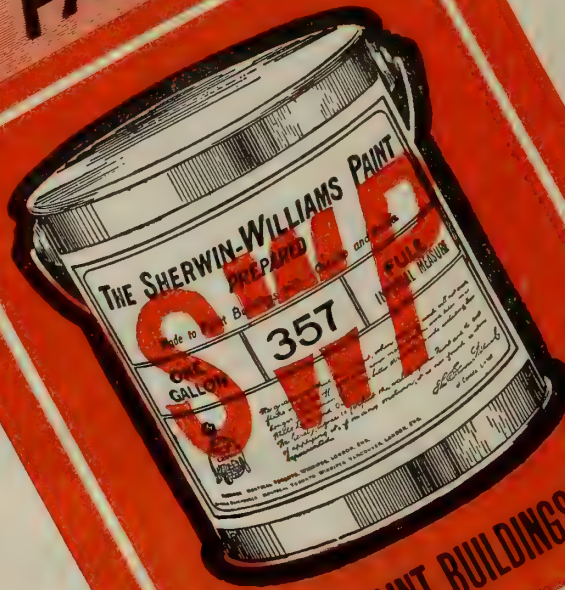
**BE AN
S-W AGENT**

**FOR
S-W PRODUCTS**

**THEY ARE THE
BEST KNOWN YET**

**MOST WIDELY
ADVERTISED**

**THE MONEY
MAKER FOR
YOUR BUSINESS**



MADE TO PAINT BUILDINGS WITH

**Dealer's Name
goes here**



THE SHERWIN-WILLIAMS Co

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

If any advertisement interests you, tear it out now and place with letters to be answered.

This Color Folder Brings the Business

*The Best Known
Most Used
Paint Folder*

This is the folder
you should give
your customers



THE SHERWIN- WILLIAMS PAINT

MADE TO PAINT BUILDINGS WITH

Dealer's Name
goes here

Be
An
S-W Agent



THE SHERWIN-WILLIAMS Co.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

If any advertisement interests you, tear it out now and place with letters to be answered.

TRADE



MARK

Canada Paint Agency

A proposition of unequalled advantages to the MERCHANT. Connect yourself with a firm that stands foremost in the PAINT and VARNISH industry, manufacturing the famous CANADA PAINT brand of ready mixed paint of the first quality, and who support you and increase your turnover of sales by aggressive, up-to-the-minute sales - helps combating the competition of mail-order houses to such an extreme that you will be deluged with demands for CANADA PAINT from rich and poor alike. Why worry along with large stocks on hand?

See opposite page.



THE CANADA PAINT CO.
LIMITED

Paint, Varnish and Dry Color Makers, Linseed Oil Crushers

MONTREAL TORONTO WINNIPEG CALGARY HALIFAX
OXIDE MINES RED MILL QUEBEC

TRADE



MARK

Our Argument

is that we will boost your paint sales and profits 100% through our Sales Helps Department without any effort on your part. We are doing it for other Live Merchants, we will do it for you.

Why let the urban or the rural property owner buy paint through the mails when they should go direct to you?

We have admirable facilities for bringing this trade to you, but let us prove our claims and show you how it's done. Use the coupon below, also, if possible, send us a pencil sketch or snap-shot of your home, mail them in to us at once and you will be delighted with what we send you—Free of Charge!

DON'T DELAY, DO IT TO-DAY!

COUPON

**The Canada Paint Co., Limited,
MONTREAL, QUE.**

**On receipt of this coupon and sketch of my home, please
send me full information regarding the CANADA PAINT
Agency and show me how to increase my paint sales.**

NAME

BUSINESS ADDRESS

THE CANADA PAINT CO.

LIMITED

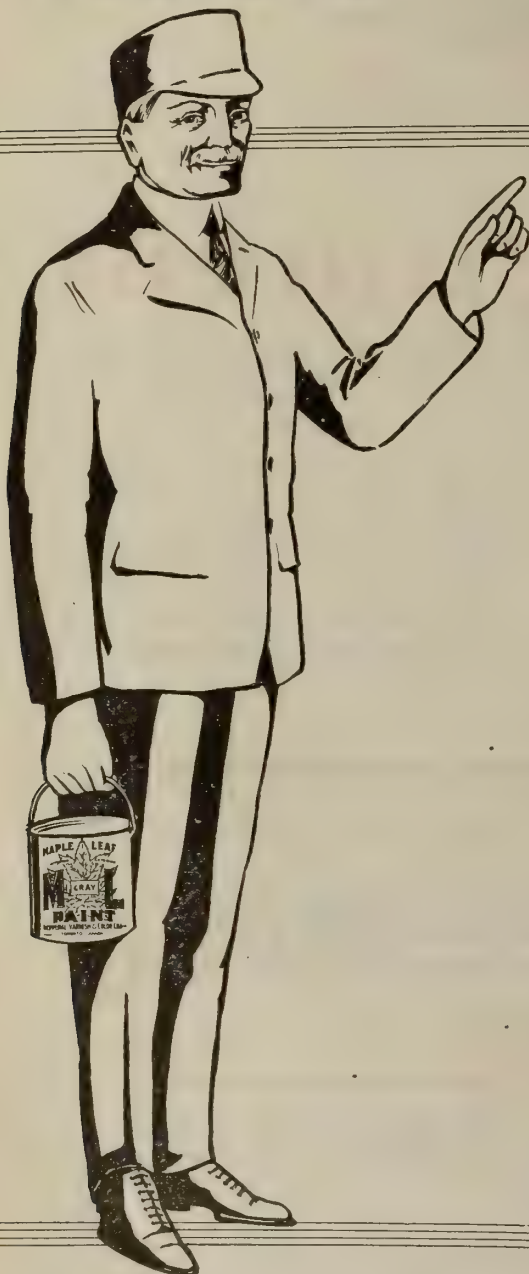
Paint, Varnish and Dry Color Makers, Linseed Oil Crushers

**MONTREAL TORONTO WINNIPEG CALGARY HALIFAX
OXIDE MINES RED MILL QUEBEC**

Paint Pointers

from

The "Old Time Painter"



You can increase your Paint Sales

FALL PAINTING

More paint should be used on Canadian homes. Not more than 40c per capita is spent annually for paint protection in Canada. This is not enough for proper conservation of our property value. Even though the per capita consumption increased to \$1.00 it would be inadequate. Canada's paint business should more than double, which would mean more business for you and everyone else in the trade. A start in this direction can be made by developing

Fall and Winter Painting

SIX STRONG REASONS FOR FALL PAINTING

- "1. In the fall, the surface is thoroughly dry. During the spring, a surface which needs repainting is sure to contain moisture and dampness or frost, and it cannot be successfully painted until it has thoroughly dried out.
- "2. When the wood is dry, it absorbs more of the paint. The paint penetrates deeper into the wood, therefore getting a firmer hold on it, giving the paint coating greater tenacity or holding qualities.
- "3. Paint cannot be applied as successfully on damp, cloudy or unsettled weather as in warm, sunny weather; in the fall the weather is more settled and uniform and is warmer, therefore it is an excellent time for painting.
- "4. A house needs its protecting coat of paint more in the winter months than at any other time. A house in need of repainting should never be allowed to go over the winter without this protection.
- "5. It is easier to keep moisture and dampness out by applying a coat of paint when the surface is dry than it is to get moisture out of the wood when you want to apply paint.
- "6. Paint in the fall for better results—
for best results use

Maple Leaf Paint

Write for our Introductory Maple Leaf Paint and
Varnish Proposition.

IMPERIAL VARNISH & COLOR CO.
WINNIPEG TORONTO VANCOUVER
CANADA

Meakins' Brushes



---are built for service---

The life and serviceability of any brush depends on the quality of material that goes into it plus the method of manufacture. The Meakins' line is a one hundred per cent. durable and efficient line for that reason.

In Meakins' brushes, too, no bristles can come out to agitate the user.

They're Rubberset

a sales-compelling argument that "gets" the customer every time.

Send for our catalog—then order from your jobber.

Meakins & Sons, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal



JAMIESON'S

CROWN

ANCHOR



PREPARED PAINTS READY TO USE

Its Performance Justifies *Your* Promise— *Our* Guarantee

It's easy to sell a man what he wants—and it's profitable, too.

If the performance of the line you handle fails to **justify** your promise, you lose that customer's business forever.

The Jamieson Line of Paints and Varnishes is a business-builder. Its performance justifies your promise and our guarantee.



R. C. Jamieson & Co., Ltd.

Montreal, Canada

Owning and Operating P. D. Dods & Co., Limited

JAMIESON'S

CROWN
ANCHOR

PREPARED PAINTS READY TO USE

***And with
Varnishes, too***

A good line of paint can successfully back up a good line of varnish, and vice versa. Link up in the minds of your customers your leading line of paint and your leading line of varnish. Then the quality of the one becomes an earnest of the quality of the other.

If your leading varnish and your leading paint bear the same mark you have a double-barrelled trade booster. One advertises the other.

Merchants who have made Crown and Anchor Paint and Varnishes their leaders have found these two a combination that builds business on that surest of foundations—consumer-satisfaction.

Write us about the agency in your town

R. C. Jamieson & Co., Ltd.
Montreal, Canada

Owns and Operating P. D. Dods & Co., Limited





O. P. W. PAINTS and VARNISHES

FOR EVERY PURPOSE



REGISTERED and PROTECTED
O. P. W. LINES

CANADA BRAND PURE PAINTS
CANADA BRAND FLOOR PAINTS
CANADA BRAND FLAT-WALL PAINTS
JAS-PER-ITE EXTERIOR VARNISH
JAS-PER-ITE HARD OIL FINISH
JAS-PER-ITE FLOOR FINISH
JAS-PER-LAC LAC SHADES
JAS-PER-LAC ENAMELS
O.P.W. DECORATORS' ENGLISH LEAD
O.P.W. DECORATORS' PURE LEAD
O.P.W. CREOLIN SHINGLE STAINS
O.P.W. OIL AND JAPAN COLORS
PRESTO PAINT AND VARNISH REMOVER

OTTAWA PAINT WORKS

MANUFACTURERS

OTTAWA

LIMITED

TORONTO

CANADA

VANCOUVER

Toronto Branch: 153 Duchess Street



MOORE'S

House Colors

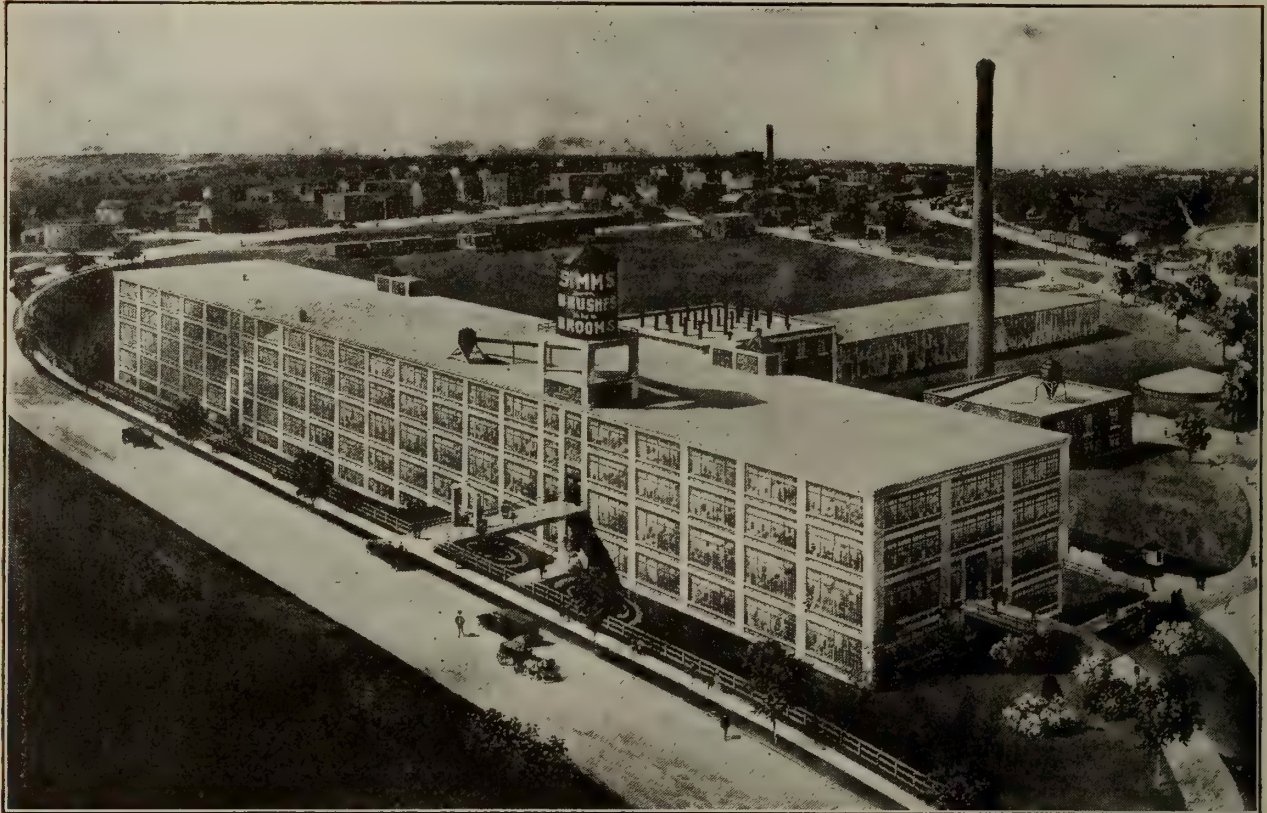
are dollar for dollar value.

—one hundred per cent. efficient under every condition common to Canada.

—will stand the severe test of thirty below or one hundred and three above.

—the paint you can recommend and feel sure you are making a good friend of your customer.

“See us at Ex.”—Call and get ideas for window trims.



Where Our Energies Are Centered In Making "Better Brushes!"

Here in this well lighted, modernly equipped building we are manufacturing Simms' "Better Brushes."

Not just brushes, but "Better Brushes" are made here, and on a quality par with the building in which they are made.

Our aim and slogan is, "Better to-day than any one else can make them; better to-morrow than we make them to-day."

Why speculate with the "just as good" kind when "Better Brushes" cost no more?

There's a Simms' Better Brush to meet every need.

T. S. Simms & Co., Limited, St. John, N.B.

Z-z-i-i-i-i-p-p-! It sure do move!!

YOU *know* it moves, if you have it in stock — “61” Floor Varnish in Colors, the new all-round household finish. From coast to coast, dealers everywhere have found good profits and great satisfaction in selling this new high-quality varnish stain, a *different* article — unlike any other you may now have on your shelves.

Backed by advertising of equal quality — also of a *different* kind, “61” in Colors has made a remarkable record since January, when it first began to reach the Public. People *knew* “61” (Clear), through the continuous and consistent advertising of ten years, and now they want the new Colors.

If you have some “shelf-warmers” let them rest for the time being. Don’t pass by more profits. Investigate this new war-time seller, and get your share of the business.

Get our complete Dealer’s Proposition at once. Twelve gallons assorted starts you. Write today.

PRATT & LAMBERT-INC.

VARNISH MAKERS 69 YEARS

24 Courtwright Street, Bridgeburg, Ontario



“61” FLOOR VARNISH
for Floors, Furniture and all Woodwork
Now made in Eight Colors



**Send for this
Cut Out Display Card**
and use it in your window during fall house cleaning season. Printed on heavy board in 5 colors. Also other attractive display and counter advertising. Alabastine is in bigger demand now than ever before, and the supply is limited. We advise dealers to order at once.

The Alabastine Co. Paris, Limited
Paris, Ontario

WHAT DO YOU KNOW ABOUT VARNISH?

You'll probably be willing to admit that you don't know much beyond the fact that it is made by boiling various gums and that some varnish is good and some poor.

Your customers know less—most people look upon varnish as a transparent kind of paint and leave the selection to the dealer.

This puts a great responsibility on your shoulders. Don't let your customer, in his ignorance, purchase a cheap varnish that is not worth the low price it costs. Sell him

DOUGALL VARNISH

and you can rest easy that he has a product which will give him good service and entire satisfaction—full value for his money.

The Dougall Varnish Co., Ltd., Montreal



PURE GUM TURPENTINE AND ROSIN

of Highest Quality

Guaranteed at Destination to Equal Government Standards

Nothing but *selected pure Gum Products* from *Distilleries* using the *most Modern methods of manufacture and handling* and following a *strict set of specifications* to insure the *Highest Uniform Quality*.

GULF BRAND

Shipments made direct from Distilleries. Grades guaranteed at destination to equal Government standards. Stocks carried in Toronto, car or less car lots. Write for quotations.

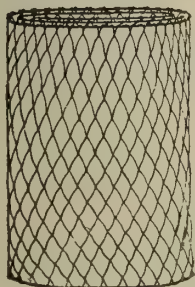
FRED SMITH

Mail Building

TORONTO

CANADA

Power-loom Woven Diamond Mesh Fabric



Illustrating
finished edge

We have recently installed a loom for weaving Diamond Mesh in all widths ranging from 24" to 84". Roll lengths of 100 lineal feet. Our Diamond Mesh Fabric is accurately woven. The standard meshes are 1 inch No. 12 gauge, 1½ inch No. 10 gauge, 2 inch No. 9 gauge. Raw or finished edge.

Diamond Mesh Fabric may be used for many purposes, principally as Tool Room enclosures, Window Guards, Machinery Guards, Railings, Partitions, Wagon Screens.

This is good stock for all Hardware Men.

Canada Wire and Iron Goods Company

HAMILTON



**Paint Oils, Varnishes, And The Like,
Are Too High in Price To Waste**

Wooden barrels not being air tight allow their contents to congeal; are not safe; are not convenient; are not clean.

Dirty tin measures, funnels and oil cans, used in dispensing the oil, are not practical; they are objectionable.

When stored in Bowser Systems, all these evils are eliminated and larger profits obtained.

A Bowser Paint Oil Storage System will pay for itself in a short time.

Complete details are shown in Booklet 17 which we will gladly send you on request.

Paint Oil Storage Outfit

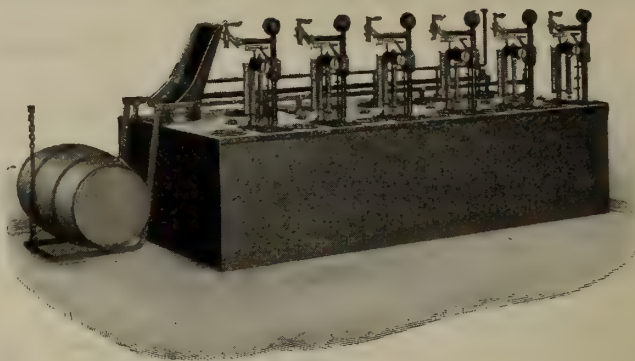


Fig. No. 109

Bowser Systems provide safe storage in evaporation, fire and dust proof, steel tanks. They take little space and the premises are kept clean.

The pumps measure predetermined quantities; are accurate; reduce labor; save time; make the operation agreeable.

S. F. Bowser & Company, Inc., Toronto, Canada



A Double Guarantee

“Reliable”

and

“Warranted Pure”

Linseed Oil

**The Canada Linseed Oil Mills,
LIMITED**

MONTREAL and TORONTO

The Pump on the Threshing Tank should be a

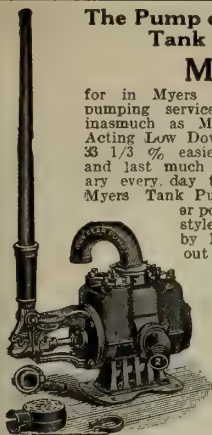
MYERS

for in Myers Tank Pump is found pumping service of exceptional merit inasmuch as Myers Cog Gear Double Acting Low Down Tank Pumps operate 33 1/3 % easier, have larger capacity and last much longer than the ordinary every day tank pump.

Myers Tank Pumps are built for hand or power operation, in several styles, and are distributed by leading jobbers throughout Canada.

It's an easy matter for you to get them quickly, just as it is for you to sell them. Circulars and name of Jobber gladly supplied.

F. E. Myers & Bro.
Ashland, Ohio



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

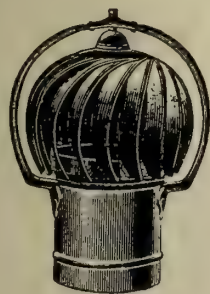
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.



Our
Specialties
Are---

Eavetrough
Conductor-pipe
and Fittings

Ventilators and
Corrugated Iron

WHEELER & BAIN
TORONTO



The Word of the Dealer

Many buyers do not know enough about varnish to qualify them to choose it wisely, and rely upon the word of the dealer.

It always pays to recommend Berry Brothers' Varnishes, Stains and Enamels, because their uniform dependability satisfies the most critical consumers. "Berry" Finishes not only produce beautiful interiors, but their lasting quality ensures economy.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville, Ont.

(686)

CARTER'S

The Best Quality of Genuine Dry
Red Lead and Genuine Dry Powdered Litharge

Paper manufacturers want a Red Lead to protect their steam and water pipes, and a Litharge to reline their digesters. Rubber and Color Makers need them. Shipbuilding firms must have them. Railways and Ironworks use them. Are you ready to supply the requirements of such firms in your district. Also

YOUR PAINTER

must have Genuine Red Lead and Litharge to meet his requirements. Do not delay in putting in a stock or you will lose good business which is rightly yours.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Avenue, Montreal



Cotton and Wool Waste Washed Cotton Wipers



Prompt delivery from stock on all our grades of Cotton and Wool Waste or Wipers.

*SAMPLES WITH PRICES ON
REQUEST*

We also manufacture

Tents, Flags, Tarpaulins, Bags,
Oiled Clothing, Nautical Instruments.

WE ARE LEADING JOBBERS OF

Cotton, Jute or Flax Twines; Cordage, Cotton Duck,
Marine Hardware, Oakum, Pitch, Caulking Cotton,
Candlewick, Fishermen's Supplies.

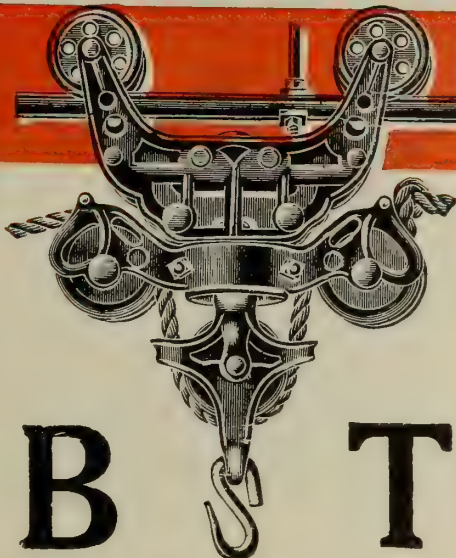
SCYTHES & COMPANY LIMITED

Toronto

-

-

Montreal



B T



A Business Building Quintette

That Affords a Larger Margin of Profit

B T Pumps, Churns, Hay Tools, Ladders and Washers, etc., embrace a line of quick sellers on which there are **more profits** because of **quicker turnovers**.

The B T line includes Hand and Power Pumps and Pump Fittings, Hay Tools, Ladders, Churns, Washers, Litter Carriers, Feed Carriers, Over head Conveyors, Steel Cow Stalls and Stanchions, Iron Horse Stable Fittings.

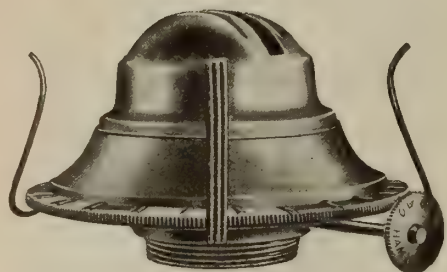
They represent highest quality, most advanced designs and best values. Our service is **quick and efficient**.



BEATTY BROS., LTD., FERGUS, ONT.
 St. John, N.B. Montreal Winnipeg Edmonton

If any advertisement interests you, tear it out now and place with letters to be answered.

BANNER



Just a thoroughly good, dependable and efficient Lamp Burner. Constructed of brass, economical in the use of oil and wick, very easily cleaned, and combustion so perfectly balanced as to require no attachments for boosting or whitening the flame.

Its name and fame are known to every household, therefore no waste of time in effecting sales.

ASK YOUR JOBBER.

Ontario Lantern & Lamp Co.,
HAMILTON, CANADA. *Limited.*

BRANCHES: MONTREAL TORONTO WINNIPEG

THE "W & B" LINE OF SCREW WRENCHES

MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



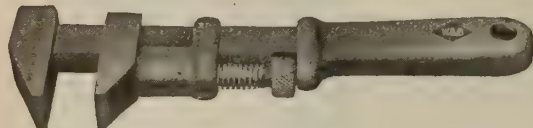
"W & B" Wood Handle Grips, Length open 6 to 14 inches.



"W & B" STEEL Handle Grips, Length open 10 to 48 inches.

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W & B" EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.

Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W & B" EASY ACTING SCREW.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W & B" EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company
 ST. CATHARINES, ESTABLISHED 64 YEARS ONTARIO

Hundreds of Thousands



of Canada's most progressive farmers testify to the fact that Brantford Binder Twines are the very best they have ever used.

This is not an idle statement, but is confirmed by the growth and development of our business, which is unparalleled in the history of the twine and cordage industry.

"There's a Reason." Give us a trial order and be convinced. Dealers wanted where not represented.

FULL LINE OF ROPE AND CORDAGE

Brantford Cordage Company, Limited

Brantford - - - Ontario

Our Brands :

Gilt Edge, 650 feet.
Gold Leaf, 600 feet.
Silver Leaf, 550 feet.
Maple Leaf, 500 feet.

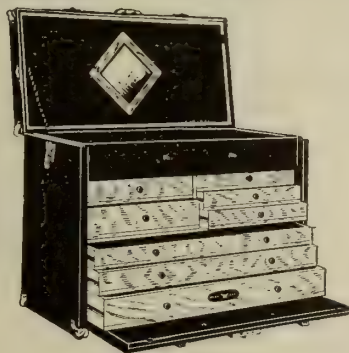
MADE IN CANADA

EAGLE PORTABLE TOOL CABINET For Machinists and Toolmakers

SPECIAL CABINETS

Made-to-Order

Prices on
request



ALL STYLES IN

Qtd. Cut Oak
and

Leatherette Covered

"Built For Service"

The EAGLE LINE will find a ready sale in Canadian hardware stores. We guarantee our cabinets to give more value for the money than any other case on the market, and further to give satisfaction or money refunded.

Write for prices and folder.

EAGLE MFG. CO., Hamilton, Ontario

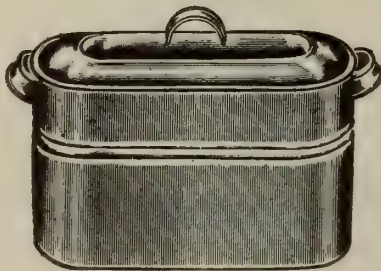
If any advertisement interests you, tear it out now and place with letters to be answered.

**Our New Plant at
549 King St. W.
on Road to Exhibition**



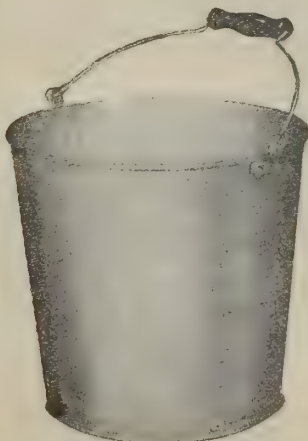
**Take King St. Car
Going West
Call and See Us**

See Our Attractive Display Of Household Goods At Toronto Exhibition!



**Boilers of all kinds
Wash Tubs
Roasting Pans**

The Daisy Ash Sifter has long been famous as a sifter of highest quality and efficiency, and is guaranteed to give perfect satisfaction.



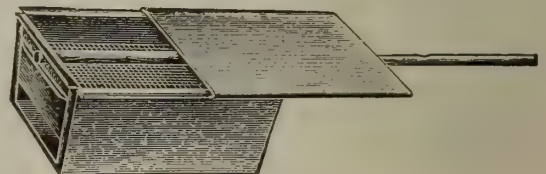
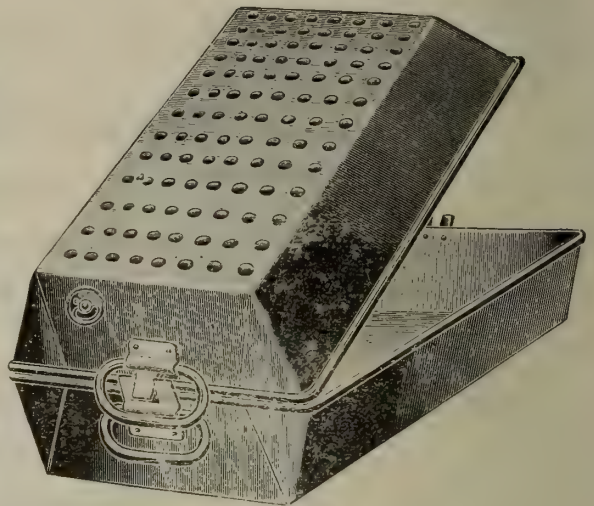
This year, as usual, you will find our Exhibit in the Stove Building, under the Grand Stand.

We are showing an attractive display of household goods, including the famous

**Daisy Ash Sifters
Dust Pans and a
full line of Granite
Ware.**

The patent close top protects the user against Dust when sifting. Very easy to handle.

Daisy Ash Sifters prove best sellers year after year.



Soren Bros.

**545-7-9 King St. W.
TORONTO**

Ask your jobber for "Daisy" Ash Sifters and other Soren Bros.' Lines

We have a catalogue for you, illustrating the Soren Bros.' Line and containing full list of prices.

A post card will bring it.

Harris Heavy Pressure and its Advantages



1. A complete immunity from hot bearings is secured, HARRIS HEAVY PRESSURE having a lower co-efficient of friction than any other known metal.
2. A scored journal is impossible, and if through any failure of lubrication a bearing should run hot, HARRIS HEAVY PRESSURE, owing to its special properties, will act as a lubricant, saving the journal from injury and preventing any delay to traffic.
3. It will stand the heaviest pressures, always running cool, even under the most trying conditions.
4. It will wear from 50 to 100 per cent. longer on general machinery bearings than any other Babbitt metal.
5. It effects a saving in lubrication.
6. It preserves the journals, and materially increases their life. A journal after running a short time with HARRIS HEAVY PRESSURE attains a perfectly smooth and highly polished surface.
7. It is easily applied and, if properly applied, no abrasive force will remove it.
8. Its cheapness. The first cost is moderate. It gives a longer life to the bearings, resulting in a great economy, as the number of renewals is thereby considerably reduced; its specific gravity is low in comparison with other metals; does not deteriorate with re-melting; and these advantages, together with its unequalled anti-friction properties, render it the cheapest as well as the best metal for all general machinery bearings.

THE LEADING LINE FOR HARDWARE MEN

THE CANADA METAL CO., LIMITED
HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

We manufacture Babbitt, Solder, Sheet, Lead Pipe.

WHEN SHE THINKS "SWEEPER" SHE THINKS "BISSELL"



CONSTANT, consistent advertising combined with experience of housewives all over the world has made "Carpet Sweeper" and "Bissell" interchangeable words in the minds of thorough housekeepers.

The Housekeeper knows that Bissell's is the standard among sweepers and has been the standard for years. The Bissell is her idea of a carpet sweeper.

And Bissell Vacuum Sweepers maintain that standard. They are the best in their class as the Bissell Carpet Sweepers are in theirs.

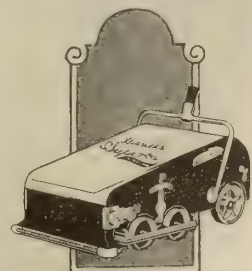
Most merchants know that Bissell's is the standard. And most of them know that Bissell's is the one the smart housekeeper wants.

Dealers who sell Bissell sweepers know that their customers are satisfied. And a satisfied customer, in nine cases out of ten, becomes a regular customer. A trade builder and profit bringer you will find the Bissell.

Bissell margin of profit is liberal and in addition to the big selling power of our own forceful advertising, we offer a comprehensive dealer service which includes everything that will help you to sell our sweepers and to good profits and widened business.

Get your copy of our Christmas Offer Announcement which shows a complete new line of advertising helps. It's ready now.

BISSELL CARPET SWEEPER CO.
OF CANADA, LIMITED, NIAGARA FALLS, ONT. (FACTORY)
GRAND RAPIDS, MICH.
OLDEST AND LARGEST SWEEPER MAKERS



If any advertisement interests you, tear it out now and place with letters to be answered.

MORRISON'S

Steam Goods and Specialties



Quality First

COMPARE Morrison Steam Goods with other makes, and we will bow to your verdict—and undoubtedly get your business.

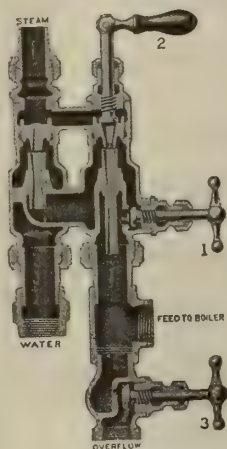
We are one of the *largest* and *oldest* manufacturers of steam goods and specialties in Canada.

All of our products will bear the same comparison.

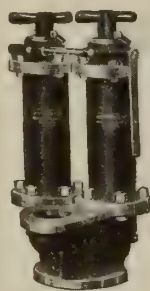
This is installation and repair season. Are you ready to supply every demand—to catch every sale?

The James Morrison Brass Mfg. Co., Ltd.

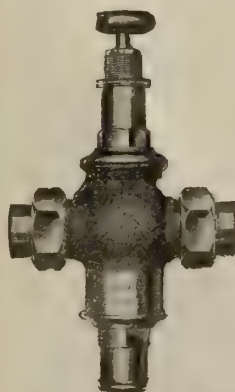
93-97 Adelaide St. West, Toronto



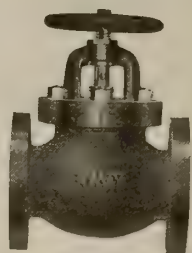
Hancock Inspirator
The Universal Boiler
Feeder



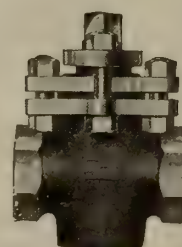
Marine Safety
Valve



JMT Globe Valve
renewable disc, also
made re-grinding



Asbestos Packed
Cock
with gland and
holding-down plate



"Navy"
Adjustable Check
Valve



JMT Improved
Injector

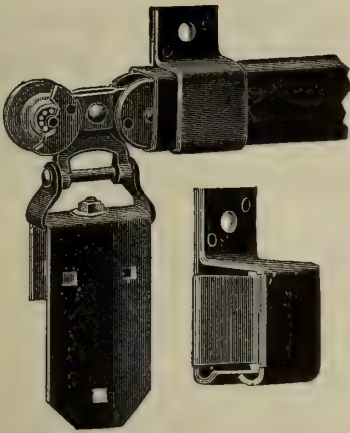


Beaver
Combined Stop and
Check Valve

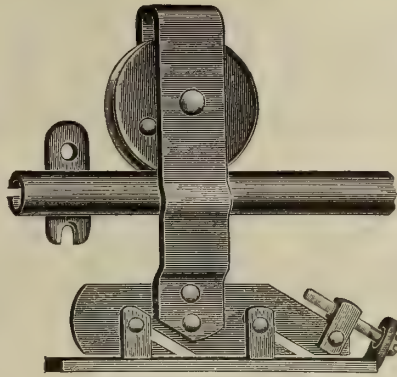


JMT Pressure
Regulating Valve

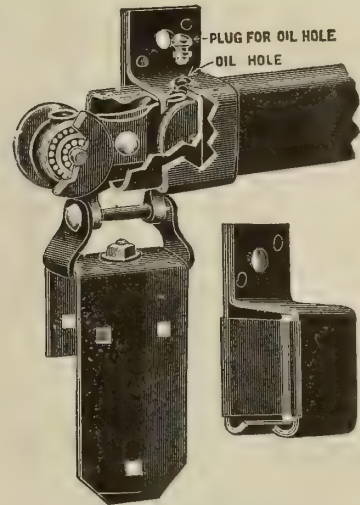
If any advertisement interests you, tear it out now and place with letters to be answered.

**"ALLITH" 1914**

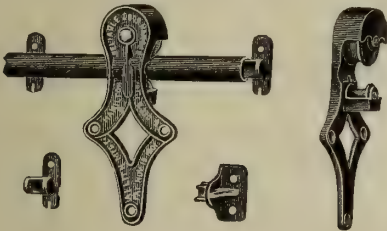
square track hanger with four-wheeled trolley which when operated on round groove eliminates friction and gives perfect balance and ease of operation.

**"RELIABLE" No. 9**

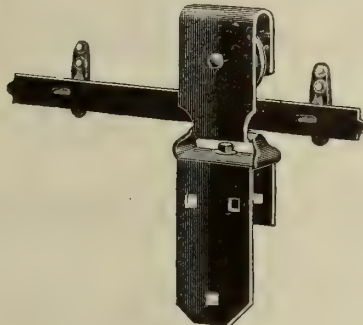
an improvement in parlor door hangers, made of best grade steel, very strong and positive adjustment. No. 1 round steel track, brass brushed wheels. Easiest running and most satisfactory parlor door hanger on the market.

**"ALLITH" 1915**

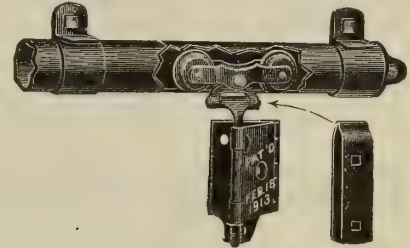
is a distinctive sliding door hanger with special oiling device. Wheels have double set of roller bearings. square track with round groove eliminates friction almost entirely.

**THE "RELIABLE"**

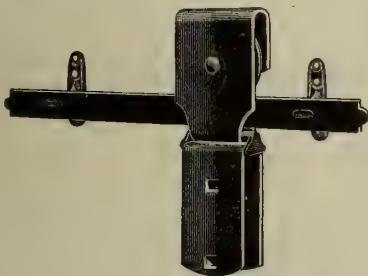
One of the most efficient hangers in the Allith line. Made in three sizes, 1, 2, and 3. It is an especially good hanger for factory doors. Round track with adjustable supports; once on, never off.

**No. 131 HANGER**

Frame constructed of boiler plate steel. Steel roller bearings, adjustable hasp ($1\frac{1}{2}$ to $2\frac{1}{4}$), flexible, runs on steel track $1\frac{1}{4}$ x 3-16.

**"ALLITH" TROLLEY**

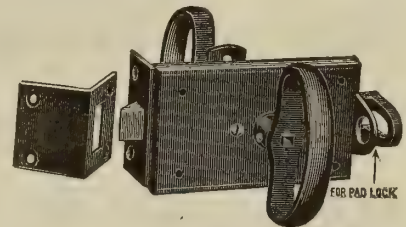
The barn door hanger with covered, wind-proof, storm-proof track. Track made of 14 gauge high carbon steel. Illustration shows two styles of attachment (plain hasp and flush hinge).

**No. 130 HANGER**

Boiler plate steel frame, hanger pendant is flexible allowing for adjustments, $3\frac{1}{2}$ -inch wheel with roller bearings for $1\frac{1}{4}$ x 3-16 track.

Just a Few of the Allith Range

and all are up to the high standard of quality for which the Allith line has long been noted—hangers which you will not hesitate to personally recommend to your patrons.

**"ALLITH" No. 50 LATCH**

Swing door or gate latch, right or left hand, adjustable for door 1 to $2\frac{1}{2}$ inches thick, longer spindles if required.

Made with provision for padlock.

Let us show you the entire Allith range at an early date. A card will bring further particulars.

Allith Manufacturing Company, Limited

Hamilton, Canada

Richard H. Falkner, 34 Victoria St.; Toronto, Ontario Representative; H. E. O. Bull, 184 Mance St., Montreal, Representative in Eastern Provinces; Marshall, Wells Co., Ltd., Western Distributors.

CHEMICALS, OILS, ETC.



We carry in stock and solicit enquiries either for immediate or future deliveries

Gold Leaf

Nitrate of Lead

Golding Cloth

Litharge

Dry Red Lead

Orange Mineral

Lithophone

Barytes

China Wood Oil

Soft Soap

Castor Oil

Glycerine

Borax

Cream of Tartar

Cream of Tartar (substitute)

Tartaric Acid

Citric Acid

Blue Vitriol

B. & S. H. THOMPSON

and Company, Limited **MONTREAL** Established 1790

Branches: TORONTO, WINNIPEG, VANCOUVER, NEW GLASGOW, N.S.

METALS

We solicit your enquiries on
metals of all sorts---from
stock or for import



Tin Plate	Brass Tubing
Canada Plate	Copper Tubing
Sheet Copper	"Apollo" Galvan-
Ingot Copper	ized
Ingot Tin	Black Sheets
Sheet Zinc	Specialties of all
Spelter	kinds for import

GLASS

Plain and Wired, Rough Ribbed and Figured from
Pennsylvania Wire Glass Company.

FANCY GLASS

Figured, Rolled, Cathedral and Mottled, from
Chance Bros. & Co., Limited, Birmingham, Eng.

B. & S. H. THOMPSON

and Company, Limited

Established 1790

MONTREAL

TORONTO

WINNIPEG

NEW GLASGOW, N.S.

Sales Agents for Eastern Canada

UNITED STATES STEEL PRODUCTS COMPANY
EXPORTERS FOR AMERICAN SHEET & TIN PLATE COMPANY

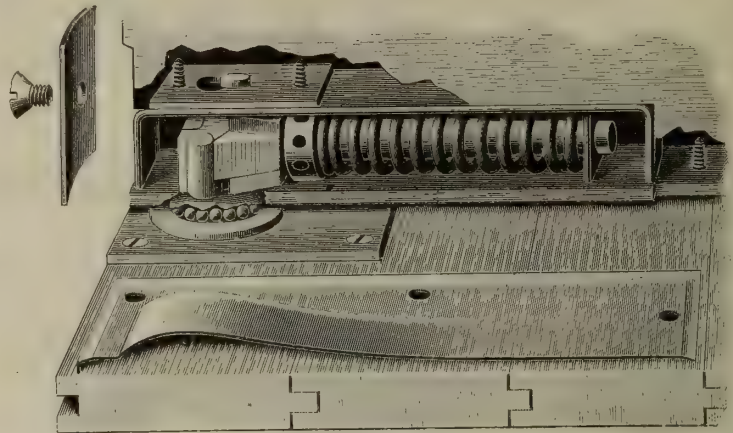
The T.F. "Chief" Double Acting Door Check and Floor Hinge

Is positively a Best Seller

When properly installed, this hinge and check have perfect control over double-acting doors. Instead of the door swinging violently, it will close noiselessly and will stop on its positive centre.

Closing speed easily adjusted when door is hung. Check is of the liquid type.

Packed—One set in a box, complete with screws, and directions for installing.



Taylor-Forbes Company, Limited

Head Office and Works: Guelph, Ont.



“MAPLE LEAF”

TO THE Hardware Trade

When considering your requirements, always keep in mind the reliable “MAPLE LEAF” BRAND STITCHED COTTON DUCK BELTING.

As you are possibly aware it is much easier to sell goods you have in stock than from samples or descriptions, so send in your orders. We protect our jobbers. You can make a good margin on “MAPLE LEAF” BELTING.

Our “MAPLE LEAF” BELT DRESSING is the best on the market and equally good for all kinds of belting.

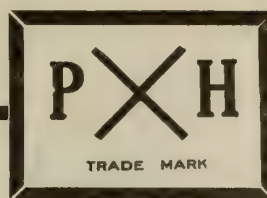
Manufactured only by

Dominion Belting Company, Limited

Hamilton, Canada







FILES

You can't go wrong in stocking these brands.

All shapes and sizes are made from Best Clay Crucible Cast Steel exclusively. No other brand manufactured in Canada has this feature. This means longer wear and "life" to the file. All files wear out, but "P.H." and "Imperial" wear longer.

They are processed by skilled workmen in every stage of manufacture, workers who are real "file men" and have spent all their working lives in this industry. These craftsmen have the "know-how." They get that quick cutting tooth on the file and have the knack of keeping it there for job after job. This assures rapid action in his filing for your customer, and **BRINGS HIM BACK FOR MORE.**

**These are two good reasons why:
"THEY CUT FASTER AND
WEAR LONGER"**

Also "P.H." and "Imperial" Files are Made in Canada, by Canadian Capital and Canadian Labor, and are absolutely guaranteed on a make-good or money-back basis.

**Port Hope File Manufacturing Co.
Limited**

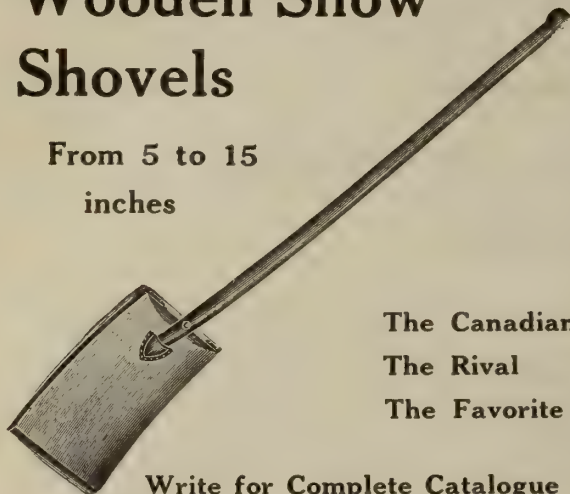
PORT HOPE - - Ontario

"ASK YOUR JOBBER"



Wooden Snow Shovels

From 5 to 15
inches



The Canadian
The Rival
The Favorite

Write for Complete Catalogue A.

J. E. BEAUCHAMP & CO.

Manufacturers of Hardware, Toys, Woodenware, etc.

Agents: { Ives' Modern Bedstead, Winnipeg.
Towe & Towe, London, Ontario.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for
Catalogue

A. B. Jardine & Co.
LIMITED

HESPELER, ONT.

Sell Handles that are Most in Demand STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS

--

ONTARIO

Dealers—Handle this Fence

YOUR success in the sale of fencing does not depend so much on your sales ability as on the fencing you sell. It's fence service—not price—that brings you customers. Ours is a fence of service—a fence of repeat orders. We have letters from dealers all over the Dominion substantiating these statements.

Peerless Ornamental Fencing

not only protects, but beautifies property as well. Every stay is made of strong, stiff wire that will not sag. Our fencing is made from galvanized wire and in addition, is given a coating of zinc enamel paint, thus forming the best possible insurance against rust. Peerless fence is easy to erect and will hold its shape for years to come. We also build a full line of ornamental gates.

Send for Dealers' Proposition

Get our literature showing many beautiful designs for lawns, parks, cemeteries, etc. Also ask about our farm fencing and gates.

The Banwell-Hoxie Wire Fence Company, Ltd.

Winnipeg, Man. Hamilton, Ont.



2 Barrels a Year—and Up

Tractor owners offer rich market for Gargoyle Mobiloils

A NEW opportunity lies ahead of hardware dealers in areas where tractors are operated.

The war demands increased crops. Engine horsepower is replacing animal horsepower and more tractors than ever are being used and more continuously.

Every tractor sold means for some dealer the beginning of steady oil sales. The average annual oil consumption of a small tractor is 2 bbls. Some of the big ones use up to 25 bbls.

"But what oil shall I sell?"

Tractor owners and manufacturers everywhere recognize Gargoyle Mobiloils as the standard for scientific tractor lubricant.

The majority of the tractor manufacturers recommend Gargoyle Mobiloils in their Instruction Books. A large percentage attach plates specifying the correct grades of Gargoyle Mobiloils. And Canadian Farm Journals reaching the bulk of tractor owners have been a part of a convincing Gargoyle Mobiloils advertising campaign.

So tractor owners quite naturally look to the Gargoyle Mobiloils Chart of Recommendations for scientific advice on tractor lubrication.

They get this advice from the dealer who sells Gargoyle Mobiloils and displays the Chart of Recommendations for Tractors. This Chart gives scientific finality to each sale of Gargoyle Mobiloils. It establishes you as a lubrication expert.

Tractor owners, as a result of scores of practical field tests, know that the use of the correct grade of Gargoyle Mobiloils means increased efficiency and reduced oil and fuel consumption.

You are thus offered a business opportunity whose volume and profits depend chiefly upon how fully you take advantage of it.

Write for booklet, "Correct Lubrication," containing Chart of Recommendations for all makes of tractors and a complete discussion of tractor problems and troubles, and for full information regarding our offer to dealers.



Mobiloils

A grade for each type of motor

Correct Automobile Lubrication

The Gargoyle Mobiloils Chart of Recommendations for Automobiles specifies the correct grades for the complete lubrication of practically every make and model of automobile manufactured.

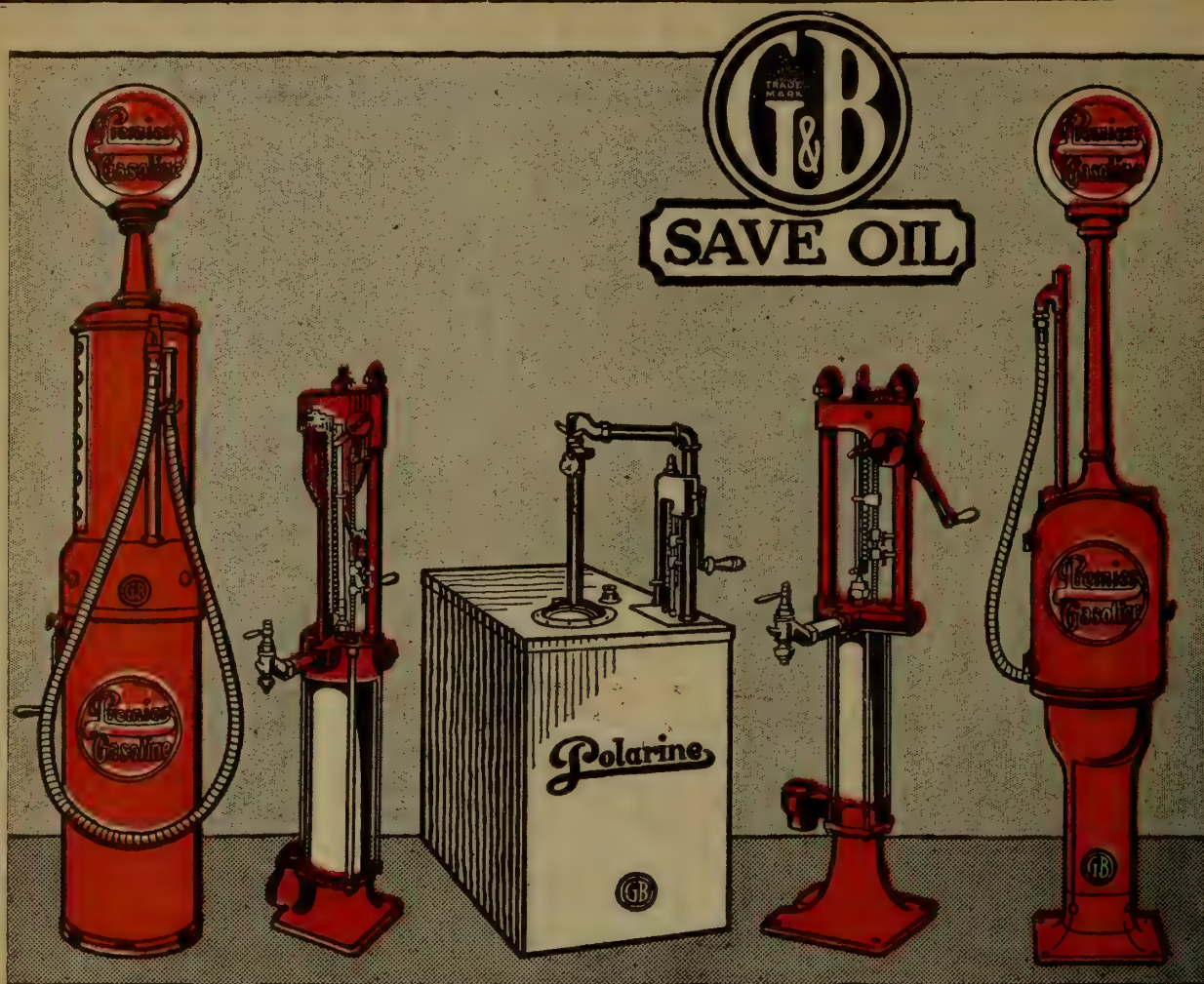
Increasing thousands of Canadian motorists regard the Chart of Recommendations as the scientific guide to correct automobile lubrication. You can turn this conviction into profits by selling Gargoyle Mobiloils.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of Gargoyle Mobiloils in Canada

BRANCHES IN ALL CITIES



**Standard T-235
Sidewalk Gasoline
Pump—Five
Gallon Stroke**

Standard T-235 Sidewalk Gasoline Pump—Five Gallons at a stroke. Indicator shows motorist what he is getting. Delivers five Imperial gallons in twenty seconds. Filters the gasoline.

**Standard T-209
Five Gallon
Gasoline Pump—
Overhead Discharge**

Standard T-209 Five Gallon Gasoline Pump. For service inside or outside the garage. Measures from one to five Imperial gallons at a stroke.

**Standard T-206
Gallon Gasoline
Pump—With
Discharge Register**

Standard T-206 Gallon Gasoline Pump with discharge register. Accurately measures gallons, half-gallons, quarts or pints. Suitable for the dealer with a smaller gasoline trade.

**Standard T-230
Lubricating Oil
Outfit—Measures
Quarts or Less**

Standard T-230 Lubricating Oil outfit—measures quarts or less. Dust-proof, dirt-proof, leak and fire-proof. Furnished in sizes from 1 to 10 bbls.

**Standard T-208
Sidewalk Gasoline
Pump—One
Gallon Stroke**

Standard T-208 Sidewalk Gasoline Pump—one gallon stroke. The smaller brother of T-235. An ideal pump for serving the trade at the curb.

All the above equipment measures in Imperial gallons and quarts

Hardware dealers find the gasoline and motor oil business more and more profitable as the number of automobiles and trucks increases. G. & B. equipment is a prime necessity if you are to handle this business in the most profitable, convenient and satisfactory way. The G. & B. Line is very complete. We have just the equipment you require. We shall be glad to supply full information. Please write—

IMPERIAL OIL LIMITED
*Canadian Distributors of Gilbert & Barker Gasoline and
Lubricating Storage Outfits*
BRANCHES IN ALL CITIES

Quick Sales and Good Profits

For all Dealers who stock

Clark Heaters and Clark Carbon Fuel

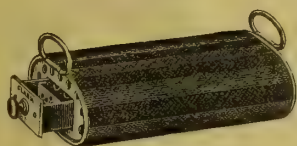
For automobiles, sleighs and vehicles of all kinds. Cost little and assure comfort to those who drive in cold weather. Add greatly to the pleasure of fall driving and touring.

The cheapest accessory, results considered.

Following are the most popular Models of Clark Heaters

ORDER FROM YOUR JOBBER NOW WHILE HIS STOCK IS COMPLETE

Following are the most popular models of Clark Heaters



No. 5B Clark Heater.

Oval type, end ventilators; strong, durable and of good appearance. Covered with Brussels carpet, asbestos lining. Used by farmers, mail carriers, cab drivers, etc. 12 inches long.

No. 3D, same as 5B, but 14 in. long.



No. 7C Clark Heater—Slanting Top.

Clark indestructible riveted steel body. Drawn steel ends, nicked and polished. Heavy asbestos lining. Adjustable end ventilators. Covered with best quality green Brussels carpet. 14 inches long. Weight, 9 lbs.

The handsomest heater ever built. Covered with rich velvet plush in blue, green, or maroon shades. Extra wide, highly finished, nickel plated flange at ends.



CARTON

Containing 1 doz. Bricks

The New Carton and Container for Clark Carbon

For the convenience of dealers and customers, Clark carbon scores another big hit in the new package. Three bricks are packed in a neat cardboard carton, and four of these cartons, or one dozen of the bricks, are packed in the larger cardboard container.

This package preserves the brick from breakage in shipment and makes it clean and convenient to retail in packages of 1/4 dozen bricks.

Only our Clark Carbon is put up in this way. We do not sell less than one dozen bricks.

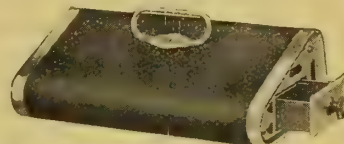


No. 8A Heater. Same model as 8XX, is 20 inches long. 9 1/2 lbs.
A very handsome and popular heater.



No. 7D Clark Heater—Slanting Top.

Clark indestructible riveted steel body. Drawn steel ends, heavily nickel plated. Side and end adjustable ventilators, allowing perfect regulation of heat. Thick asbestos lining. Covered with extra quality of green Brussels carpet. A beautiful heater. 14 inches long. Weight, 9 lbs.



No. 7X Clark Automobile Heater—Slanting Top—A Beautiful and Popular Automobile Heater

Same construction as Nos. 7C and 7D, but handsomer finish. Covered with Mohair plush in rich shades of maroon, blue, or green. Has both sides and end adjustable ventilators. All outside metal parts heavily nickel plated. 14 inches long. Weight, 9 lbs.

Side and end adjustable ventilators. Re-inforced steel body. Extra heavy asbestos lining. All outside metal parts quadruple nickel plated. De luxe finish.

24 inches long. Weighs 12 lbs.

CHICAGO FLEXIBLE SHAFT COMPANY

Twelfth Street and Central Avenue

CHICAGO

"The Master Tire"



— "First" —

HAVING founded the tire industry in Canada; in other words, having made the first Canadian Quick-Detachable tire twenty-four years ago, it seems but suitable that we should be making the first tire to-day:—first in breadth of acceptance, first in uniformity of service, and first in rockbottom value—*Dunlop Traction Tread.*

Summed up, the facts concerning "Traction's" record are just these:—

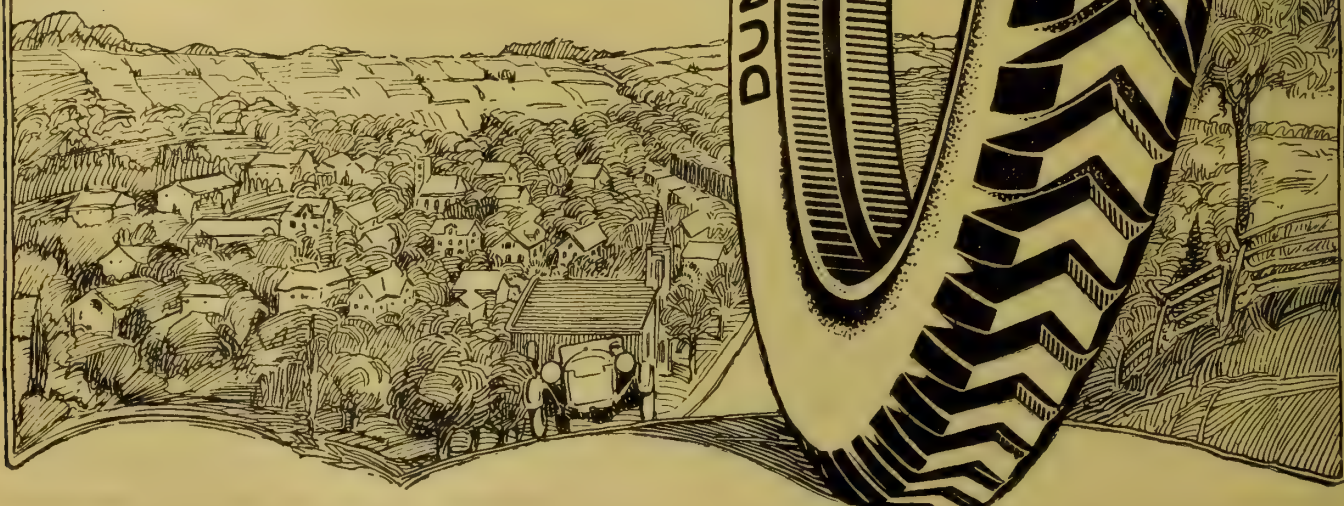
We have been under rather than over in our claims, and "Traction" has been over rather than under in its service.

Two other excellent Dunlop Tires are "Special" and "Plain."

Dunlop Tire & Rubber Goods Co.
LIMITED

Head Office and Factories: TORONTO
Branches in the Leading Cities

DUNLOP TRACTION TREAD



If any advertisement interests you, tear it out now and place with letters to be answered.



Hardware Men!

You Should Know New Improved "Hercules"

New Improved "Hercules" is the indisputable evidence that "Dunlop" have long since mastered the art of correct Hose building. By virtue of its intrinsic worth this Improved Hose has already won its way as a general favorite into the confidence of a vast army of users. That fact in itself is significant to you as a Hardwareman, and as a Dealer in Garden and General Purpose Water Hose.

The Maximum of Durability

Naturally, New Improved "Hercules" is a super-strength Hose; yet it is light and flexible, and combines with its many other desirable qualities, the maximum of durability. Hence, it will withstand a heavy pressure—a test greatly in excess of any it is possible for it to receive in every-day, hard service. We build that extra staunchness into this moulded, corrugated Hose, so as to provide a sufficient margin of safety for the protection of the seller and the user, and for our own satisfaction, too.

"Hercules" is Absolutely Seamless

By our distinctive improved method of making, Dunlop New Improved "Hercules" is absolutely seamless and inseparably united. Let us emphasize that first point once again—absolutely seamless. The high-grade rubber tube, the plies of specially-woven, braided fabric, the layer of adhesive rubber between the plies, and the exceedingly tough and durable outer cover are all individual units worked together into a composite whole. There is no possibility of separation of the plies or of the inner tube from the fabric body. Take a look down the waterway of a sample and see for yourself exactly how smooth and uniform it is and how well it is linked up with its covering.

A Really Non-Kinkable Hose

And best of all, besides being seamless, this Hose, by reason of its great resiliency and special construction, is practically non-kinkable. You can bend and twist it into all shapes and forms without any ill effects resulting therefrom. New Improved "Hercules" is supplied on reels in 500 foot lengths, a feature with manifold advantages in stocking and selling. It means that practically any length of Hose desired can be cut from the reel without any waste or loss. There are still other features you will come to know if you make your decision to sell Dunlop New Improved "Hercules" Hose.

Send for "Hercules" Sample

It will undoubtedly pay you to "sample" this Hose; or any other Dunlop brands of Hose, particulars of which we will be glad to supply. You will be "playing safe" no matter which Dunlop Product you choose, and besides, will be assuming the right to an envied reputation and an adequate margin of profit—the result of handling reliable lines.

**You will find the Dunlop Fall Booking
Proposition exceptionally interesting.**

**Dunlop Tire & Rubber
Goods Co., Limited**

Head Office and Factories: TORONTO.

Branches in Leading Cities

Other Dunlop Lines are: High-Grade Tires for all purposes—Tire Accessories, Belting, Packing, Fire Hose and General Hose, Cements, Horse Shoe Pads, Mats, Tiling, Heels and Soles, Military Equipment, Rubber Boots, Golf Balls, Weather Stripping, Fly Swatters, Agricultural, Plumbers' and Railroad Supplies and General Rubber Specialties.



New Improved "Hercules"

Makes a Perfect Permanent Repair



Complete Outfit

\$2.00 in Canada

Includes

12 Patch & Heat Units

6 Round Patch & Heat
Units for Punctures

The Patch & Heat Unit consists of a chemically treated combustible disc on one side and a pure para rubber patch on the other. This fits over the puncture and a match is applied to the chemical disc. Without blaze or flame this disc furnishes the proper heat, which seals the cut in the tube with the new rubber, making a permanent repair.

6 Oblong Patch & Heat
Units for Cuts and Tears

The Patch & Heat Unit is all ready to clamp on the tube. The fuel in its metal container and the rubber patch itself are all assembled. No different parts to lose or complicated application to the tube. Simply put the unit over the puncture, clamp it down and apply the match.

SHALER

5 Minute

Vulcanizer

The fact that over 500,000 motorists are now using the SHALER 5-Minute Vulcanizer is convincing proof of its ever-increasing popularity. Every motorist is a prospect for one of these handy tube vulcanizers—it should be in every car owner's tool kit—for use anywhere—on the road or in the garage.

Sell the SHALER 5-Minute Vulcanizer. Every sale of a 5-Minute Vulcanizer gives you a good profit. Besides, the big resale of patch-and-heat units furnishes you a continuous profit—it brings motorists to your place for SHALER supplies—and for all sorts of other accessories.

The SHALER 5-Minute Vulcanizer with 6 Round and 6 Oblong Patch & Heat Units packed in attractive display carton.

ORDER FROM YOUR JOBBER NOW!

Don't delay! The enormous demand for this popular vulcanizer makes it necessary to place your order early if you want to be sure of prompt shipment. Any jobber in the United States can supply you. Our large catalog describes the complete line of SHALER Vulcanizers for motorists' use—also complete equipment for garages and tire repair shops. Mailed free on request.

C. A. SHALER COMPANY, 1508 Fourth Street, Waupun, Wis.

Oldest and Largest Manufacturers of Vulcanizers

Why You Should Be A Michelin Dealer

No.
19

The Average Michelin Dealer Went Ahead 100% Last Year

When you become a Michelin Dealer you join a big, **happy** family—happy for many reasons:

- 1st. **Because of prosperity.** As stated in the headline, the average Michelin Dealer last year did twice as much business and made twice as much money as the year before.
- 2nd. **Because of the absence of complaints.** The unsurpassed quality of Michelin Tires makes friends of customers. There's none of that nagging and kicking in the Michelin Dealer's life that makes a burden of many a business.
- 3rd. **Because of factory co-operation.** The relations between the Michelin factory and the Michelin Dealer are characterized by the same friendly spirit that pervades this entire organization. We believe that to give the other fellow a better deal than he can get elsewhere is the surest way to permanent success. And we start with the Michelin Dealer—by giving him a better proposition than he can get elsewhere. Write for it to-day.

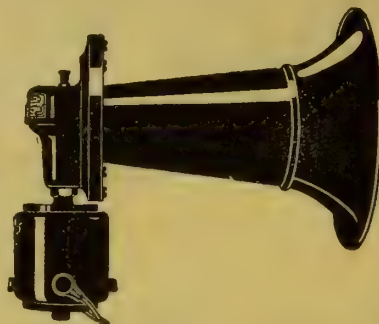
Michelin Tire Co. of Canada, Ltd.

782 St. Catherine St. W., Montreal



MICHELIN

If any advertisement interests you, tear it out now and place with letters to be answered.

**KLAXON 20-L**

The finest warning signal made. Penetrating tone, remarkable construction.

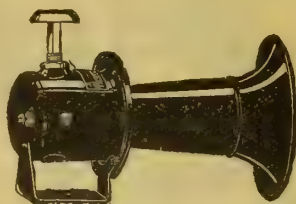
Your SIGNAL is your SAFETY

“KLAXONIZE”

**KLAXON 6**

Electric Motor Driven. Black enamel. Quickly attached. Operates six volts, dry cell or storage battery.

List Price, \$9.95

**KLAXON 3-V**

Hand operated. Black enamel. For small and commercial cars.

List Price, \$5.65

KLAXON horns are the signal of safer driving. Their sharp, impelling note delivers your warning speedily and accurately. They clear the highway of obstruction, prevent accidents and insure safety.

There is a KLAXON for every use and size, each guaranteed and much more durable, dependable and penetrating than any other signalling device made.

Mr. Dealer, the name “Klaxon” stands behind the sales you make. They give the satisfaction and the service that every motorist desires and requires so much.

“Be Wise, KLAXONIZE”

Write our nearest house for proposition and literature

Northern Electric Company

LIMITED

MONTREAL
HALIFAX
OTTAWA

TORONTO
LONDON
WINNIPEG

REGINA
CALGARY
VANCOUVER

Stepping on the Accelerator

THE EMBARGO HAS HIT THE WHIP BUSINESS

with the result that the whip manufacturer finds himself without certain very important raw materials and is forced to curtail his output.

This of course means that our sales force cannot keep in touch with the trade as often as good service requires, so we are taking on a full range of

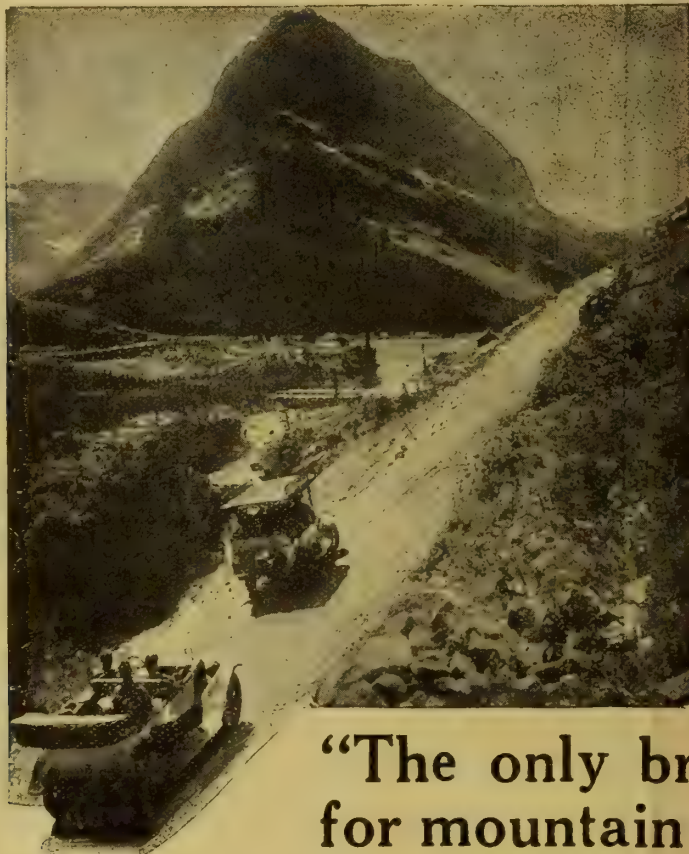
AUTOMOBILE ACCESSORIES

and will *step* on the accelerator and throw our selling force into high gear at an early date, calling on the hardware trade of Canada with a splendid range of samples.

When you think of the Hamilton Whip man, think of him as the Auto Accessory man as well.

THE HAMILTON WHIP CO.
HAMILTON, CANADA





*When a slip means death,
too much attention cannot
be given to the brakes.*

"The only brake lining for mountain motoring"

OUT in the Glacier National Park in Montana they have been up against the brake lining problem. Thirty "White" busses weighing $3\frac{1}{2}$ tons are used to carry passengers up and down the mountains over grades that average 15 per cent. for 55 miles.

The Glacier Park Transportation Company appreciated the need of good brake lining where a single slip might mean death. So they experimented with various kinds.

Finally they standardized on Thermoid Brake Lining and wrote us "that it is the only lining to use for mountain motoring."

The brake lining that makes good on mountain roads and in every emergency will make good for your customers.

Why Thermoid makes good

Thermoid Brake Lining will give your customers long certain service for three reasons:

1. There is over 40% more material and 60% more labor used in Thermoid than in any woven brake lining.

2. Thermoid is Grapnalized, an exclusive process which resists moisture, oil and gasoline.

3. Thermoid is hydraulic compressed under 2000 lbs. of pressure per square inch. This makes Thermoid uniformly hard all the way through.

Send to-day for information about Thermoid Hydraulic Compressed Brake Lining and how we help you build a profitable relining business.

And remember that every time you put Thermoid on a brake band you are protected by **our Guarantee: Thermoid will make good or We will.**

At speed of	A car should stop in
10 miles per hr.	9.2 ft.
15 " " "	20.8 "
20 " " "	37 "
25 " " "	58 "
30 " " "	83.3 "
35 " " "	104 "
40 " " "	148 "
50 " " "	231 "

Thermoid Rubber Company

Factory and Main Offices: Trenton, N.J.

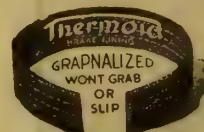
Branches:

New York Chicago San Francisco
Detroit Los Angeles Philadelphia Pittsburgh
Boston London Paris Turin

Canadian Distributors:

The Canadian Fairbanks-Morse Company, Limited,
Montreal

Branches in all principal Canadian cities



Makers of "Thermoid Crolide Compound Casings" and "Thermoid Garden Hose"

If interested, tear out this page and place with letters to be answered.



Featuring Unbreakable Porcelains

The great enemy of the spark plug has always been contraction and expansion of metal parts, causing porcelain breakage, and every manufacturer has been seeking for years, ways and means for eliminating this difficulty.

In the HERCULES line we are now offering the first practical and mechanical means of eliminating breakage through excessive tightening, expansion of metal parts or other strain and this patented spring gland construction together with loose-assembly of internal center stem has met and overcome every obstacle.

The Porcelains

employed in the HERCULES line more closely approximate stone than any substance which has ever been used. They are over-size, unglazed and show a tensile strength which has never been approximated in any insulator ever previously employed and have enabled us to adhere to the petti-coated core without danger of breakage under the strain and tremendous compression generated in the modern high speed motor.

Every Phase

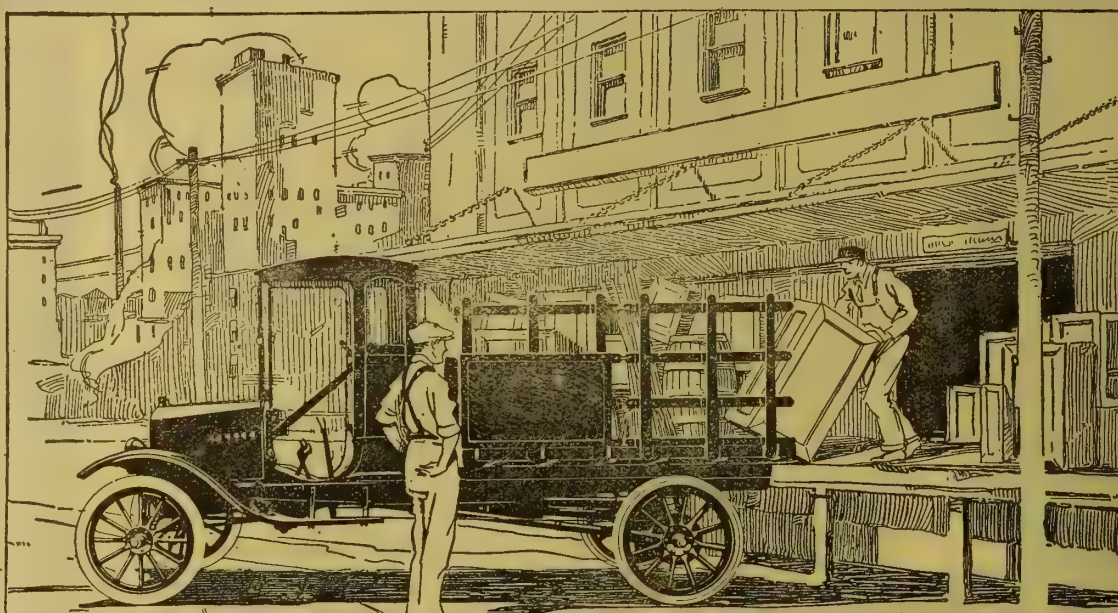
of HERCULES construction is fully covered by patent and can be secured in no other line. For tractors, commercial vehicles, aeroplanes, marine motors and other cases where conditions of service are extreme, the HERCULES stands without equal.

Distributors in Canada:

Hugh Carson & Co., Ltd., Ottawa, Ont.
Crowell Bros., Halifax, Nova Scotia
H. S. Howland, Sons & Co., Ltd.,
Toronto, Ont.
Rice Lewis & Son, Ltd., Toronto, Ont.
W. H. Thorne & Co., Ltd., St. John, N.B.
James Walker Hdwe. Co., Ltd.,
Montreal, Que.
Wood, Vallance, Ltd., Winnipeg, Man.
Wood, Alexander & James, Ltd.,
Hamilton, Ont.
Wood, Vallance & Adams, Ltd.,
Calgary, Alta.
Wood, Vallance & Leggat, Ltd.,
Vancouver, B.C.

HERCULES SPARK PLUGS

STRICTLY A QUALITY PRODUCT
ECLIPSE MANUFACTURING COMPANY
INDIANAPOLIS INDIANA. U. S. A.



“When Can You Deliver?”

THAT'S the customer's first question, usually. How do you answer him?

Your goods may be superior, your clerks may be courteous, your store attractive, but, after all, unless your deliveries are prompt and dependable, your customers will be disappointed and trade elsewhere next time. Do you realize how many people judge a store by its deliveries?

Is your delivery system on a par with the rest of your business? Does it draw new trade or lose customers for you? Are your horses as suitable for you as they were at one time? If not, why do you persist in being a little behind the times, when a Ford One Ton Truck would be more in line with your other business standards?

Perhaps your deliveries cost you too much. If you are using motor trucks, they may be too heavy for your line of business and therefore too expensive. The Ford Truck uses less fuel when handling a full load than some trucks use running empty.

The Ford One Ton Truck is a money saver, so why not modernize this department of your business at once?

All prices subject to war tax charges, except trucks and chassis

Ford
THE UNIVERSAL CAR

Runabout - \$660
Touring - 690
Coupe - 875
Sedan - 1,075
Chassis - 625

F.O.B. Ford, Ont.

**Ford Motor Company of Canada,
Limited**
Ford - - Ontario

"Little Giant"

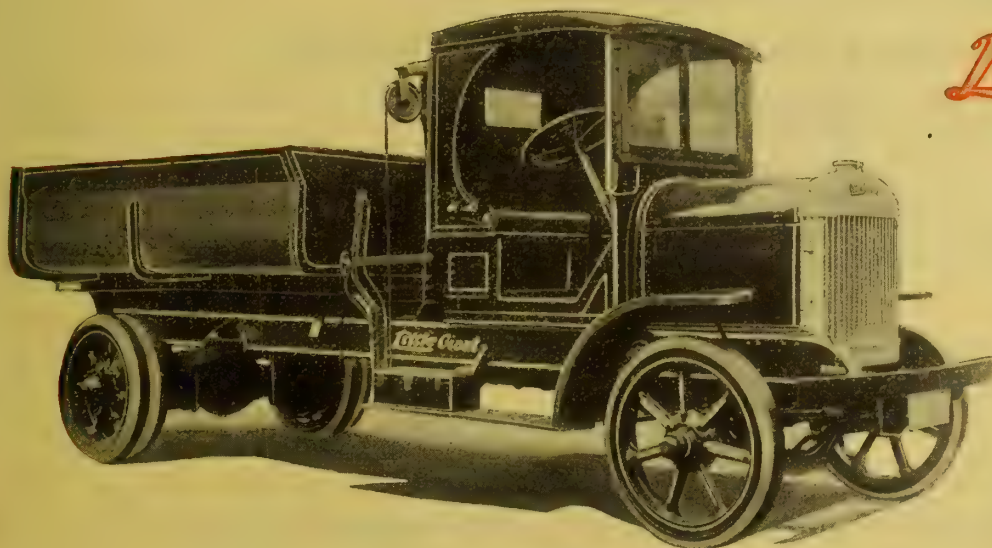
One-Year Guarantee backed by a Corporation with resources of \$14,000,000.

Wormdrive Trucks

in
One, Two
Three and a half
and
Five Tons



There is a Model Built
FOR YOUR BUSINESS



Little Giant

Trucks
have solved the
delivery and
cartage
problem
the world over

Little Giant

Trucks are equipped with Duntley Gas Generator, permitting the use of Kerosene, Distillate or other low grade mixtures at a saving in fuel costs of full 50%.

Canadian Pneumatic Tool Co., Limited

For Territorial Agencies, write
Montreal Office

345 CRAIG STREET WEST
MONTREAL

BRANCH:
107 Church St., Toronto

High Profit Quick Turnover

can be secured from

Fairbanks-Morse Automobile Accessories

You cannot afford to overlook these lines:

Inland Piston Rings
Bethlehem Spark Plugs
Champion Spark Plugs
Wolf's Head Oil
Spedolene
Thermoid Brake Lining
Pull-U-Outs
Fyr Fyter Fire Extinguishers
Sparton Horns
Van Speedmeters
Bosch Magnetos
Conophores

SEND FOR OUR COMPLETE ACCESSORY CATALOGUE NO. 57-18

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

Departments:

Scale, Valve, Auto Accessory, Engine, Pump,
Electrical, Machinery, Transmission, Railway
and Contractors, Machine Shop Supply,
Marvel Mill, Pulp and Paper



Sales Offices:

Halifax, St. John, Quebec, Montreal,
Ottawa, Toronto, Hamilton, Windsor,
Winnipeg, Saskatoon, Calgary,
Vancouver, Victoria

OUR DUTY— — —

That they who fight
may be first served with

COLT'S

*"The Proven Best
by Government Test!"*

**"New Service" Revolvers, Cal. .45
Automatic Pistols, Cal. .45, Govern-
ment Model**

Colt's Automatic Machine Guns

Vicker's Machine Guns

Browning Machine Guns

Browning Machine Rifles

To-day the entire COLT ORGANIZATION, with its immense work shops, its loyal men and women—everything COLT—has been placed at the disposal of our Government in order that THEY WHO FIGHT shall be well armed—the sooner to bring about that complete victory toward which every patriotic American is bending every effort.

The time has come when it is inconsistent for us to serve any one but UNCLE SAM. HIS business—every true American's business—is to WIN THE WAR.

We believe that you Dealers and your customers will back the position we take at this time when the lives of our Boys and the Country's Honor are at stake.

Therefore, we ask that you wait patiently for YOUR COLTS until we have furnished the American soldiers with the Arms that are crushing the Hun.

COLT'S PATENT FIRE ARMS MFG. CO.

HARTFORD, CONN., U.S.A.

SHARP SPARKS



*Exact size ½ in. Reg.
The entire shell is copper
covered.*



*Exact size Goliath Spark
Plug. Size ⅞ in. x 18 Reg.*

“Carbon-free after months of service”

A selling point that sells—that challenges the attention of every motorist — brings the first order and the order for every additional plug replacement in his car.

Kopper King

Spark Plugs are both anti-fouling and rust-proof. They are big, husky plugs with the points that appeal to every motorist—

porcelains of rock-like strength;
firing points non-softening in the hottest engine;
shells of heavy steel protected from carbon and corrosion by a thick surface of copper.

“Built for Endurance” The Goliath

a massive, strongly built plug, fully a match for hard usage and strenuous service in pleasure car or truck.

The shell is extra large—of heavy, blued steel. The porcelain is designed for super-strength at points of greatest strain and is hardened into rock-like strength at a temperature of 2,600°, insuring greatest possible freedom from insulation troubles.

Goliath extra-strength construction gives your customers trouble - free sparking.

The Sharp Spark Plug Co.

Canadian General Electric Co., Ltd., Distributors

TORONTO
CALGARY

MONTREAL
WINNIPEG

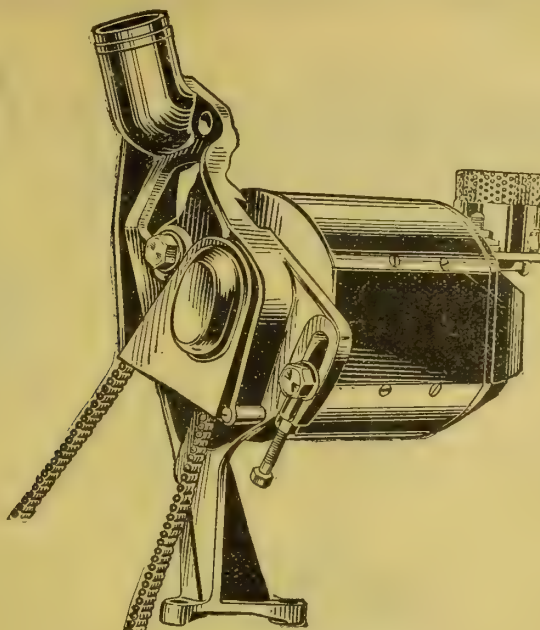
HALIFAX
VANCOUVER

OTTAWA
NELSON

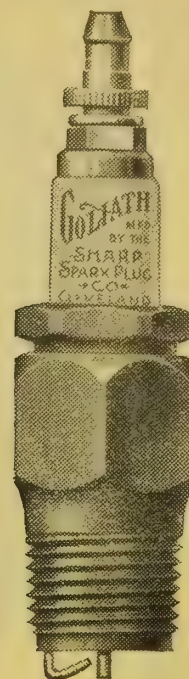
LONDON
COBALT



"Kopper King" Spark Plug.



"Genemotor" Starter for Ford Cars.



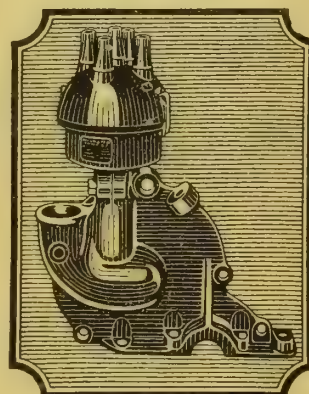
"Goliath" Spark Plug.



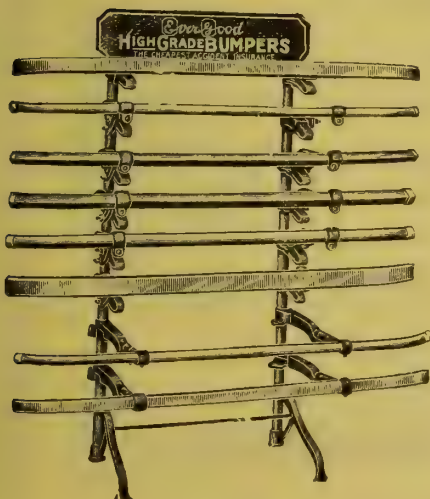
AUTO ACCESSORIES

These illustrations well serve to indicate a few of the many lines of Auto Accessories of interest to the motorists.

Larger stocks of these and other Auto Accessories carried at all Branch Warehouses.



"Atwater-Kent" Ignition System.



"High-Grade Bumpers."



"Defender" Auto Lock.



"Holophane" Lens.

CANADIAN GENERAL ELECTRIC CO. LIMITED

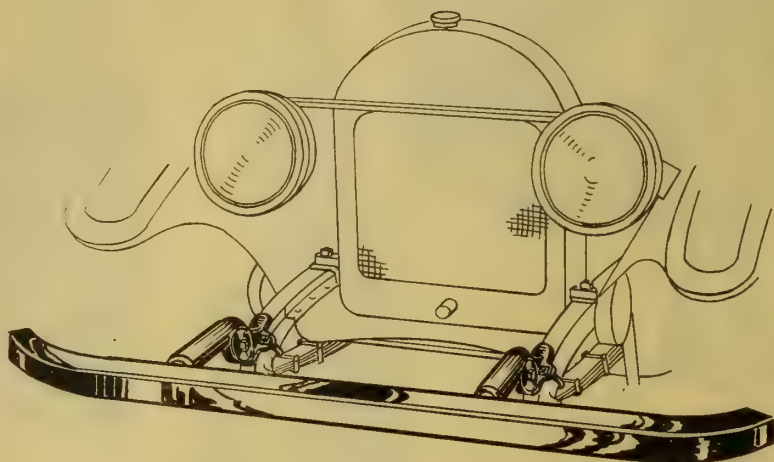
Offices : Toronto, Montreal, Quebec, Halifax, Sydney, Ottawa, Cobalt, South Porcupine, London, Winnipeg, Calgary, Edmonton, Nelson, and Vancouver

If any advertisement interests you, tear it out now and place with letters to be answered.



Dependable Auto-Accessories

MADE IN CANADA



"NIAGARA" BUMPERS

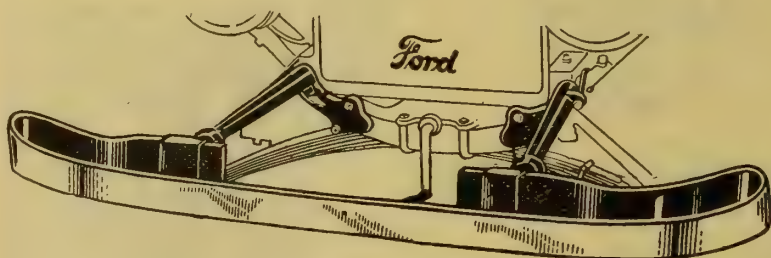
are made in many styles
TO FIT ALL CARS

Finely Finished and Durable Bars

CHANNEL BARS
SPRING BARS
DIAMOND BARS
DIAMOND-CHANNEL BARS
ROUND BARS

CONCEALED COIL SPRINGS
ABSORB THE SHOCK

*Prices consistent with the
excellent quality given*



"NIAGARA" TIRE CARRIERS FOR FORDS

The Best Yet

Easily attached by anyone. Rigid. Carries plain, casing or inflated tire on demountable rim. Lock furnished.

Beautiful Baked Black Finish. Retails for \$6.00.



"NIAGARA" AUTOMOBILE JACKS

The style illustrated is Model No. 1. Retails for \$2.75, and is exceptionally good value. Will lift a 3,000-lb. car. Well built and nicely finished in baked black. The finish does not come off on the hands!

All Manufactured by

Kinzinger, Bruce & Co., Ltd.

NIAGARA FALLS, ONT,





Socket Chest No. 300
Surely an addition to the
fixtures of your store.

MOSSBERG

ALL
STEEL

WRENCHES
AND TOOLS

Backed by Complete
Line of Dealer Helps



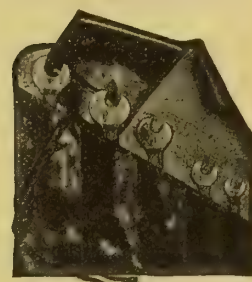
No. "Y" Display Board



Socket Wrench Set No. 14



Garage Set, No. 4
Covers all U.S. and S.A.E. nuts and
screws from $\frac{1}{4}$ to $\frac{3}{4}$.



Engineer's Open End Set

Mossberg "Necessities for Fords"

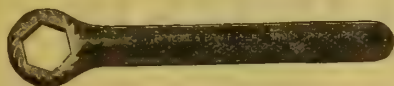


Wheel Puller No. 660

Mossberg designers have made a study of Ford repairing and have produced the proper equipment for every job. "675" contains all the special wrenches needed for Ford repairing.



Repairkit for Fords, No. 675



Ratchet Reserve Brake Pedal and
Tension Spring Wrench No. 645



Ford Socket Wrench Set No. 30

FRANK MOSSBERG CO.,

Attleboro, Mass., U.S.A.

BRANCH OFFICES { Chicago - - 180 N. Market St.
(for your convenience) { San Francisco, 324 Underwood Bldg.

Los Angeles, 503 Equitable Bldg.
Seattle - 214 Maritime Bldg.

Nashville, Tenn.

If any advertisement interests you, tear it out now and place with letters to be answered.

“MEET US AT THE EXHIBITION”

VISIT THE HYSLOP BOOTH

Transportation Building

CANADIAN NATIONAL EXHIBITION

Toronto, Ont., August 26 to Sept. 7, 1918

See the Gabriel Rebound Snubbers being demonstrated in an original manner. Shows how they smooth out the roughest roads when attached to any automobile. This exhibit was the sensation at the last New York and Chicago Automobile Shows, and created lots of new business for dealers.

There will also be on display latest and best devices for Automobile Equipment—the kind that the hardware dealer can sell readily and make good profits. Special fall and winter lines now ready.

When in Toronto do not fail to call at the Hyslop Building. Ask to be shown through our wholesale offices, stockrooms and shipping rooms. Observe for yourself the facilities at our disposal for giving prompt attention to all orders for automobile accessories and tires. It will prove a revelation to you, and perhaps suggest improved methods which you can apply to your own business.

HYSLOP BROTHERS, LIMITED

Shuter and Victoria Streets

Opposite Massey Hall

TORONTO, ONT.

PRESIDENT WILSON

(Of the Wilson Auto Specialties Co.)

SAYS:-

WE WILL EXHIBIT in the
*Transportation Building,
Canadian National Exhibition.*

That there is a constantly growing demand in every section of the country for auto supplies and now is a good time for the hardware men to stock up and become known as dealers in all kinds of auto accessories.

By means of the Wilson Auto Specialties Company's new Direct-by-Mail selling plan you can now secure a line of these goods at a saving of from 5 to 7 per cent.

This plan, which was inaugurated to help relieve the shortage of labor now existing by releasing their traveling salesmen, means that the present existing

High Prices on Auto Accessories Must Go!

You can now make a positive saving of five per cent. or more on Tire Supplies, Pumps, Jacks, Electric Lamps, Lenses, Spark Plugs, Tools, Repair Parts, etc.—in fact this sweeping reduction applies to ALL auto supplies, including hundreds of standard, well-advertised lines.

Goods sold to dealers only. All orders received from other sources will be turned over to nearest dealer to fill. All goods carefully packed and shipped within six hours of receipt of order.

Wilson service means satisfaction to yourself and customers and a positive saving of time and money to you on every order. For your own pocketbook's sake you should investigate this immediately.

Wilson Auto Specialties Company

G. E. Wilson, President

HAMILTON

:

ONTARIO

Cut Out Coupon And Mail It To-day

Wilson Auto Specialties Co.,
Hamilton, Ontario

Gentlemen.—Please mail full particulars of your Direct-By-Mail Selling Plan and your illustrated price list and discount sheet.

Yours truly,

NAME

POST OFFICE

ANNOUNCING THE
H & R Self-Loading (Automatic) Pistol
 Caliber .32 (7.65 M/M)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

HARRINGTON & RICHARDSON ARMS COMPANY
 715 PARK AVENUE, WORCESTER, MASS., U.S.A.



Certain Sah! dis am 'riginal Sphinx.
 always you find Sphinx most 'riginal Sah!



The Sphinx Manufacturing Company
 BIRMINGHAM, ENGLAND

Canadian Representative:

W. T. EVANS, 1684 St. Urbain St., MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins



"Oil Cup"



"Ratchet"



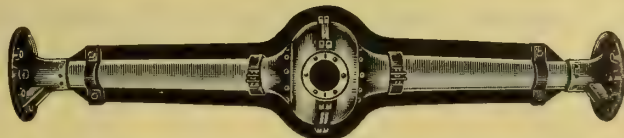
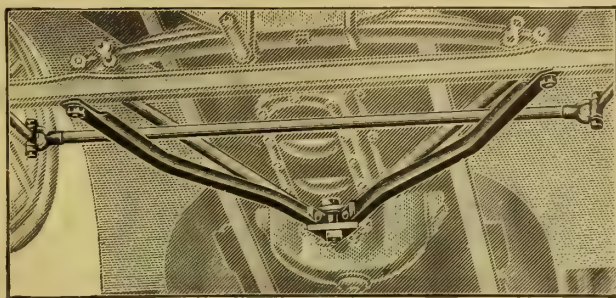
"N"



"M"

Catalogues and Prices
Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.



Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw

Saskatchewan



This Trade-Mark
is a guarantee of
Highest Quality
and Workmanship

We specialize
in, and our
Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO.,
LIMITED

Makers of the celebrated
CLASCO Lamps for Motor Cars
FORD CITY, ONTARIO

Air-Tite Auto Patch Recommended Everywhere

FULLY
GUARANTEED



The Air-Tight Auto Patch
is a permanent tube repair
for any size puncture or
blow-out.

Self-Vulcanizing.

Recommended
in
Emergency
on
Casings,
Also on
Rubber Boots
Rubber Hose
Rubber Coats
Water Bottles
Etc.

Packed in durable cans with tin bottoms and
screw tin top that will last as long as your car,
not a cheap pasteboard can that allows the goods
to deteriorate.

Sold Through the Jobbing Trade.

AIR-TITE MFG. CO.

St. Thomas

Ontario

CHAIN

McKinnon Columbus Products

Anchor Chain	Derrick Chain	Shackles
Stud Link	Dogs	Sling Chains
Close Link	Chain	Special Chains to Blue- Print
Brake Chain	Eye	Stage Traces
Boom Chains	Ring	Buckeye or Regular Pattern
Butt Chains	Dredge Chain	Stake Chains
Breast Chains	"C" Quality	Steam Shovel Chains
Single	"CC" Quality	"CC" Quality
Double	Fixture Chain	Hercules Solid Weld Quality
Double Loose Link	Halter Chains	Steel Loading Chain
Double Slack	Hand Forged Chain	Tire Chains (non-skid)
Slide	Crane Quality	Dreadnaught
Bow	Dredge Quality	Imperial
Special Pattern with Snaps	Heel Chains	Toggles
Canadian Coil Chain	All sizes and kinds	Concord
Canadian Machine Chain	Hobble Chains	Traces
Coil Chain	Coast Pattern	Truck Chains (non-skid)
Proof Quality	Lap Links	Wagon Chains
BB Quality	Lap Rings	Anti-Spreader
BBB Quality	Log or Binding Chains	California Stretcher
Conveyor Chain	Mine Car Hitchings	Dump Wagon
or "Log Haul UP"	Mine Car Hitching Pins	Fifth or Rolling
Cold Shuts	Mine Car Hitching Rings	Lock
Cow-Ties	Missing Links	Stay
Four Chain	Passing Link Chains	Stretcher or Spreader
Ohio Pattern	Rafting Chains	Tailboard or End Gate
Open and Closed Ring Pattern	Railroad Switch Chains	Tongue or Pole
Chin Chains	Repair Links	Well Chains
Cart Back Chains	Rings	Wheel Chains
Single and Double	Agricultural	
Cart Breeching Chains and Pins	Harness	

McKinnon Columbus Chain Limited

GENERAL OFFICES

St. Catharines, Ontario

Elgin Wrenches

Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

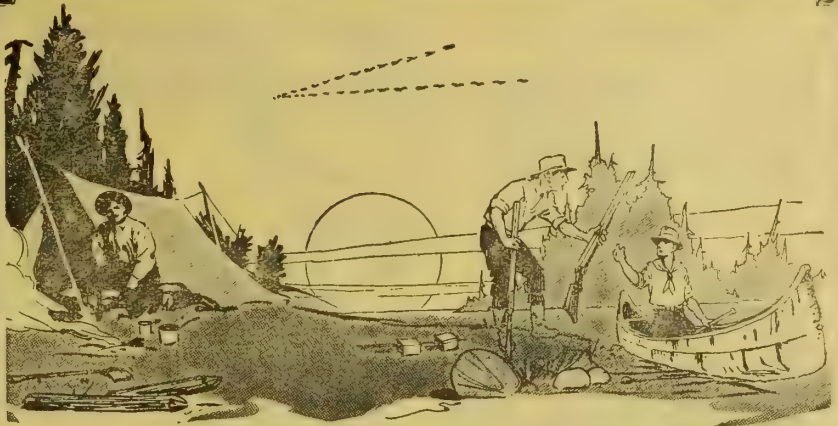
VOL-PEEK

—a specialty that every housewife needs

Leaking pots are common in every home. Vol-Peek mends all such quickly and easily. Pots, Pans, Graniteware, Aluminum vessels—all can be made ready for use in two minutes with a little bit of Vol-Peek. Sells at a good profit. Write us direct if your wholesaler hasn't got it.

H. NAGLE & CO.
Box 2024, Montreal

Keep your name to the front, so that you are in the market for the business that is going and for the new business that is coming. Do not let the world think that you have "gone under."



116 Years' Experience in Powder Making

It is good merchandising to offer your shooting customers shells loaded with

DUPONT Sporting Powders

Since 1802 we have been making Black and Smokeless Powders noted for absolute dependability, velocity, penetration and low recoil.

Dupont Powders are loaded by all the leading ammunition makers and have a high and enviable reputation among trapshooters and hunters who understand the

importance of using shells that can be depended upon under all shooting and hunting conditions. When ordering ammunition specify "Dupont Loaded."

In ordering bulk powder specify "Dupont."

You can sell and recommend Dupont Powders to your customers with the fullest confidence.

E. I. duPont deNemours & Company

Established 1802

WILMINGTON, DEL, U.S.A.

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.

4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

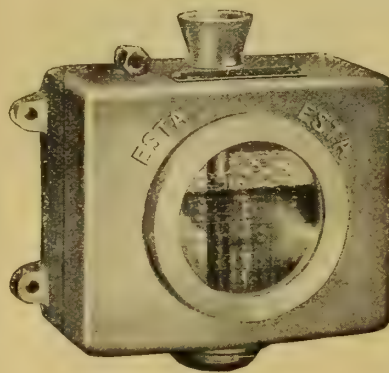
BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.



THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

THE ESTA WATER AUXILIATOR CARBON REMOVER



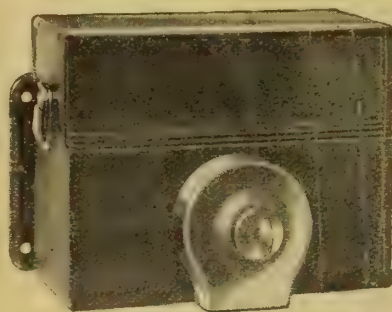
Eliminates Carbon
Decreases Fuel Consumption
17%. Increases Power and
Speed 35%.

Sold on a positive guarantee that
money will be refunded if it proves
unsatisfactory in 30 days, and is
returned in good condition.

The Price is \$20.00

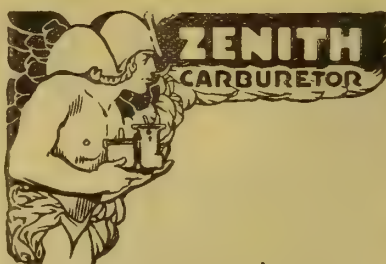
THE AUTO-COP FORD LOCK

Without exception the most
effective and most attractive
lock ever produced.



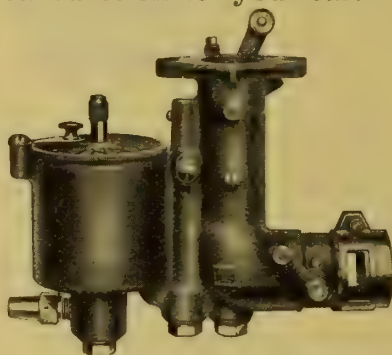
ALL PATENTS PENDING

Price \$4.50.

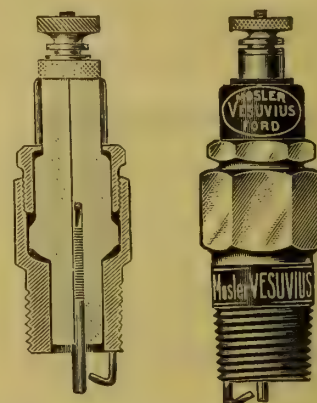
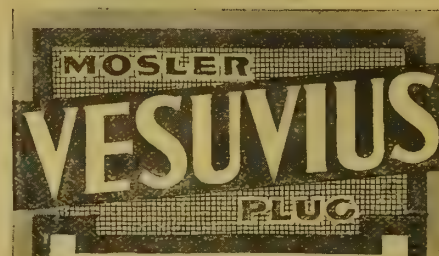


KNO**W**N the world
over as the zenith of
simplicity and efficiency.

A precision instrument
giving permanently, exact
carburetion for your car.



MODEL L



17 years of Leadership in
Spark Plug Manufacture.

Blacolocks for Automobiles Motor Boats

The Simplest, most practical
method of properly locking a car is
through the ignition control—and
for several good reasons. The lock-
ing of a car through ignition con-
trol, by means of a **Blacolock** re-
placing your present ignition
switch makes the natural operation
of turning your ignition "ON" and
"OFF" your safeguard.



UNIVERSAL TYPE



Jobbers and Dealers---Write for Our Proposition

CANADA SALES COMPANY

DISTRIBUTORS

183 Church St.

TORONTO

A High Class Business Building Line —plus Service

Order from us once direct and you will afterwards discard the old-fashioned method of dealing through the middleman.

ELECTRIC LAMPS

Carbon, Nitrogen and Tungstens. All Standard Brands, any quantity.
Immediate Delivery.

**AUTO ACCESSORIES
ELECTRICAL SUPPLIES**

**JOBBER'S TOOLS
AUTO TOOLS**

HAMMERS, ETC.

Write for your copy of our Catalogues just off the press.

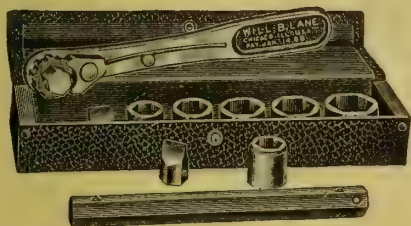
North American Hardware Supply, Limited

Wholesale Hardware, Tires and Accessories

222 NOTRE DAME ST. WEST

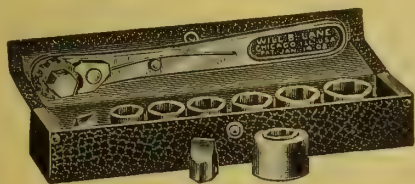
MONTREAL

"Distributors for Diamond Tires"



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.



STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex nuts, as follows: U.S. Standards from 1/4 to 1/2 in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to 5/8 in.

Autoists like that ratchet feature

**Lane's Unique Ratchet Wrench
is ideal for close work**

The autoist who has once discovered a few of the hard-to-get-at nuts and screws on his car is only too pleased to have some one introduce to him Lane's Unique Ratchet Wrench. He sees at a glance how effective the ratchet feature would be in close quarters where an ordinary tool would be absolutely useless.

Play up this ratchet feature and so arrange auto accessory displays that when motorists get up against the tool problem they will remember Lane's Unique Ratchet Wrench and come to you for a set.

Representatives

BRITISH COLUMBIA		Representatives	
Miller & Son, Ltd.	Vancouver	Miller-Morse Hdwe. Co., Ltd.	Winnipeg
Wood-Vallance & Legatt	Vancouver	Michael Ert, Ltd.	Winnipeg
ALBERTA		ONTARIO	
Marshall-Wells Alberta Co.	Edmonton	Hobbs Hardware Co.	London
Wood-Vallance & Adams	Calgary	D. H. Howden & Co., Ltd.	London
Merchants Hdwe. Specialties	Calgary	London Engine Supply Co.	London
The Chapin Company	Calgary	Wood-Vallance & Co.	Hamilton
Motor Car Supply Co., Ltd.	Calgary	Alexander Hardware Co.	Hamilton
Great West Saddlery Co.	Edmonton	H. S. Howland, Sons Co., Ltd.	Toronto
Great West Saddlery Co.	Calgary	Kennedy Hdwe. Co.	Toronto
SASKATCHEWAN		Aikenhead Hdwe., Ltd.	Toronto
J. H. Ashdown Hdwe. Co.	Saskatoon	Rice Lewis & Son, Ltd.	Toronto
Bowman Brothers	Saskatoon	Millen & Son, Ltd.	Toronto
Western Motor Supply, Ltd.	Regina	A. Chown & Co.	Kingston
W. W. Cooper Co.	Swift Current	Edwin Chown & Son	Kingston
Great West Saddlery Co.	Regina	W. B. Dalton & Sons, Ltd.	Kingston
Great West Saddlery Co.	Saskatoon	Thomas Birkett & Sons Co.	Ottawa
MANITOBA		QUEBEC	
J. H. Ashdown Hdwe. Co., Ltd.	Winnipeg	Caverhill, Learmonth & Co.	Montreal
Marshall-Wells Hdwe Co., Ltd.	Winnipeg	Lewis Brothers, Ltd.	Montreal
Wood-Vallance & Co.	Winnipeg	Millen & Son, Ltd.	Montreal
Great West Saddlery Co.	Winnipeg	Mechanics Supply Co.	Quebec
Merrick-Anderson Co., Ltd.	Winnipeg	J. H. Mitchell & Co.	Sherbrooke
		La Cie Codire & Fils	Sherbrooke

Will B. Lane

Chicago, Ill.

180 North Dearborn Street

Tallman Double Action Pump

Easy
on
Your
Back



Saves
Your
Tires

Tallman Brass & Metal Limited
HAMILTON, ONT.



Good Tools Deserve a Good Case

Every mechanic, from the junior up, has his mind on a good mechanic's tool case if he hasn't one.

And with the splendid wages paid they can all afford the best.

We are the pioneer mechanics' case manufacturers of Canada and have earned a reputation in the trade for

"Embree" Tool Cases

which we are justly proud of.

There are fifteen styles and sizes to select from, made in mahogany, quarter-cut oak and leather covered—without an equal on the market for style and finish.

A great selling line, and prices are right. We allow a trade discount and protect our customers in the case of direct orders and competition.

Let us send you a few of our best sellers at our expense. Ask especially about No. 9 case—the best ever produced.

ORDERS FILLED PROMPTLY

Mechanics Tool Case Mfg. Co.
271 Euclid Avenue - - - Toronto

AMMUNITION!

**General Hardware Merchants in Eastern
and Northern Ontario and The Ottawa
Valley, Take Notice!**

We are right in your district, and our stock and shipping facilities enable us to give quick shipment and efficient service at all times, in all lines, and particularly right now in—

Ammunition

Axes

Paint

Glass

Crenoid Fly Oil

Building and Roofing

Paper

Mitts

Horse Blankets

Mail orders given special attention.

W. B. Dalton & Sons, Limited

WHOLESALE HARDWARE

Kingston - - - Ontario

When in need of

Wrapping Paper

Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.

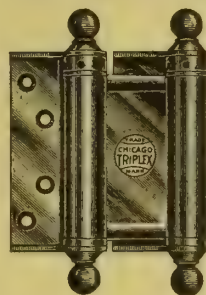
Hamilton & Winnipeg

TRADE
CHICAGO
MARK

SPRING HINGES

A SUGGESTION!

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

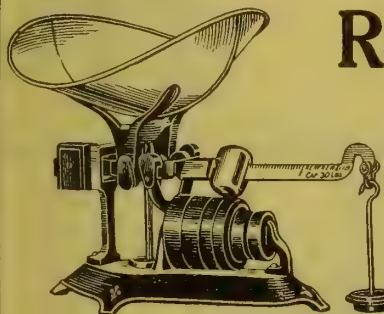
CHICAGO



NEW YORK

Stirs up Business

Precious few housewives realize the many uses of an accurate scale in the kitchen—saving losses in careless weighing at butchers and grocers—weighing produce before marketing—weighing flour and other ingredients while baking, etc., etc., etc. It is surprising what a little bit of salesmanship and displaying will accomplish in stirring up big business in Renfrew Scales! The Renfrew is compact, handy, and stands hard knocks. It doesn't get out of order and always tells the truth. A government inspector's certificate accompanies every Renfrew. These features make the Renfrew a lively seller these days. Push business with the



Renfrew

HOUSEHOLD SCALE

Capacity $\frac{1}{2}$ oz. to 30 lbs.
Government inspector's certificate accompanies every scale.
Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch, Sussex, N.B.

Western Representative: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scales, Tractors, Wood-Saws, Grain Grinders, etc.

Make Money from Good Pumps---Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*

The
R. McDougall Co., LIMITED
GALT, CANADA

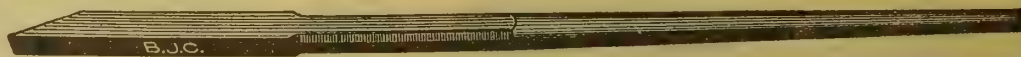
**EVEREADY
DAYLO****We Are The Leading Distributors****EVEREADY
DAYLO**

and Make Immediate Shipments from Our Complete Stock

MAIL US YOUR ORDERS OR WRITE FOR CATALOG

Our reputation has been won by our efficient service

SPIELMAN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.**THE PROGRESSIVE MANUFACTURING CO.**
Torrington, Conn., U.S.A.**FORSTNER BITS**

bore true way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made to Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

**The Peterboro Lock Mfg. Company, Limited**

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

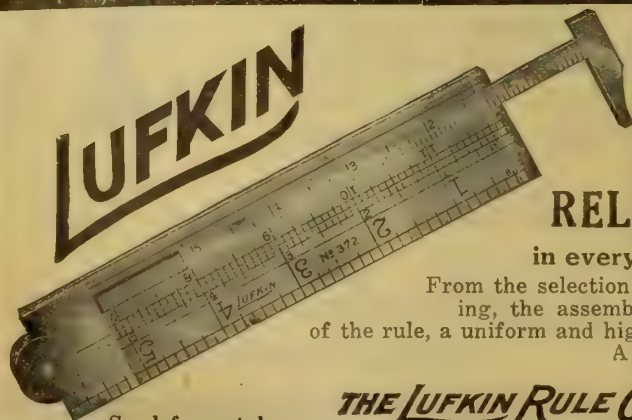
THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it, and it's the best Peavey made.

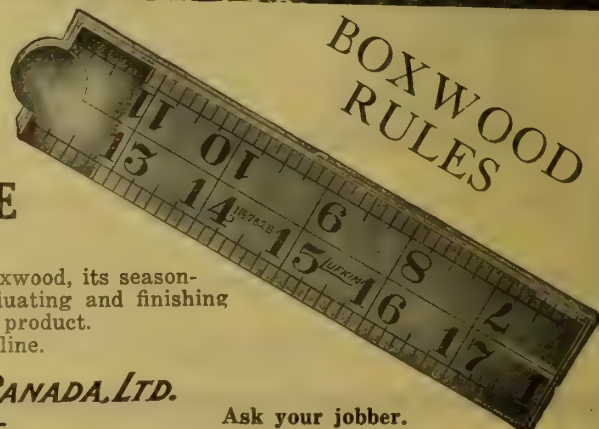
LUFKIN**RELIABLE**

in every way

From the selection of the boxwood, its seasoning, the assembling, graduating and finishing of the rule, a uniform and high quality product. A complete line.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Send for catalogue.



Ask your jobber.

Keep them
In Sight —



**Keep your profits going up
by keeping DAYLO in sight**

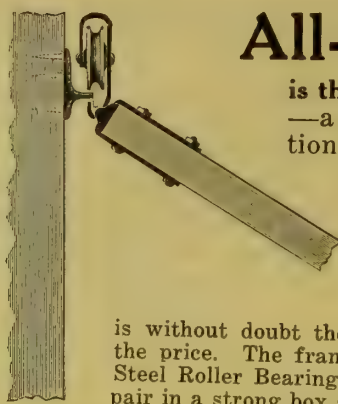
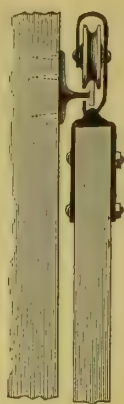
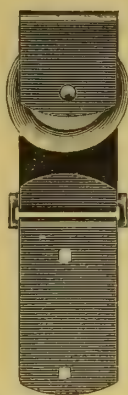
THE eye is the quickest way to the customer's purse. Put in the complete EVEREADY line, keep displaying and pushing it the same as the biggest stores are doing. Use the window display material which we will furnish and thereby keep your share of the profits coming *your way*.

And remember that the profits do not end with your DAYLO sales. They are cumulative. Each sale is but the start of a growing, permanent business. Each DAYLO sold attracts further profits through repeat sales of EVEREADY Tungsten Batteries and EVEREADY Mazda Bulbs.

The wide variety of styles and prices enables you to offer a DAYLO for any use and any purse.

CANADIAN NATIONAL CARBON CO.
Toronto LIMITED Canada

**EVEREADY
DAYLO**



All-weather Efficiency

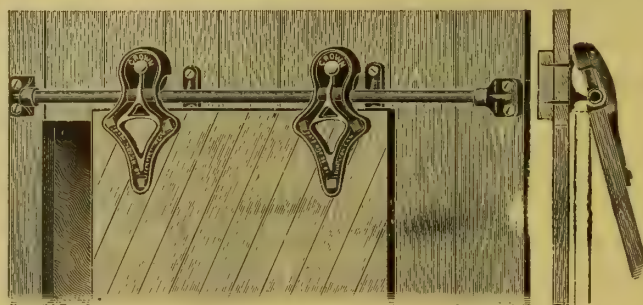
is the quality needed in a barn door hanger—a hanger that serves under every condition of our Canadian climate.

This quality dominates the two lines here illustrated—the Storm King and the Crown.

The "Storm King"

is without doubt the best and most flexible door hanger made at the price. The frame is constructed of Boiler Plate Steel. It has Steel Roller Bearings. Cannot be forced off the track. Put up one pair in a strong box and twelve pair in a case.

The Storm King Track has malleable brackets with countersunk holes, sixteen inches apart—the best made track on the market.



The "Crown" ROUND TRACK Hanger

is made of one piece malleable iron, cannot be forced off the track, fitted with round grooved wheel and roller bearings, packed one pair in box, 12 pair in case.

The round track offers a perfect bearing for hangers, cannot sag or bend, and is furnished with adjustable malleable supports.

Sold by leading jobbers

SAFETY DOOR HANGER COMPANY, LIMITED
HAMILTON, CANADA

Foster Pottery Company

MANUFACTURERS OF

Flower Pots, Saucers, Fern Pans and Hanging Baskets.

We make a specialty of packing crates of assorted sizes, for retail store trade.

As a trial order, send for one of our one-crate assortments, No. 1 containing 170 Flower Pots, Saucers, price \$5.30.

Drop card for Catalogue and price list of complete

Foster Pottery Company
HAMILTON - ONTARIO



"Belleville" Hardware

A "Made-in-Canada" Product
Equal to the Best in
the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand.
Get our proposition.

**Belleville Hardware & Lock
Mfg. Company**
BELLEVILLE ONTARIO

LONDON

HIGH GRADE

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.

The consignments you receive from time to time are the same through and through.

Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzel, Vancouver.

BAR IRON

SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: **A. RAMSAY & SON COMPANY, Montreal**

Glaziers' Diamonds

Electros?

YES, we have over 300 DIFFERENT ELECTROS

WRITE FOR CATALOGUE

HARDWARE and METAL

143-153 UNIVERSITY AVE. ∴ ∴ TORONTO, CAN.

Say you saw it in **HARDWARE AND METAL**

"Delta" Files

—they'll make you many friends



When you pass a "Delta" File across your counter you offer your customer the best file service he can get anywhere. If he knows "Delta" he'll warm up to you right away. If he has never been fortunate enough before to meet up with a "Delta" you'll be introducing him to a degree of file quality which he has thought impossible of attainment. Whether he's an old "Delta" user or a new one he's going to gain a new conception of the quality of your stock and of your general business ability. The complete satisfaction which "Delta" Files give him will be reflected in his attitude towards you and your entire stock. He'll actually purchase other goods from you on the strength of "Delta" quality. Do you know our proposition?



DELTA FILE WORKS

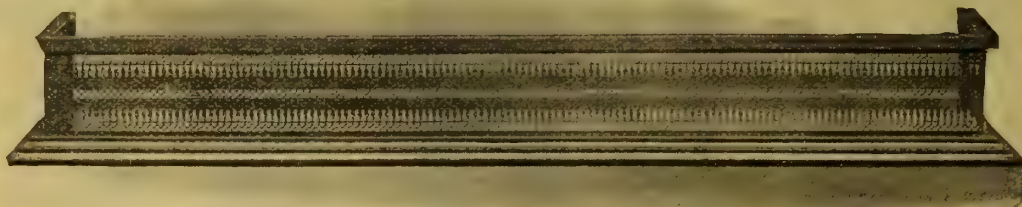
PHILADELPHIA, PA.

CANADIAN AGENTS:

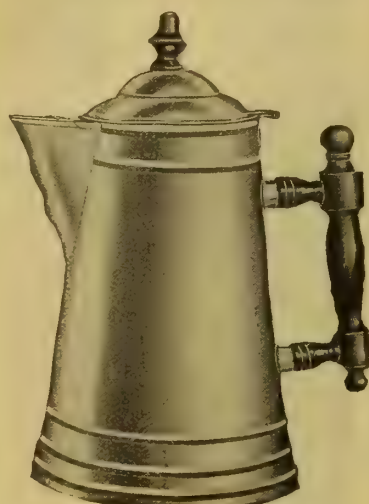
H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;

Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS.



FENDER (shown above)
Rich gilt or brush brass finish



COFFEE POT
All copper,
heavily nickel-
plated; sizes 1, 2,
3, 4, 5, 6 and 8



HOT WATER BOTTLE
Made from heavy brass, nickel-plated,
guaranteed five years.

NOZZLE (to right)
Made to stand high pressure test.



TEA POT
All copper, heavily nickel-plated; sizes 1,
2, 3, 4, 5, 6 and 8



TODDY KETTLE
Made from heavy brass, polished brass or
nickel-plated finish



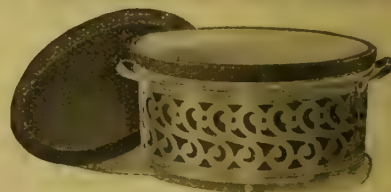
TEA KETTLE
All copper, heavily nickel-plated; sizes 6,
7, 8 and 9



CASSEROLE
Stamped from one piece brass, heavily
nickel-plated, oval and round shapes



JARDINERE
Spun from one piece heavy brass; sizes 7
to 12 inch



CASSEROLE
This shows the oval casserole with cover
removed. A handsome requisite to any
table

Write for Catalog and
Prices of Our

**WENTWORTH
WELL WORTH**

Lines. A few are shown here.

See Exhibit at Exhibition---Booth No. 12, Under Grand Stand
THE WENTWORTH MFG. CO., LIMITED **HAMILTON, CANADA**



MADE IN CANADA

BUFFALO OILS



For Every Part of Mechanism That Is Subject to Friction

Buffalo Special Steam Cylinder Oil (for steam cylinders).

Buffalo Special Gas Engine Oil (for gasoline engines).

Buffalo Tractorline (for oil-burning engines).

Ideal Thresher Machine Oil (a good heavy-bodied oil with a low cold test for threshers and general use).

Buffalo English Motor Oil (heavy bodied oil for summer use).

Buffalo Zeroline Oil (zero cold test for winter use).

Buffalo Transmission Grease (will not melt, will not freeze).

Buffalo Brand Oils and Grease can only be obtained through reliable dealers.

Prairie City Oil Co.

LIMITED

Winnipeg, Manitoba



Anthes Cast Iron Self-Sinking Tank Heater

**Has Proved Itself Best
for Mr. Farmer's Business**

Farmer, Stock Raiser and Rancher alike will quickly see the superior features and advantages of "Anthes" Tank Heaters for their business.

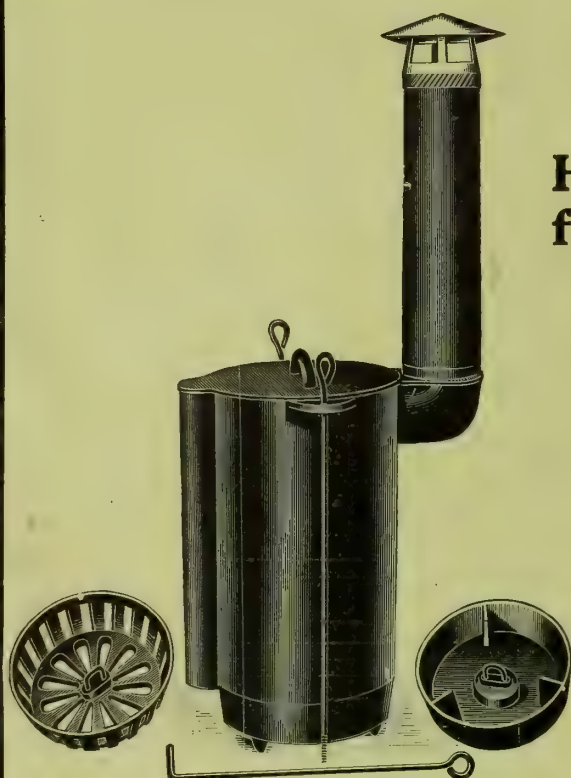
You have sales-pulling features that will make it more profitable to sell "Anthes" to your most exacting customer.

Made of high-grade Cast Iron, tested and guaranteed before leaving the factory.

Two sizes:

Dia.	Height	Weight
12 in.	22 in.	120 lbs.
14 in.	24 in.	150 lbs.

Descriptive Circular sent on application.



Anthes Cast Iron Feed Cookers

Conform to the New Law

The Anthes Feed Cooker is a necessary part of the equipment of everyone who has stock to feed. Cauldrons are of high-grade cast iron, uniform in thickness, smoothly finished inside and out. They come in 20, 30, 40, 50, 60 and 75-gallon sizes, Imperial measure, **conforming to the new law which prohibits the use of wine measure.**

In the 20 to 60-gallon sizes the jackets are of 16-gauge sheet steel, and in the 75-gallon size of 14-gauge sheet steel, reinforced at bottom with heavy band iron.

You'll be pleased with your margin of profit on this Cooker.

For sale by all leading jobbers. Specify "Anthes" when ordering.



ANTHES FOUNDRY LIMITED
SASKATCHEWAN AVENUE WINNIPEG

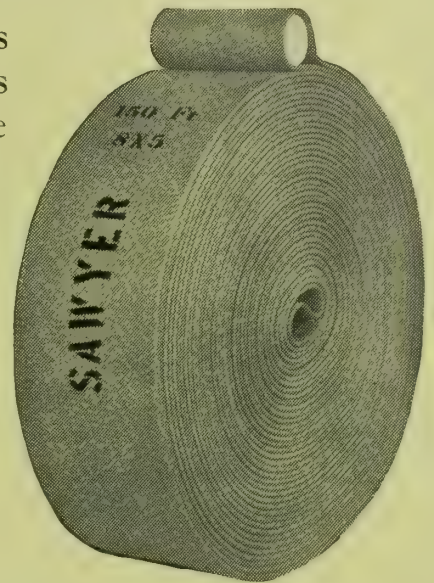
McArthur's Leather Belting



Made from Oak-Tanned Leather. This belting is of exceptional quality—a really worthy product. Made in three grades—Extra, Standard and No. 1. Also make Leather Laggings, Leather Fan Belting, and Binder Canvas Straps.

The Famous Sawyer Endless Thresher Belt

Sawyer Endless Thresher Belts are of close woven duck of the highest grade. Specially constructed and stitched to give the greatest possible wear, effected by and are un-head or cold.



There is no gamble for the merchant in Sawyer Belts. They always sell. Ask us for full information on widths, lengths, plies and prices.

WE have placed a stock of the above two lines, as well as a stock of lace leather, with Smeeds, Limited, Regina. Our Western customers can save twelve hours on their deliveries by ordering from our Regina house. Stocks are also available at Winnipeg.

Write us when you require any of the following lines :

BELTING
LACE LEATHER
DRILLS
VISES
LEATHER SOLES
GRINDERS
BABBITT METAL
PLUMBERS' ENAMELWARE

TAPS AND DIES
REAMERS
MILLING CUTTERS
WRENCHES
HACK SAWS
HOISTS
FILES
ABRASIVES

PLEWES LIMITED, - WINNIPEG

"A GOOD CONCERN TO DO BUSINESS WITH"



More Than One Third of a Million

339,932 is the total circulation of the Canadian Farm Papers which will carry Kill-Em-Quick advertising *The Year Round*.

Kill-Em-Quick is the *best selling gopher poison* because it is the best advertised and because it is the best gopher poison—strongest by Dominion Government test. It's recommended by thousands of Canadian farmers, hundreds of municipalities and growers' associations, and by the best agricultural authorities in Canada.

Kill-Em-Quick is easiest to sell, the most profitable gopher poison you can handle, because you'll sell more of it than of any other.

60c. size, per dozen \$4.80

\$1.20 size, per dozen 9.60

5%; 30 days. 60 days, net. F.O.B. Jobber

Order from us or from your nearest jobber

Kill-Em-Quick Company, Limited

Regina

-

Canada

Needless Labor Is Waste

—and to waste now is un-American. We've got to win the war—your war and our war. If we don't win it—well, nothing matters.

The destiny of the Nation—yes, the destiny of all civilization—depends upon your help, your time and your patriotic co-operation.

As loyal Americans we must relinquish all non-essential activities for the more important work of winning the war.

In the homes we must conserve throughout. Needless labor must be cut and domestic help released to supplant and support the millions of men who are facing the fire of the Hun to provide for us a haven of hope and happiness.

The duties of the household must be curtailed and drudgery eliminated by adopting modern time and labor saving methods. The National need of economy has brought the home-keeping proposition down to a basis of work without waste.

In thousands upon thousands of homes to-day the exacting nature of the times has emphasized the economic necessity of handling the family washing by machine.

And to-day the Maytag is developing a new standard of laundering quite unknown in ordinary washing machines.

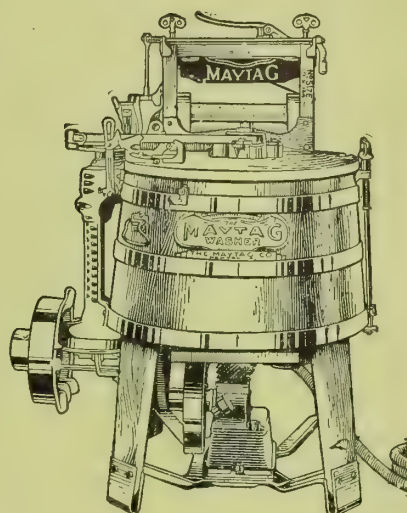
The Maytag has made its reputation—wedged itself into its present dominant position—by meeting a need more thoroughly than it had ever been met before.

It's a real war-time economy. Saves clothes; saves laundering expense; saves help; saves time. Simple, safe and trouble-free. The Multi-Motor for the farm and rural home; the Electric for the city.

We want one dealer in every town. It will pay you to come in now, as one of our agents. Our national advertising and dealer co-operation make for quick sales.

ALBERTA DEALERS, WRITE
MERCHANT HARDWARE SPECIALTIES, LTD., Calgary.

ONTARIO DEALERS, WRITE
WHITES, LTD., Collingwood, Ont.



The Maytag Company
Limited
WINNIPEG MANITOBA

If interested, tear out this page and place with letters to be answered.

Quick Turnovers

The Wakyte

Combination Barrel Hoist
Truck and Stand
Patented



It is doubtful if a more useful and inexpensive piece of store equipment has been placed on the market in the past few years. The Wakyte Stand answers three purposes, namely, Hoist, Truck and Permanent Stand for holding barrels of liquid. With it one man can quite easily handle a barrel of oil weighing up to 500 lbs. The cost is very little and its use effects a saving of time, hard work and frequent loss of stock.



Wakyte No. 2 Closet.



The Wakyte Line

PEOPLE PATRONIZE STORES
THAT HANDLE GUARANTEED
GOODS. THEY KNOW THAT
THEY WILL BE SATISFIED.

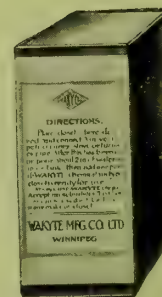
DEALERS KNOW THAT PRO-
FITS AND REPEAT ORDERS
FOLLOW IN THE WAKE OF
SUCH A LINE.

ALL WAKYTE GOODS BEAR
OUR WELL-KNOWN TRADE-
MARK.

Wakyte Chemical Closets

When you sell
Wakyte Closets to
your customers you
know that you
have given them
more value for
their money than
they can get any-
where else. They
are made in three
sizes, Nos. 2, 3 and
Special. The seats
are finished in ma-
hogany, and bodies
in maroon enamel.

Satisfied Customers

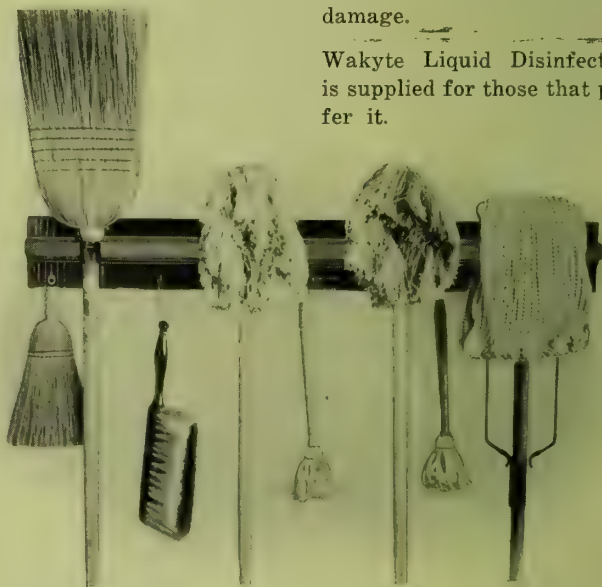


Wakyte Powder Disinfec- tant

This is being rapidly adopted
to replace the liquid disin-
fectant formerly supplied.

The cost is considerably re-
duced where Wakyte Powder
Disinfectant is used, and it
may be shipped under any
weather conditions without
damage.

Wakyte Liquid Disinfectant
is supplied for those that pre-
fer it.



The Wakyte Kitchen Rack

DESIGN PATENTED

A glance at the above illustration should convince you
that a Wakyte Kitchen Rack properly displayed in your
store will mean a profitable increase in your sales without
extra expense.

The illustration explains its uses. It is made in two
sizes, 26" and 36" long, and is nicely stained and varnished.
The Wakyte Kitchen Rack fills a want in nearly every
home, and sells on sight.

A NEW LINE—At the request of numerous customers,
we are now manufacturing another much needed article—
The Wakyte Ash Bucket. Write for particulars.

Wakyte Manufacturing Co., Limited,

259-261 Stanley Street
WINNIPEG

Wood, Vallance Limited

252 to 256 McDermot Ave., WINNIPEG

Wholesale Hardware Merchants



HEADQUARTERS FOR
Shelf and Heavy
Hardware, Cutlery,
Auto Accessories
and
Sporting Goods

Some of the lines we handle

BERRY BROTHERS' VARNISHES
World's Largest Varnish Makers.

**MICHIGAN WASHING
MACHINES**

Guaranteed Five Years.

**MOFFAT STOVES
AND RANGES**

Unexcelled for Quality.

**HERCULES "NEW MODEL"
SPARK PLUGS**

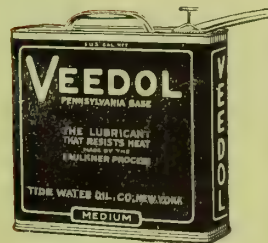
Guaranteed to give Satisfactory
Service.

NON-FLUID AUTOMOBILE OIL
Will not Freeze.



WILMO MANIFOLDS

Save Gasoline; Increase Mileage.



Resists
Heat
and
Reduces
Sediment

Veedol Lubricant

Write us for Information and Prices.

Advertising helps furnished on request.

A Complete and Up-to-date Stock always on Hand.

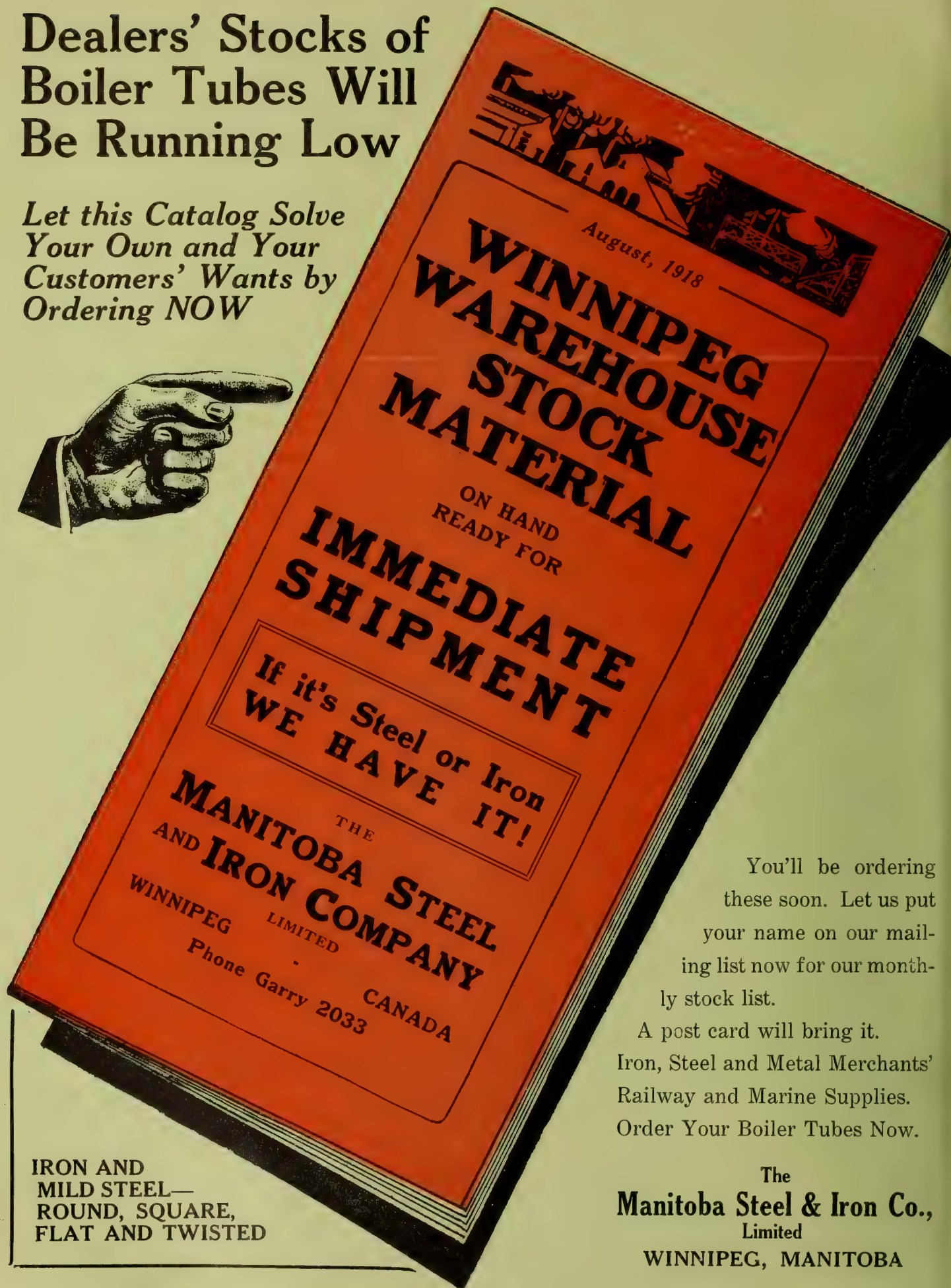
Wood, Vallance Limited

WOOD, ALEXANDER & JAMES, Hamilton and Toronto
WOOD, VALLANCE & ADAMS, Limited : Calgary

WOOD, VALLANCE HARDWARE CO., LIMITED, Nelson
WOOD, VALLANCE & LEGGAT, LIMITED, Vancouver

Dealers' Stocks of Boiler Tubes Will Be Running Low

*Let this Catalog Solve
Your Own and Your
Customers' Wants by
Ordering NOW*

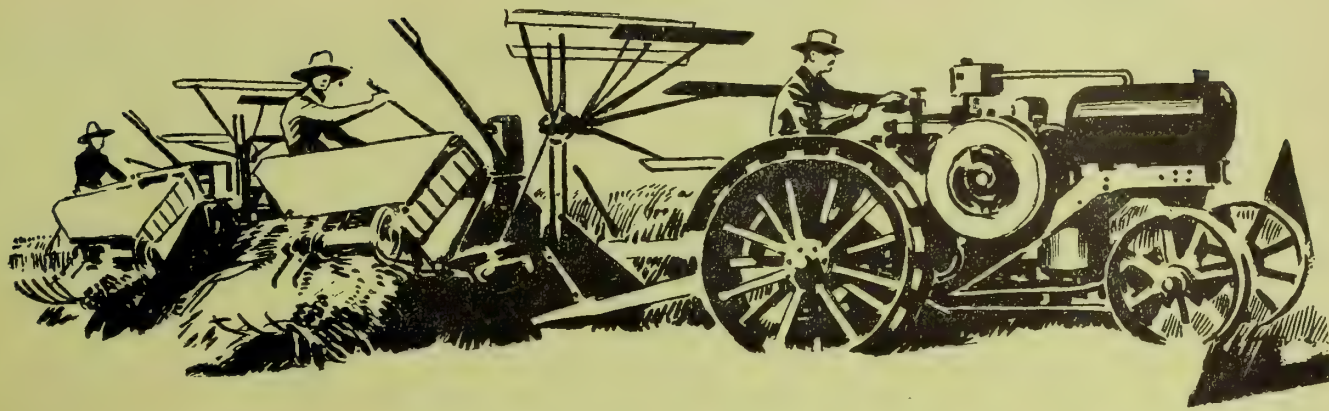


IRON AND
MILD STEEL—
ROUND, SQUARE,
FLAT AND TWISTED

You'll be ordering these soon. Let us put your name on our mailing list now for our monthly stock list.

A post card will bring it. Iron, Steel and Metal Merchants' Railway and Marine Supplies. Order Your Boiler Tubes Now.

The
Manitoba Steel & Iron Co.,
Limited
WINNIPEG, MANITOBA



ACKLAND'S

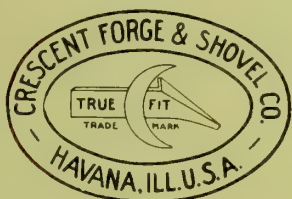
**Binder and Mower Repairs
Crescent Plowshares, Etc.**

Western Canada Favorites

Fall Plowing is right on the heels of harvest. You will never have a better chance than right now to get ready for a season in which more land will be broken than ever before in Canada's history.

Made in Over 1,000 Patterns.

Crescent Plowshares are the best for the Western farmer—designed to fit practically every plow in use in Western Canada. Every share is thoroughly tested before leaving factory, but should a share prove defective in fit or material it will be replaced free of charge without trouble. Soft center shares are not guaranteed against breakage.



Westwo
REGD

PAINTED WOODS

The Guaranteed Line

of Finished and Painted Eveners, Evener Sets and Hitches for Western Farm and Road Requirements.

Westwo Boss Harrows; Farm Trucks; Favorite Cutter Gears. Auto Supplies—Springs, Ford Wheels, Shock Absorbers, Weed and Rid-o-Skid Chains, Spark Plugs, etc.

Horse Shoes, Calks, Nails, Pads and Shoers' Supplies, Bar Iron and Steel.

Secure Latest Lists and Keep Handy.

D. ACKLAND & SON, LIMITED
WINNIPEG CALGARY

The Best Place

The Best Goods

If interested, tear out this page and place with letters to be answered.



"NORTH STAR" BATTERIES

*Famous for their Strength, Stability
and Reliability*

The **North Star** remains strong and steadfast in the heavens. It has served as a reliable guide to mariners from time immemorial. So it was after the **North Star** of the heavens that **North Star Batteries** have been named; for it is the aim to keep **North Star Batteries** Strong, Steadfast and Reliable; the kind the people want.

"NORTH STAR" Multiple Ignition Batteries

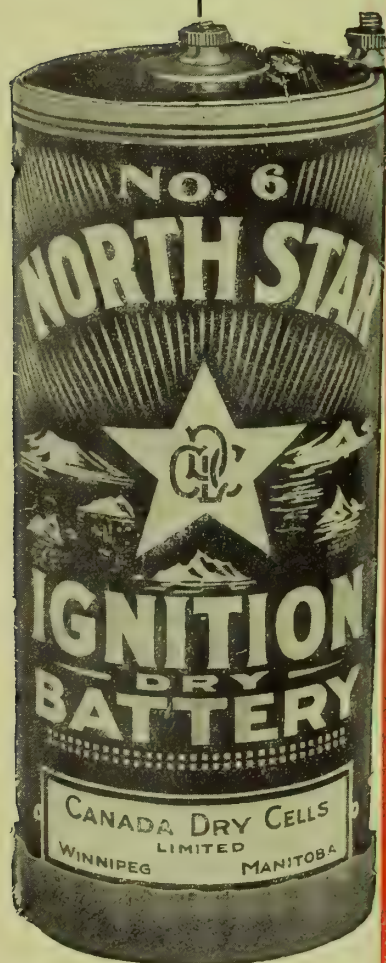
OUR LATEST SUCCESS! Any place a unit battery is desirable one of these **North Star Multiple Batteries** will give matchless service. Compact, easily-handled form of voltage for heavy, intermittent ignition. Ideal for gas engines, motor boats, automobiles, carriage lighting, blasting, barn lighting, etc.

There is a great field of opportunity for the sale of the "**North Star**" multiple.

The merits of **North Star Batteries** are widely known in Western Canada as **Western Batteries** for Western needs. If it's a "**North Star**" the consumer knows it's good and it's a preferred line to sell. Link up with us.

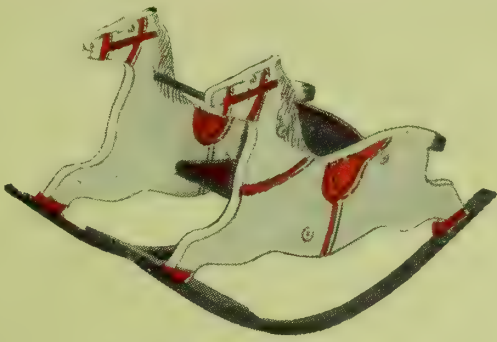
Canada Dry Cells Limited

WINNIPEG, MANITOBA



*The
Western
Batteries for
Western
Needs*

If interested, tear out this page and place with letters to be answered.

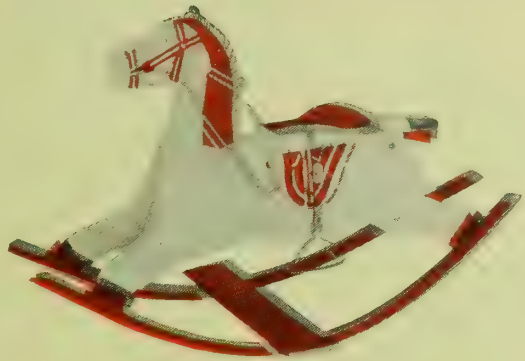
**SHOO-FLY ROCKERS**

No. 1 Retail's at \$2.00.

Size: 38 inches long, 15 inches high.

No. 2 Retail's at \$2.75.

Size: 40 inches long, 20 inches high. Finished in white enamel and nicely trimmed in striking colors. All shipped knocked down and 6 in each crate.

**ROCKING HORSE**

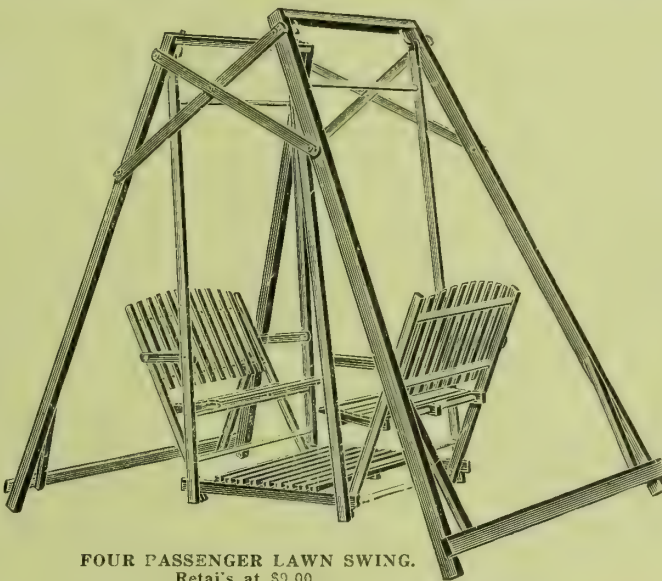
Retail's at \$3.50

Size: 38 inches long, 21 inches high. Finished in white enamel and trimmed in bright attractive colors. All shipped knocked down and 6 in each crate.

Useful Toys that Appeal to Kiddies

Here are four illustrations of our superior line of toys, all well made, attractive in appearance and good sellers.

They are better and more substantial than imported goods. All manufactured in our own factory in Winnipeg.

**FOUR PASSENGER LAWN SWING.**

Retail's at \$9.00.

Built of hardwood and B.C. fir. Seats, hangers and braces all hardwood with waterproof varnish.

Uprights B.C. fir. Painted red or green.

Size: 8 ft. high, spreads to 8 ft. 3 in. by 5 feet. Shipped ready to put up.

Write us to-day for catalogue showing our complete line and special prices to dealers.

Order a sample from your jobber or our factory and be convinced of the merits of these splendid new toys.

Order now for immediate delivery.

THE LUMBER PRODUCTS COMPANY

Wood Turning and Special Carving to Order at Reasonable Prices

Garfield and Notre Dame Streets

WINNIPEG, MANITOBA

**KIDDIE AUTO.**

Retail's at \$4.50.

Size: 32 inches long, seat 11 inches high. Finished in red and green enamel with black stripes and trimmings, car very strongly built. Shipped 6 in each crate, knocked down, easy to set up.

**KIDDIE PONY**

Built in two sizes—No. 1 Retail's at \$2.00.

Size: 20 inches long, 18 inches high, seat 10 inches.

No. 2 Retail's at \$2.50.

Size: 24 inches long, 22 inches high, seat 12 inches. Both sizes are finished in red or green, head in white enamel, trimmed in good colors. Shipped 12 in each crate, knocked down, easy to set up.

CORRUGATING DEPARTMENT

Grain
Elevator
Equipment
Boots
Heads
Casings
Buckets
Bolts
Washers
Wagon Dumps
Spiral
Conveyor
Loading
Spouts
Manlifts
Perforated
Metal, etc.



Shafting
Bearings
Couplings
Collars
Pulleys
Gears
Sprocket
Wheels
Rope
Sheaves
Transmission
Rope
Link
Belting
Lace
Leather
Belt
Cement
Belt
Dressing

We Specialize in Re-Corrugating Feed Rolls

Farmers are often at a loss to know where to get the rolls of their feed-grinders recorru-
gated.
Let the farmer know where he can get this work done and do him
a service by sending his rolls to us. We will do the work promptly
and allow you a commission.

THE STRONG-SCOTT MFG. CO., LTD.
WINNIPEG 772-782 Dufferin Avenue MANITOBA

If interested, tear out this page and place with letters to be answered.

You can carry a carry a
complete stock on a
Minimum Investment!
"E-FEC-TIV"

The name "E-FEC-TIV" embraces
a complete and popular line of
Motor car necessities, such as

Waterproof Dressing	Mica
Tire Plating	Radiator Cement
Auto Top Cleaner	Valve Grinding Com-
Metal Polish	pound
Nickel Polish	Enamel Dressing
Hand Paste Soap	"Creme" Hand Soap
Cleaner	

And enables you to carry a full line of
"E-FEC-TIV" Standards on a **Mini-**
imum Investment.

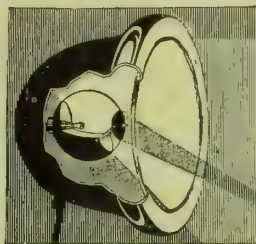
You can buy a complete assortment
(10 dozen), 129 pieces, at a com-
bined list price.

A more comprehensive line and
at a much cheaper rate than
you can get in any other way.

W. W. HICKS

567 Banning Street

WINNIPEG



**PERRIN
NO GLARE**

For Auto Headlights

**Gives Best Results
for the Money!**

The Perrin No Glare Device
eliminates glare—gives good
road light—is legal everywhere.
Money refunded if not satisfied.

RETAILS AT \$2.25 PER PAIR

(Special Price to Dealers)

Heads List of Approved Devices in Manitoba

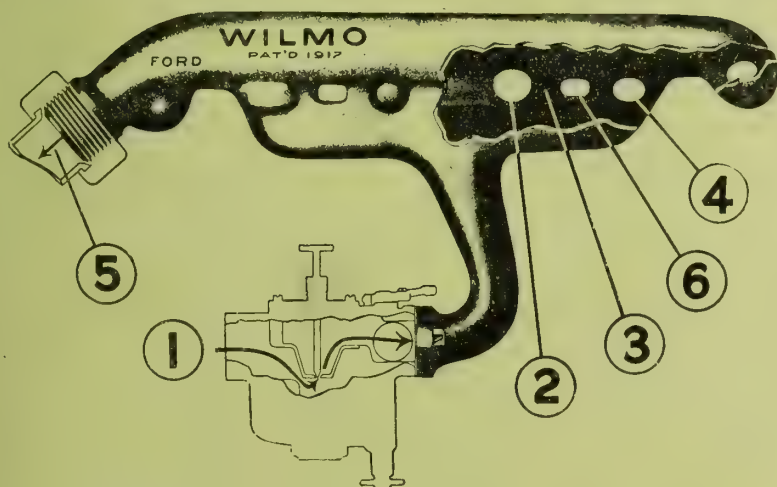
W. W. HICKS

Western Distributor

567 Banning St.

WINNIPEG

Sell the Wilmo Manifold—Vaporizes Gasoline



Every motoring customer will want a Wilmo
Manifold. Here is what it does:—

1. Wonderfully increases mileage.
2. Makes the car run smoother at all speeds.
3. Greatly reduces carbon.
4. Gives greater horsepower.

No matter what grade of gasoline is used,
every atom of it can be completely vaporized
and so transformed into clean, hard-hitting,
more-mile producing power guaranteed.

Key to the Illustration

The Wilmo Manifold is a simple casting, combining
in one piece the exhaust pipe and intake manifold.

- 1.—Air and gas pass into mixing chamber in regular
way.
- 2.—Exhaust from cylinders heat dividing wall (3).
- 3.—Hot dividing wall between exhaust and intake
chambers of Manifold.
- 4.—One of intake portholes at which the gasoline is
superheated and completely vaporized by heat from
hot dividing wall (3).
- 5.—Outlet to muffler through which exhaust gas
passes, free from carbon.
- 6.—One of bolt holes for quick installing.

Order from your jobber or direct. Send your jobber's name.

Made by

THE WHITTIER COMPANY, CHICAGO, ILL.

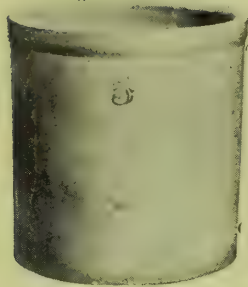
Canadian Distributors:

W. W. HICKS, 567 Banning St., WINNIPEG

If interested, tear out this page and place with letters to be answered.

The Stoneware Trade of Canada!

Let's Introauce Ourselves



Stoneware Buyers of Canada! We solicit your patronage and acquaintance, knowing we can supply your needs more satisfactorily, at the same time affording a bigger saving to your customer and bigger profits to you.

Medalta Stoneware is a superior line of stoneware, made from Canadian Clay by Canadian workmen. In many cases you will find Medalta prices lower than inferior lines now imported.

Get our prices on Jugs, Churns, Water Coolers, Butter Cocks, etc.

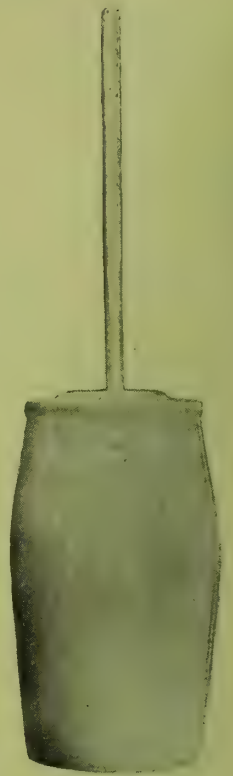


Medalta Stoneware, Ltd.

Medicine Hat

:

Alberta

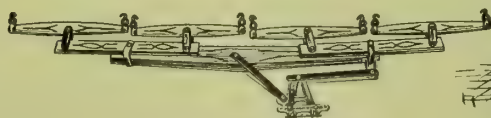


Gregg Plow Eveners Pull Big Business

Gregg Plow Eveners, like Gregg Wagon Sets, Neck-yokes and Hitches, are built for service. They are guaranteed against defective materials and workmanship.

Send for copy of catalogue describing our full line.

Any jobber in the Canadian West can supply you with Gregg Goods.



Gregg Mfg. Co., Limited

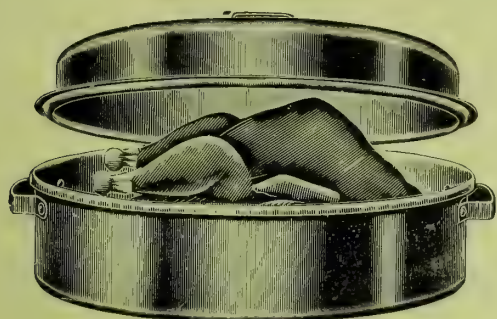
WINNIPEG

If interested, tear out this page and place with letters to be answered.

THE LOUIS McLAIN



COMPANY LIMITED



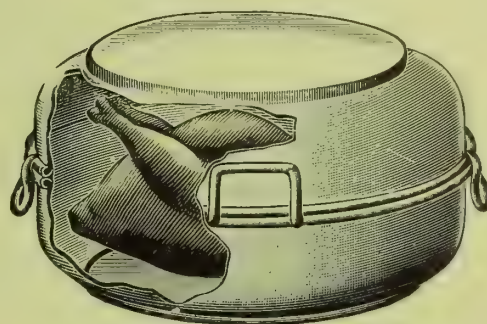
Oval Roaster

Extreme
Length
In.
18½

Width
In.
11¼

Extreme
Height
In.
8¾

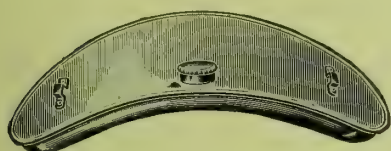
Polish finish.



Double Roaster

	Cap. Qts.	Diam. Top In.	Diam. Bot. In.	Depth In.
(Each Pan) . .	3½	10¼	7½	3

Polish finish, bottoms and tops satin finish.



Hot Water Bottle

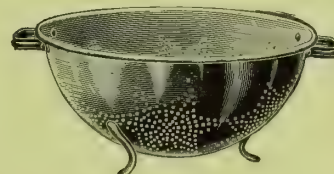
Capacity
Pts.
1¼

Length
In.
10½

Width
In.
6½

Natural bright finish. Furnished with heavy flannel coat.

Packed one to a carton



Colanders



Tea Kettle—Seamless

3½, 5, 7 and 8 quart



Tea Kettle—Seamless

5, 7, 8 quart

FROM
COAST
TO
COAST

Eastern Selling Agents

CHAS. A. KERN

142 Queen Street - - Kitchener, Ont.

G. L. COHOON

11 St. Sacrament Street - - Montreal, Que.

Write for new catalog of complete line.

THE LOUIS McLAIN

Head Office



COMPANY LIMITED

WINNIPEG, CANADA

If interested, tear out this page and place with letters to be answered.

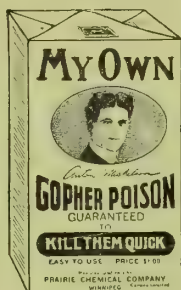
You MUST
Insist on



Anton Mickelson

The Farmer who turned Chemist
to learn how to rid the world
of Gophers.

"My Own Gopher Poison"



Absolutely, War has not and WILL not be used as an excuse to lower the quality of Anton Mickelson's "My Own Gopher Poison". The dozens of imitations offered today are the best testimonial "My Own Gopher Poison" could have, but THEY WON'T RID YOUR FARM OF GOPHERS!

Insist on the genuine, the REAL gopher poison, and look for Anton Mickelson's photo AND signature on the package before you pay for it. Then we will **guarantee** you results or send your money back. That's our way of doing business. We are out to help you kill off your gophers, but you cannot profit by Anton Mickelson's discovery unless you insist on "My Own Gopher Poison". \$1.50, \$1.00, 75c. Sent postpaid if unobtainable locally.

PRAIRIE CHEMICAL CO., CANADA, LIMITED
Anton Mickelson, Manager. WINNIPEG, CANADA.

"VERMO" the lice killer for stock and poultry is also an Anton Mickelson product.

12

Buy only with
the Signature

Anton Mickelson

—the Trade Mark
others cannot
use.

There Are Hundreds of Lady Prospects for Beaver Washers Right in Your Locality!



The Beaver Hand and Power Washer is the most perfectly designed machine sold. Noiseless in operation; fine machine-cut gears; very easily driven. The four-winged wooden slusher gives maximum motion to clothes, cleanses perfectly and does not damage the finest fabrics. Tub is made of choice seasoned Louisiana red cypress, beautifully finished. Get a sample on your floor. Every sale nets you a good profit.

The Watson Line of Quality Goods

Whiffletrees	Wood and Pole Saws
Root Pulpers	Feed Cutters
Bevel Jacks	(7 styles)
Push Carts	Wheel Barrows
Barrel Skids	Roller Crushers
Horse Powers	Warehouse Trucks
"Viking" Cream	Grain Grinders
Separators	Pump Jacks
Hand and Power Washing Machines.	



John Watson Mfg. Co.
LIMITED

311 CHAMBERS ST.

WINNIPEG



Big Profits For Dealers Selling The Patriotic Booster



Retails
at
\$2.50

EVERLASTING

Put Your Home Town On The Map

Pennants and Flags of every description are selling like wildfire just now.

The Beautiful nickel-plated

Maple Leaf Flag Holder

is easily the classiest and most durable article on the market. Place your home town on the map.

Big Profits for Dealers.

Made only in lots of 12 or more.

Ask your Hardware Jobber or write.

INTERNATIONAL SALES CO.

35 Canada Life Bldg.

Winnipeg, Man.

The Imperial Gasolene Iron

Has given absolute satisfaction in Western Canada for the past ten years. Easy to operate, economical, a real labor-saver that is indispensable during hot weather. Handy for travellers, and the ideal iron in homes without electric current. Absolutely guaranteed.



The Fansteel Electric Iron



ANOTHER
MEHASCO
MESSAGE

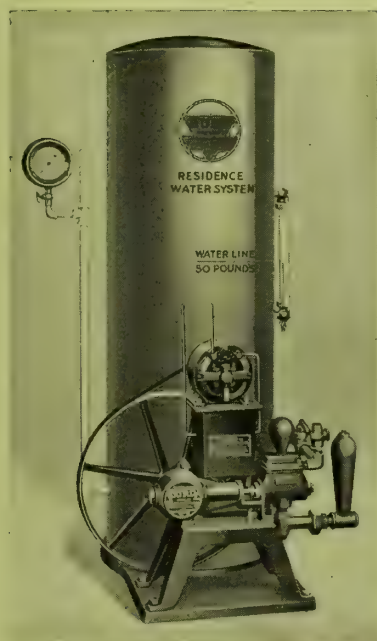
11

A handsome appearing efficient iron having a peculiar element which utilizes every atom of heat generated. The Nichrome Ribbon is embedded in a cement-like base which is not an obstruction to electricity as is mica or porcelain.

This is a vigorous seller and satisfactory wherever used.

**MERCHANTS HARDWARE
SPECIALTIES LIMITED**

CALGARY



"Duro"

Electric Pumping Outfits

Silent, Economical

Durable, Automatic

Ready to Install

The John Stevens Company LIMITED

Dealers in

Plumbers Supplies

Enamelware, Brass Goods, Pipe and
Fittings, Etc.

Gasoline Engines and Water Supply
Systems.

Office and Warehouse, 661 Henry Ave.

WINNIPEG, MAN.

Phone---Office, Garry 1517; Warehouse, Garry 1517-1518-1519



You'll Sell Swan Weather Strip This Fall

It's a Coal Saver and Coal Is Mighty Scarce

CROSS SECTION VIEW OF
TOP AND SIDE PIECES.



FELT

CROSS SECTION VIEW OF
BOTTOM PIECE.



FELT

NOTE the Cross Section Cuts
showing Construction

Good Seller
and Why?

It's the only one of its kind, is superior to common felt and is guaranteed to keep out drafts. It is attractive, durable and cheap.

THE SWAN WEATHER STRIP is made of wood and felt. No rubber that dries out. No metal that buckles. The wood is best quality oak, nicely finished. The felt is manufactured specially of lasting quality.

The felt is glued to the oak edges, so that it is impossible for it to be pulled away. Demonstrate this feature to your customers.

Conveniently put up in sets complete for one door—7 feet long for the two sides, one piece 3 feet long for the bottom, and one piece 3 feet long for the top. Holes are drilled—special round-headed steel nails supplied—no splitting—no trouble—no waste. The most practical and common-sense weather-strip on the market. Wherever it is sold it becomes at once by far the best seller.

Send in your order now.

FOR DOORS ONLY

The Swan Mfg. Company
Winnipeg, Canada



Kor Ker

A Sure Cure For Puncture

The great majority of tire trouble is by under-inflation. The slow leakage of air through porous places in the tube is usually responsible for rim cuts, loosened treads, cracked fabric, blow-outs, etc.

When Kor Ker is installed it keeps the tube at proper inflation, eliminating pumping, preserving the rubber, and preventing blow-outs.

Sell it.

AUTO ACCESSORIES LIMITED

902 Confederation Life Building, Winnipeg



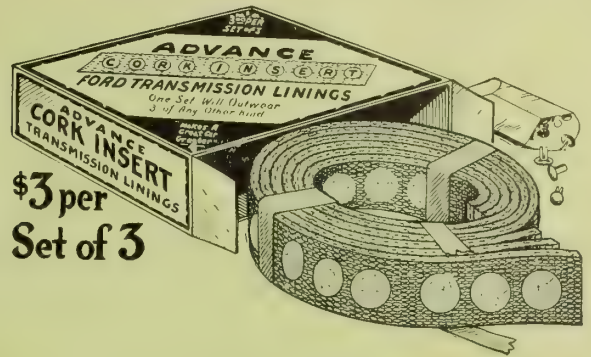
BIG

RESULTS
from small investments. Read
Hardware & Metal's Want
Ad. Page.

BIG

If interested, tear out this page and place with letters to be answered.

STOP
the
FORD CHATTER
with



\$3 per
Set of 3

ADVANCE TRANSMISSION LINING

A cork insert transmission lining that causes the car to start quietly and smoothly and to reverse without lurching. It gives steady, sure, smooth breaking action and makes starting sure with the slightest pressure on the pedal. Eliminates all grabbing, slipping, chattering and will outwear three sets of ordinary lining.

Slip-, Squeak- and Grease-proof

Great West Electric Company, Limited
Winnipeg

Distributors of Laco Tungsten and Nitro Lamps



TRADE **M** MARK

One-Piece Milwaukee Castings
Insure Against Defects
Found In Other Valves

The construction of the one-piece casting of stem and shell in Milwaukee Castings insures against defects arising from two-piece construction of other makes.

We specialize in standard Radiator Valves (with or without union) in Brass, Fibre or Leather disc. Extra Heavy and standard union Elbows. Extra Heavy quick-opening Hot Water Radiator Valves, etc.

MILWAUKEE VALVE CO., Milwaukee, Wis.
Western Canada Representatives:
MONCRIEFF & ENDRESS, LTD., Winnipeg

Three Profitable Lines for You, Mr. Saskatchewan Dealer

Viking Cream Separators

The Swedish Separator Company has placed me as sole distributor in the Province of Saskatchewan for Viking Cream Separators. This is considered to be one of the most efficient and lightly running separators sold in the Canadian West, and should interest dealers of this province.

Saskatchewan Dealers will find me ready with a complete stock, as in other lines, and I am able to make prompt shipments.

BERT CONWAY
Albert and Railway Sts.
REGINA, Saskatchewan

Henry Harness and Blankets

One of these three fast sellers is the line of Henry Harness and Blankets of which I am the distributor for Saskatchewan. Henry Harness is well made, of unusual strength and of very neat finish. You will find Henry Blankets, too, more than satisfactory in their ample thickness and quality.

Oak Stoves

I want every Saskatchewan dealer to write re an interesting proposition regarding Round Oak Stoves and Furnaces which are famous for having been awarded the Blue Ribbon. I am now sole distributor for this line in Saskatchewan and would like to hear from dealers of this province.

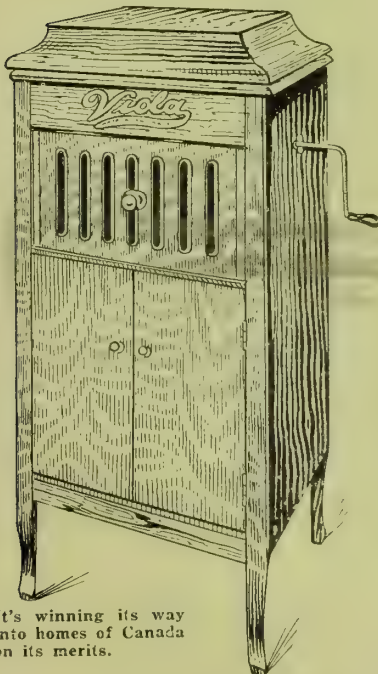
THE ROUND OAK FAMILY



EACH SPECIALTY HAS BEEN AWARDED THE BLUE RIBBON

THREE HOT SELLERS

*The Viola---a Talking Machine
as Good as the Best
That Sells at Half the Price*



It's winning its way into homes of Canada on its merits.

Over a thousand already in use throughout Canada.

Order Now for Fall

The price of the Viola places the best music within the reach of all.

Think of the great opportunities for sales this machine offers. We advise you to secure the agency now in time for Fall business. Profits are exceptionally large.

Dominion Sewing Machines

Our Colonial Design when closed resembles a beautiful music cabinet. The machine itself is superior in quality throughout and quiet running. Made in Canada.

Dominion-Reid Cream Separators

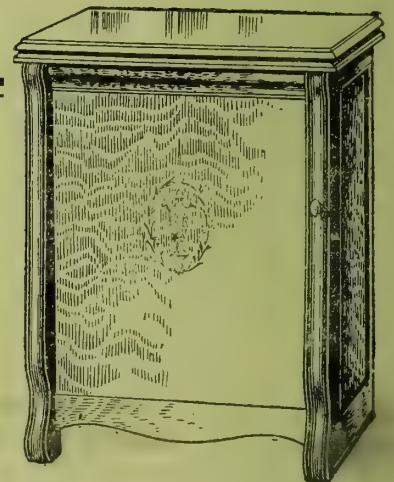
Get Exclusive Territory.

The Dominion Reid sells at a price that meets any competition, and gives you a good profit. Silent, smooth-running, simple construction. Highest grade materials; self-balancing bowl. Easily cleaned. An absolutely clean skimmer. Ask for particulars and liberal agency offer. Write at once for exclusive "Dominion" Agency on all three profitable lines.

All Western Canada orders filled from our Winnipeg Warehouse, all Eastern Canada orders filled from our Ontario Warehouse.

It is easy to make sales with a Dominion Sewing Machine on your Floor.

The Dominion Sewing Machine & Phonograph Co.
300 Notre Dame Ave., Winnipeg, Man.



Dominion Colonial Design Sewing Machine.





ATKINS Sterling Quality SAWS

are on the job "Over There."

They are helping our armies and those of our Allies in their fight for right.

Atkins Saws are favorites with civilization's forces. Can you afford any other kind? Think it over.

Write us for our latest catalog and we will prove to you that Atkins "Sterling Quality" Saws are the "FINEST ON EARTH."

E. C. ATKINS & CO., Inc.

ESTABLISHED 1857

Factory: Hamilton, Ont.

The Silver Steel Saw People

Branch: Vancouver, B.C.

If interested, tear out this page and place with letters to be answered.



View showing remodelled interior of Mills Hardware Co.'s store. Fixtures shown were installed by Cameron & Campbell, Toronto

"We're pleased with our new Cameron & Campbell fixtures"

MILLS HARDWARE CO., HAMILTON

This is one of the many progressive hardware stores in Canada fitted with the famous Cameron & Campbell wall fixtures.

Cameron & Campbell fixtures consist of shelving, display counters, tool and screw cases, wall display cases arranged, designed and finished to suit the particular taste and requirements of the purchaser.

Cameron & Campbell fixtures are real money makers for progressive stores because they systematize stock

keeping and displaying. They facilitate speed in serving customers, thereby overcoming to a great extent the handicap of green or insufficient labor.

If you're thinking of refitting, even to a limited extent, it will pay you to get in touch with us. Send rough diagram of your requirements and we will quote on same.

We do not employ travellers. Send your communications direct to us.

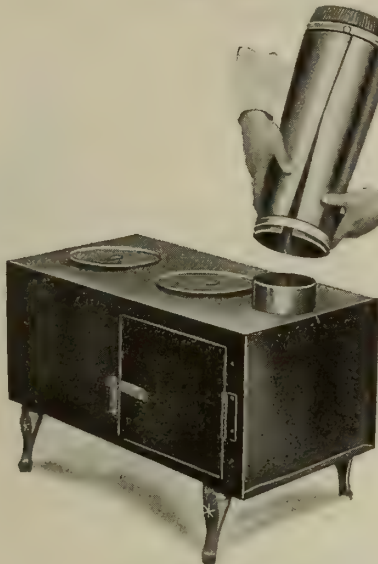
Sole Manufacturers

CAMERON & CAMPBELL, TORONTO

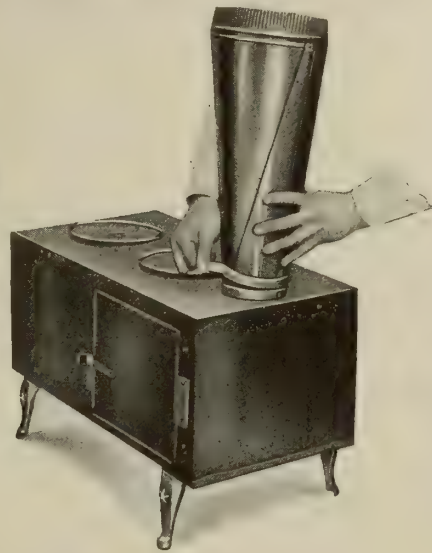
"NOT what you PAY but what you GET for what you pay"

The latest of the many "ORIBO" triumphs in originality

Can be
adjusted
to fit any
Stove Collar



Open Ready for Adjusting.



Tightening Strap After Adjusting.

Smoke-tight in
all positions of
adjustment

ADJUSTABLE PATENTED TAPER STOVE PIPE.

Removes the necessity of your carrying a large assortment of made-up tapers.

We manufacture also

O-Rib-O "Hold Tite" Pipe, Ready to Rivet and Rivetted Pipes, Tee Pipes, Elbows, Air-Tight Heaters, Camp Stoves, Screw Thimbles, Storey Drums, Drum Ovens, Coal Shutes and Furnace Fittings, etc., etc.

We are Jobbers also of

Canada Plates, Tin Plates, Black and Galvanized Sheets and Enterprise "Blazier" Furnaces, etc.

Send in your enquiries and ask for Catalogue.

O-RIB-O MANUFACTURING CO., LIMITED

WINNIPEG, MANN.

The Best Policy

to adopt when

**Galvanized and Black
Sheets, Tin and Canada
Plate**

are hard to get, is to "Hitch up"
with the big stock.

Our assortment of gauges and
sizes will help you take care of
your trade.

**Stock Troughs, Gasoline Bar-
rels, Wagon Oil Tanks, Metal
Ceilings** are seasonable sellers
with a Good Profit.

Send your orders.

Winnipeg Ceiling & Roofing Co.

P.O. Box 3006

Limited

Winnipeg, Man.

We have a large stock of
CARRIAGE and MACHINE BOLTS

and **COACH SCREWS,
RIVETS, NUTS and
WASHERS**



Orders Filled
and Shipped Immediately

London Bolt & Hinge Works
LONDON, CANADA

To Reach the Best Buyers

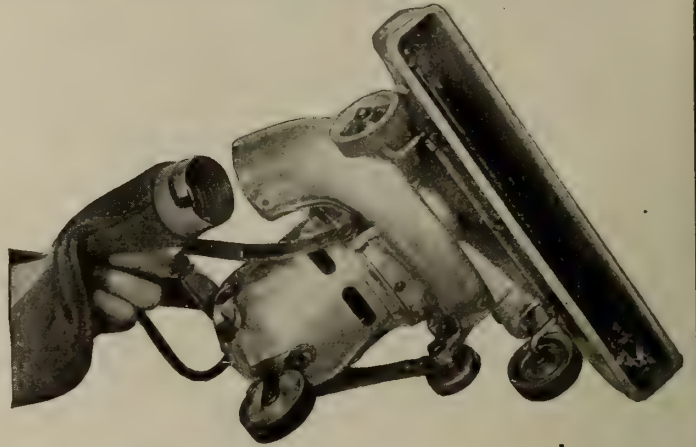
Advertising in a good trade newspaper,
such as **HARDWARE AND METAL**,
reaches the best buyers in the trade.
This issue of **HARDWARE AND
METAL**, in both editorial and advertis-
ing sections, will be read and re-read by
practically every worth-while hardware
buyer in the Dominion. Trade news-
paper advertising reaches the men who
come in direct touch with the buying
public. In Canada, **HARDWARE AND
METAL** covers its field more thoroughly
than any other trade newspaper.

If any advertisement interests you, tear it out now and place with letters to be answered.

Electrical

Easier and Better
Housecleaning

NORTHERN ELECTRIC VACUUM CLEANER



appeals to the thrifty housewife because it means real economy in time, energy and health.

The extra large nozzle, specially designed nozzle brush, combined with the large fan and high-speed motor, makes this cleaner faster, more thorough and fully dependable.

Extra attachments make it possible to clean walls, picture moulding, draperies, upholstered furniture, pianos, etc., etc.

It is strong and durable. Weighs only twelve pounds.

Write our Nearest House for literature and full particulars to-day.

Northern Electric Company

LIMITED

MONTREAL
HALIFAX
OTTAWA

TORONTO
LONDON
WINNIPEG

REGINA
CALGARY
VANCOUVER





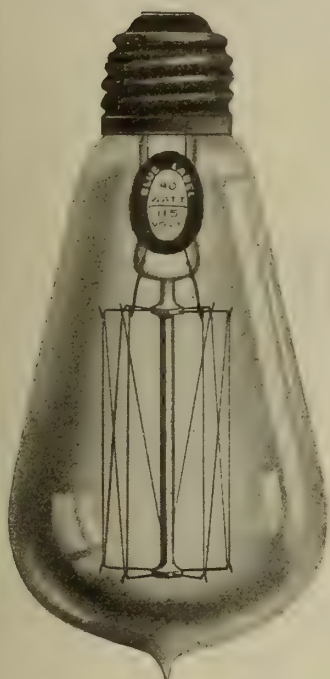
QUALITY DE LUXE

70% OF OUR OUTPUT

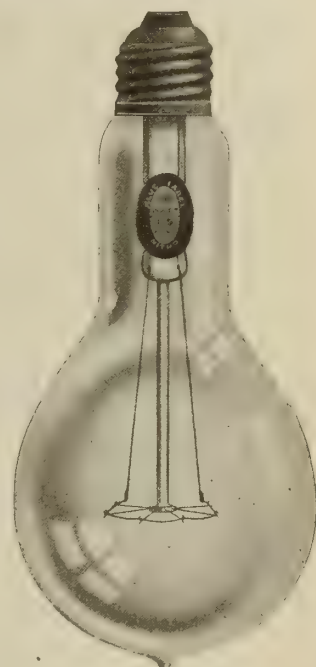
Is purchased by professional buyers—men whose training in the spending of vast sums annually, enable them to detect true worth and secure the best possible values in exchange for every dollar expended.

These men do not purchase tungsten lamps purely on surface appearances and price. They "dig in" with their various tests, and bring to light all the hidden secrets.

Quality and performance coupled with honest prices and backed by responsibility are the qualifications demanded.



40W. Multiple



100W. Nitrogen

THAT IS WHY BLUE LABEL LAMPS ARE SPECIFIED

And you can do no better than be guided by the experience of these experts.

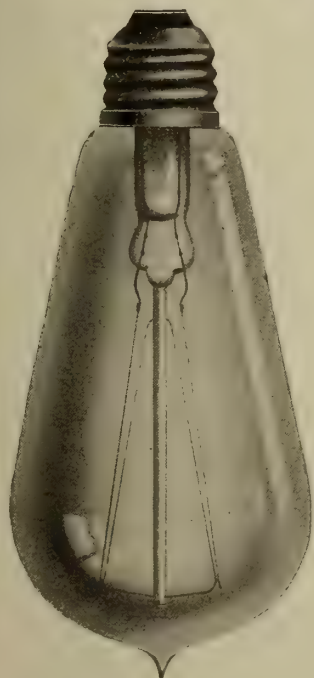
ASK YOUR JOBBER

**The Canadian Tungsten
Lamp Co., Limited**

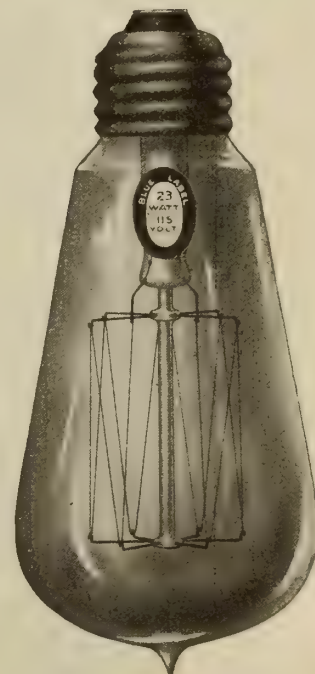
Hamilton, Ontario

Branches: Winnipeg Toronto Montrea

Cassidy's, Limited, Vancouver
Sole Agents for British Columbia

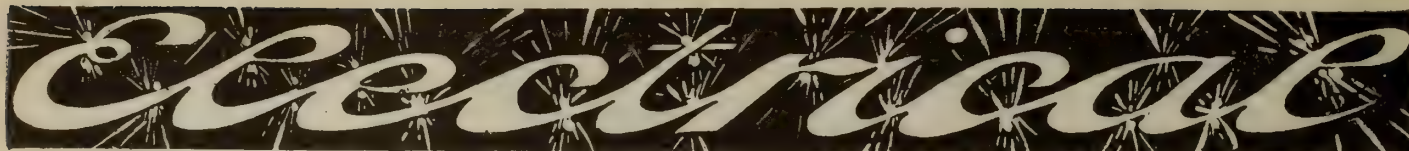


40W. Low Volt



23W. Street Railway

If any advertisement interests you, tear it out now and place with letters to be answered.

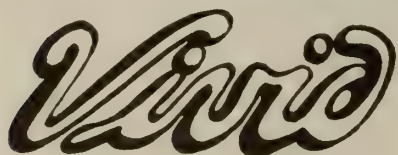


*From a reliable
source we learn
that—*

TUNGSTEN LAMPS will advance in price

and from our knowledge of the present market conditions we believe this information to be correct.

With the shortening of the Fall days and the clocks being turned back again on the first day of November, there will be a rush for tungsten lamps. We therefore advise the early anticipating of your Fall and Winter requirements and the placing of your order for



**Tungsten
Lamps**

—the lamps that are sold on a money-back guarantee to give real lighting service.

Note: When tempted to buy by price be sure that the goods you are purchasing are not refills. Look for the Vivid label. It's your safeguard.

Write for prices on VIVID Tungsten or Nitro Lamps

The Vivid Electric Lamp Co.

Sole distributors VIVID Tungsten and Nitro Lamps

53 Yonge St.

Phone Ad. 5487

TORONTO

Electrical

High Voltage Wires



The time is coming when high voltage wires will be as common as telegraph wires in Canada.

Farms and villages will be served with electric power just as cities and towns are to-day.

The electric washer and wringer is the washing machine of the future, and we are prepared to meet the demand. The "Seafoam" electric has a large sale now and the sale is growing steadily.

In the meantime we are not overlooking the large sale for hand, foot, gasoline and wind power washers. The "Patriot" and the "Ideal" are equipped with every modern improvement.

The Dowswell line covers every requirement and meets every demand.

It is an established line and has won popularity by consistent merit.

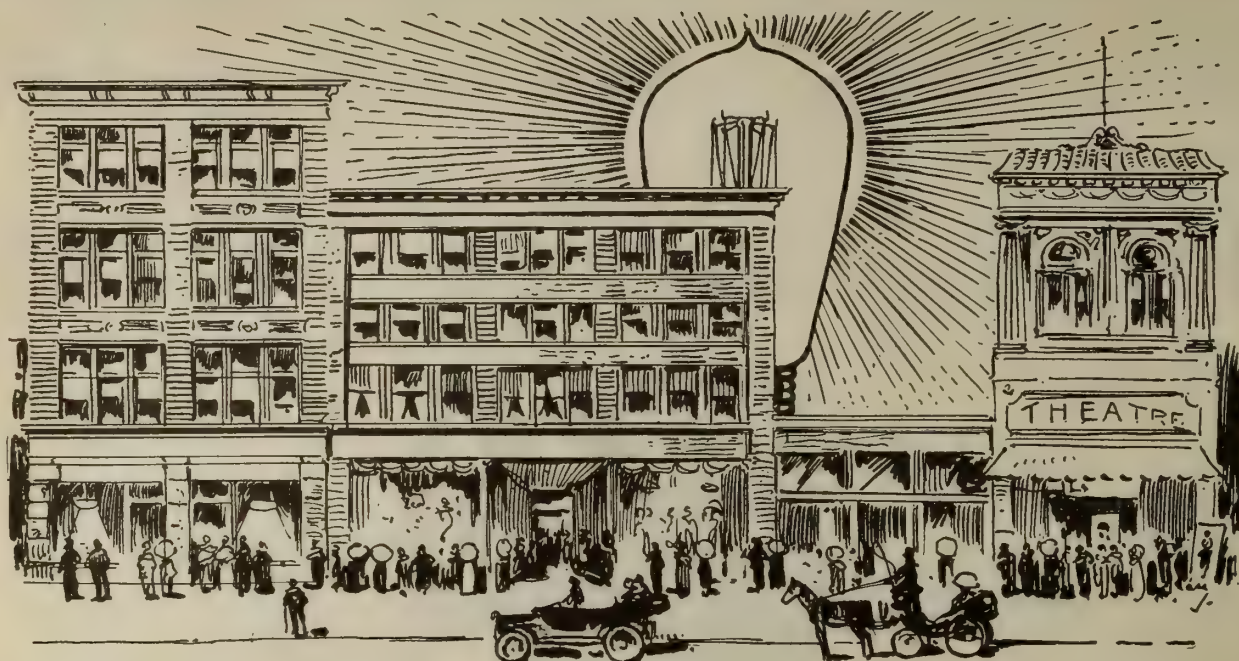
How is your stock of washers and wringers?

Dowswell, Lees & Co., Limited

HAMILTON, CANADA

EASTERN REPRESENTATIVE
John R. Anderson, Montreal

WESTERN REPRESENTATIVE
Harry F. Moulden & Son, Winnipeg



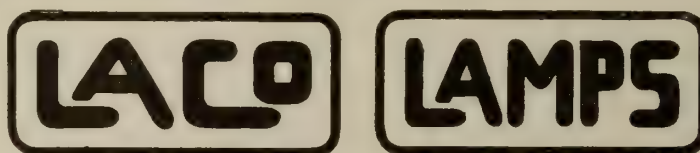
Modern Stores SELL them—and USE them

Because Laco Lamps are GOOD Lamps.
The Laco selling plan is a GOOD plan.

Because—in the first place, we offer you a complete assortment of standard sizes of Lamps, in both Tungsten and Nitro types. No unnecessary correspondence—no risk of short stocks.

Because—We can make “over-night” shipment of orders. We have warehouse stocks in Montreal, Toronto, Winnipeg and Vancouver. We have further arranged with all our jobbers to stock Laco Lamps themselves, so that you can be assured of not only jobber's stock, but a warehouse stock in your immediate vicinity.

Then, our big Advertising Campaign is making people everywhere take an interest in better lighting and making them take a particular interest in



All this puts a desirable, profitable business right into your hands.

Our “Sales Helps” will aid you to clinch on it. We furnish Folders and Blotters for general distribution and Window Cards and Hangers for display.

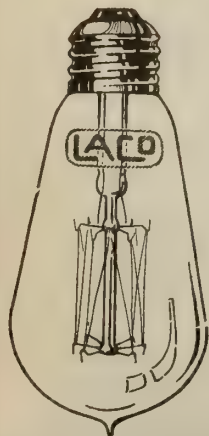
In addition, we are ready to have our sales representative go down to your town to assist in closing any big business that you

cannot land on account of special conditions that need expert advice.

Connect with this live proposition and get your share of the business we are building.

Use Laco Lamps to Brighten up Your Store, —Because—you can save money in your own lighting and boost sales in every line, as well as push the lamps themselves—if you use Laco Lamps in your own store.

How about LACO Selling Agency for your territory? Write us! We want you to know ALL about Laco. Send for our booklets and full data.



Canadian Laco-Philips Co., Limited
Montreal Toronto Winnipeg Vancouver

Electrical

*A product is judged by the service it gives
—the more satisfactory that service, the
greater the demand.*



Your Customers will say

CONDOR LAMPS

are the best they have used

Service is the only satisfactory method of proving the quality and efficiency of any lamp, whether it be a tungsten or carbon.

On service we make our claim that Condor lamps are the best that can be made.

On service you can sell Condor lamps and be sure that there will be no come-back or complaints.

Let service be your guide in deciding on your fall and winter stock. Order Condor lamps now.

CONDOR LAMPS

(Tungsten)

(Carbon)

(Reflectors)

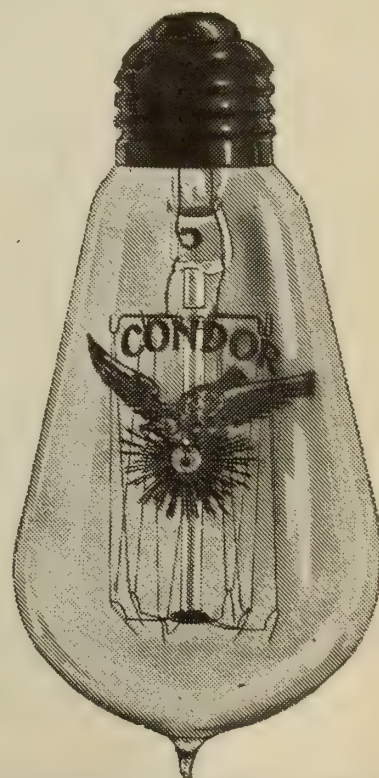
The Service Lamps

The Basters, Jackson Company

22 College Street,

-

TORONTO, CANADA





The Genuine **Benjamin** **Two-Way-Plug**

Some dealers have been misled or persuaded into stocking imitations of the BENJAMIN Two-Way Plug, and are, in due course, passing these on to their customers.

If a dealer believes it in his interest to handle another line of goods than ours, we can do nothing but try to convince him how and why ours are superior—and we will welcome the opportunity to do so.

But we feel sure you will realize with us how detrimental it is to **both** our interests should a customer of yours obtain from your store a Two-Way Plug of **inferior quality**—far below the recognized electrical standard in details of construction and actually **dangerous in use**—yet so closely copied in appearance from the BENJAMIN—that this customer actually believes he has obtained the genuine article.

Imagine his feelings towards us both when he discovers the inferiority of the plug he has bought!

Your customer wants the BENJAMIN, because we have practically sold him already through our advertising. In the new campaign we are now commencing we are going to teach him still more how to know the genuine from the imitation, and why he should insist upon the BENJAMIN only. It will pay you to link up with this campaign.

MAKERS OF
Insist on **Benjamin** Products
PRODUCTS OF CANADA

Two-Way-Plug

ELECTRIC LIGHTING SPECIALTIES

INDUSTRIAL LIGHTING

Made in Canada by

THE BENJAMIN ELECTRIC MANUFACTURING CO., Limited
11-17 Charlotte Street, Toronto

Electrical

This Up-to-Date Factory Manufactures

-----A Full Line of-----

Electric Fixtures, Parts, Fittings and Accessories

For the Electrical and Hardware Trades



Have you our No. 3 Catalogue and Additional Sheets ?

Copy mailed on request.

**Visit our display in the Process Building
Canadian National Exhibition.**

W. H. BANFIELD & SONS, LIMITED

**LARGEST MANUFACTURERS AND JOBBERS OF ELECTRIC
FIXTURES, PARTS, FITTINGS AND ACCESSORIES IN CANADA**

**CITY SALES OFFICE
80 KING ST. WEST ADEL. 104**

TORONTO, CAN.

**GENERAL OFFICES AND FACTORIES
370-386 PAPE AVENUE**

Electrical

pulls
reorders

for you

pulls
reorders

Thor

HURLEY
SERVICE



A successful "first trial" of electrical household apparatus is the *entering wedge* in the development of a complete electrically equipped home.

The electric dealer with an eye for future business will risk no chance of an unsatisfactory "first trial"—he will lay a solid foundation for an increasing electrical trade, by selling a THOR, backed by the famous THOR guarantee and Hurley service.

HURLEY MACHINE COMPANY, LIMITED

413 Yonge Street, Toronto

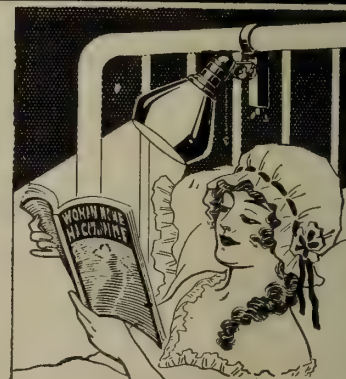
EMERALITE—The Comfort Lamp

Emeralite is the last word in lighting comfort. These beautiful lamps are designed to eliminate eye-strain and to distribute light in the proper way.

Emeralite shades are of a rich emerald green glass plated inside with a white opal glass, affording maximum protection from glare and strain.



Shades are adjustable to any angle. The light is thrown wherever the user wants it.



0615 Bed Lamp



8734K for Flat Top Desk or Table

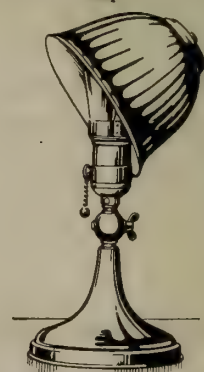
There are more than forty styles of Emeralite Lamps for use in homes, hotels, offices, etc.

The introduction of Emeralite Lamps into your stock of fixtures gives you a feature line of adjustable and portable lamps that appeal to a wide circle of trade.

We would like to tell you all about Emeralite, we know you'll be interested. May we send you our Emeralite booklet?

FACTORY PRODUCTS LTD.

220 KING ST. W., TORONTO



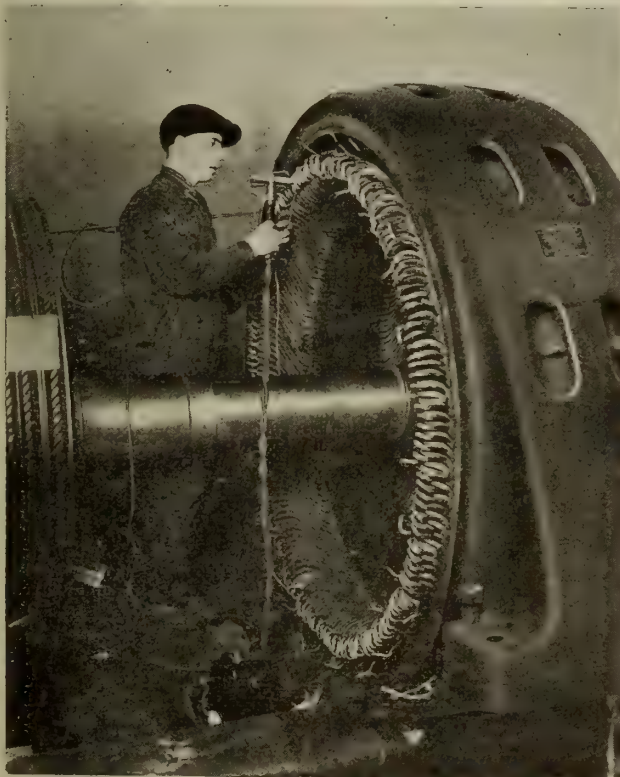
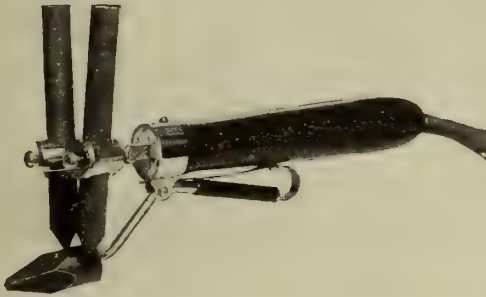
Emeralite Jr. Stand, Hang, or Clamp anywhere.

Electrical

The New "J.C." Electric Soldering Iron

Seven Hours Saved on a Ten Hour Job

70% Time Saved



500 H.P. Induction Motor, Burlington Steel Co., Ltd.

Instead of taking ten hours with two men to solder the induction coils of this motor, the "J.C." Iron with one man did it in three hours, a remarkable saving in time.

The secret of the wonderful efficiency of this Iron is the fact that it heats only while in contact with the work, and then heats almost instantaneously. No time is lost at any stage of the work.

Saves labor, does not require skilled help.

Light in weight—rugged in construction.

Can't burn out, because there is nothing to burn out, and the only maintenance cost is for carbons.

THE FASTEST, MOST EFFICIENT, AND MOST ECONOMICAL ELECTRIC SOLDERING IRON ON THE MARKET.

THE "J. C." SOLDERING IRONS HAVE STEPPED INTO THE FRONT RANK THROUGH SHEER, DOWN-RIGHT EFFICIENCY.

WRITE FOR ILLUSTRATED CATALOGUE

See our stand at Machinery Hall at Exhibition

The Clemens Electrical Corporation of Canada, Limited
HAMILTON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

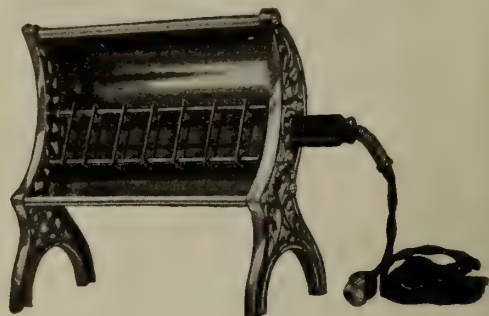
Electrical

National
ELECTRIC

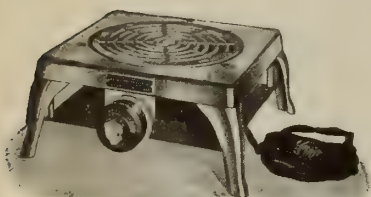
National
ELECTRIC

National
ELECTRIC

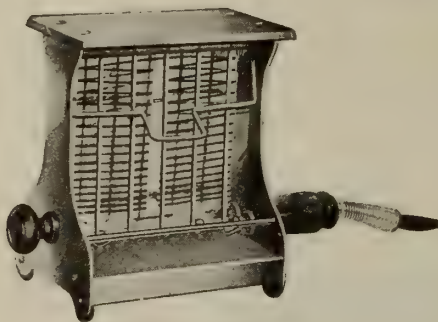
Heating and Cooking Appliances



Glow Heater—660 watts



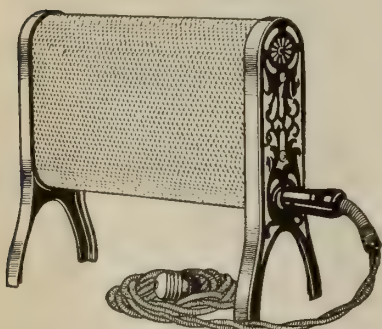
Single Burner Hot Plate, also made in double burner



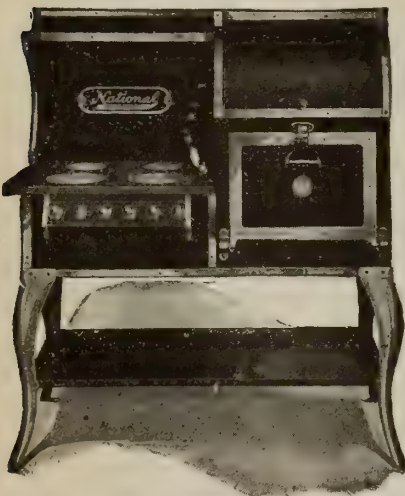
Upright Toaster



Six Round Classic Iron, also laundry and tailor iron.



Air Heater—660 watts. Various styles and sizes.



Model C6

All sizes and types to serve smallest family or largest institution

COAL SHORTAGE GREATER THAN EVER

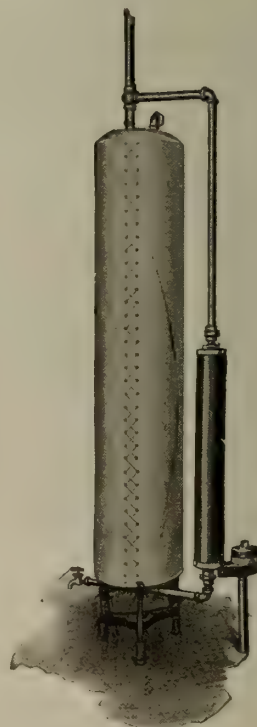
Therefore encourage the use of electrical appliances. Be prepared to meet the demand by getting your order in early.

We manufacture a complete line of heating and cooking appliances.

Write for our new catalog "C."

Meet us at the Toronto Exhibition, where we will have an exhibit of the entire National line.

**The National Electric
Heating Co., Limited**
Toronto, Canada



Water Heater—660 watts to 3 k.w., 110 or 220 volts.

National
ELECTRIC

National
ELECTRIC

If any advertisement interests you, tear it out now and place with letters to be answered.



King of Them All DESOLVO

Is the **strongest** solvent of its kind made and does its work in less time than is required to even prepare the ordinary cleaner. No waiting for hot water, like other pipe-cleaning compounds that are on the market. It is the **only one** that can be successfully used with cold water. It generates its own heat when mixed with cold water and does its work quicker and more effectively than those requiring hot water.

The name DESOLVO is easy to remember and well worth remembering. It is used by the plumbing trade to clean choked drains, soil and waste pipes. It will thaw out frozen rain water leaders and soil pipe stacks.

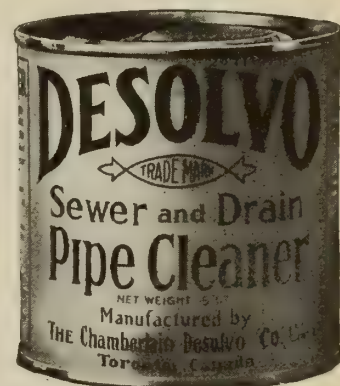
Sold by all plumbers' supply houses and jobbers throughout the Dominion.

Build Bigger Business and make big profits by selling or using Desolvo in your plumbing department.

CHAMBERLAIN DESOLVO COMPANY, LIMITED

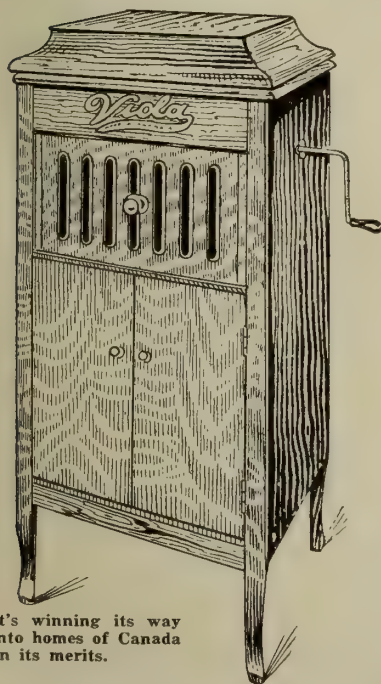
110 Church St., Toronto, Canada

General Offices, Pittsburgh, Pa.



THREE HOT SELLERS

*The Viola---a Talking Machine
as Good as the Best
That Sells at Half the Price*



It's winning its way into homes of Canada on its merits.

Over a thousand already in use throughout Canada.

Order Now for Fall

The price of the Viola places the best music within the reach of all.

Think of the great opportunities for sales this machine offers. We advise you to secure the agency now in time for Fall business. Profits are exceptionally large.

Dominion Sewing Machines

Our Colonial Design when closed resembles a beautiful music cabinet. The machine itself is superior in quality throughout and quiet running. Made in Canada.

Dominion-Reid Cream Separators Get Exclusive Territory.

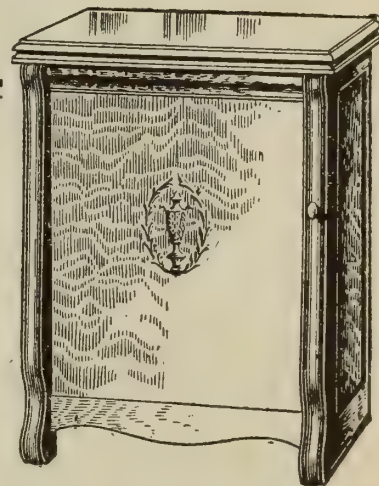
The Dominion Reid sells at a price that meets any competition, and gives you a good profit. Silent, smooth-running, simple construction. Highest grade materials; self-balancing bowl. Easily cleaned. An absolutely clean skimmer. Ask for particulars and liberal agency offer.

Write at once for exclusive "Dominion" Agency on all three profitable lines.

All Western Canada orders filled from our Winnipeg Warehouse, all Eastern Canada orders filled from our Ontario Warehouse.

It is easy to make sales with a Dominion Sewing Machine on your Floor.

The Dominion Sewing Machine & Phonograph Co.
300 Notre Dame Ave., Winnipeg, Man.



Dominion Colonial Design Sewing Machine.



THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives

The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes L. D., Winnipeg, Man.

Alabastine

The Alabastine Co., Ltd., Paris, Ont.

Aluminum

British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLean Co., Ltd., Winnipeg, Man.

Aluminum Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLean Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary.
Alta
Ware Mfg. Co., Oakville, Ont.

Ammunition

Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
W. B. Dalton & Sons, Ltd., Kingston, Ont.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories

Auto Accessories Ltd., Winnipeg, Man.
Air-Tite Mfg. Co., St. Thomas, Ont.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Canada Sales Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oil Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Cushman Motor Works, Ltd., Winnipeg, Man.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Fernald Mfg. Co., North East, Pa.
Great West Electric Co., Ltd., Winnipeg, Man.
Gutta Percha & Rubber Ltd., Toronto.
Hamilton Whip Co., Hamilton, Ont.
Homer & Wilson, Hamilton, Ont.
W. W. Hicks, Winnipeg, Man.
Hyslop Bros., Toronto.
C. Kloepper, Limited, Toronto, Ont.
Line, Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Prairie Motor Sales Co., Moose Jaw, Sask.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Wausau, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles

Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Carriage Factories, Ltd., Brockville, Ont.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Axes

Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal

Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes L. D., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton

Bars and Racks, Clothes

Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Liners

J. N. Warmington & Co., Montreal, Que.

Basins, China and Enamelled Iron

Empire Mfg. Co., London, Ont.

Batteries, Dry

Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.

Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper

Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures

Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls.
Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Bibbs, Basin and Bath Cocks, Compression

Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller

Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brake Lining

Thermoid Rubber Co., Trenton, N.J.

Brass Goods

Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods

Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods

Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels

Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
B. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Coneyor

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber

Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes L. D., Winnipeg, Man.

Belting, Cotton

Dominion Belting Co., Hamilton, Can.
Plewes L. D., Winnipeg, Man.

Blacksmiths' Supplies

D. Ackland & Son, Winnipeg.

Blankets, Saddle

Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Bolts and Nuts

Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes

Baines & Peckover, Toronto.

Boilers, Heating and Range

Empire Mfg. Co., London, Ont.

Bolts, Eye

Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic

Wm. Newman & Sons, Birmingham, Eng.

Boxes, Wood

Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools

Steel Co. of Canada, Ltd., Hamilton.

Boring Bars

Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties

Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles

J. N. Warmington & Co., Montreal, Que.

Barbed Wire

Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets

Walter Woods & Co., Hamilton.

Barn Door Hangers

Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands

Wakye Mfg. Co., Winnipeg.

Balers, Steel

Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces

Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf

Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping

J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warmington & Co., Montreal, Que.

Blasting Supplies

Dupont Powder Co., Wilmington, Del.

Building Papers

Alex. McArthur & Co., Montreal, Que.

Butter Molds

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers

Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges

Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs

The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Farmer & Bullock, Gananoque.

Bread and Cake Makers

Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills

Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms

Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Gimms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger

Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner

Progressive Mfg. Co., Torrington, Conn.

Bicycles

A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Blowers, Blacksmiths'

Can. Blower & Forge Co., Ltd., The, Kitchener.

Brooms

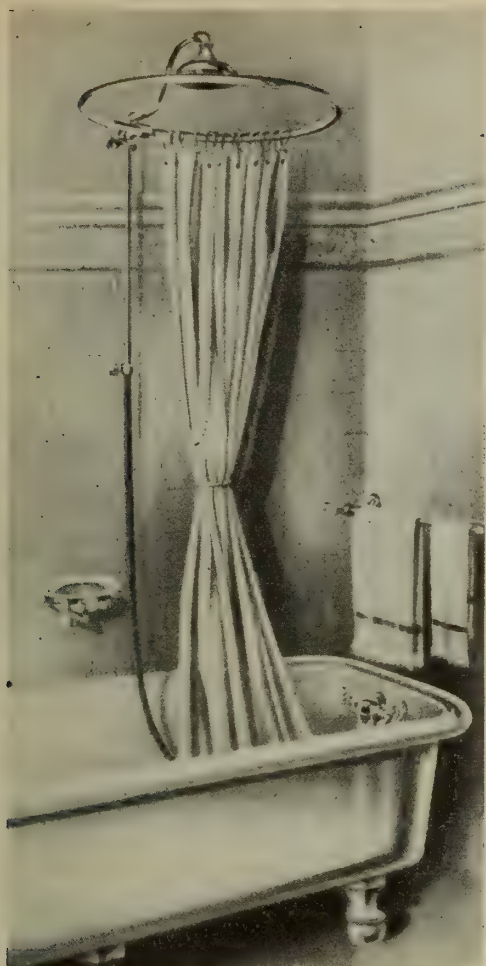
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Builders' Hardware

Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.



SPECIALIZE on SHOWERS

"EVERY SHOWER'S A BLESSING"

But **EMPIRE** Showers Beat All

WHAT WE SAY

This is a very opportune time to specialize on showers. There is no fixture in a home that would be appreciated these hot days as would a portable shower, and no fixture adds class to a bathroom more than does a shower fixture. No bath tub is complete without a shower.

Every Sanitary Engineer should boost the sales of these fixtures for more reasons than one.

First: Because a shower is necessary all the year round. Second: Because such a fixture completes the average bathroom, and third, because of the fact that no amount of bathing in a bath tub will fill the requirements of the shower.

WHAT A MEDICAL AUTHORITY ONCE SAID

At a meeting of Medical Health Officers, held some time ago, one of them was asked to express his views about plumbing and plumbing fixtures and their relationship to health. He declared that the bath tub was the worst abomination in a home unless fitted with a shower. He further stated that when a person took a bath in the regular way, and no shower was available, that that person would be no cleaner than the water in the bath tub. This same gentleman brought pressure to bear upon a number of men which resulted in a certain club building being equipped entirely with showers only.

Empire Manufacturing Co., Limited

LONDON

TORONTO



SAMUEL TREES & CO., Limited
TORONTO ESTABLISHED 1866 WHITBY

Dealers in All Kinds of Saddlery Goods
Snaps, Horse Brushes, Robes.

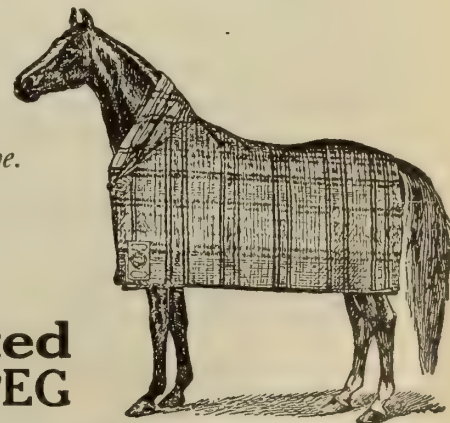
Manufacturers of Heavy Team and Lumber Harness
Long and Short Straw Horse Collars
Horse Blankets

We solicit your enquiries for any of the above.

Catalog and price lists sent on request.

Western House

THE TREES SPRIGGS CO., Limited
312 Ross Ave. WINNIPEG



THE BUYERS' GUIDE

Cabinet Hardware

Stratford Brass Co., Ltd., Stratford, Ont.

Canpers and Dividers

Caverhill, Learmont & Co., Montreal.

Goodell-Pratt Co., Greenfield, Mass.

L. S. Starrett Co., Athol, Mass.

Caliper Gauges

Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture

Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Oil

Cannon Oiler Co., Keithsburg, Ill.

Canoes

Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware

Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges

Dominion Cartridge Co., Ltd., Montreal.

Remington Arms-Union Metallic Cartridge Co.

Castings, Brass, Bronze and Aluminum

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers

Gipe-Hazard Store Service Co., Toronto.

Casters

Faultless Caster Co., Evansville, Ind.

Canada Foundries & Forgings, Ltd., Brockville.

The Toronto Lock Mfg. Co., Toronto, Ont.

Castor Oil

B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers

Bissell Carpet Sweeper Co. of Canada, Ltd.,

Niagara Falls, Ont.

Thos. Birkett & Son Co., Ltd., Ottawa.

Caverhill, Learmont & Co., Montreal.

Walter Woods & Co., Hamilton.

Casserole

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog.

Halter, Cow, Breast, Trace, Tire

McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers

Gipe-Hazard Store Service Co., Toronto

Ceilings and Walls, Metallic

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cement, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Roofing

Geo. W. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.

Brown-Boggs Co., Ltd., Hamilton.

Caverhill, Learmont & Co., Montreal.

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges

Chicago Spring Butt Co., Chicago, Ill.

Toronto Lock Mfg. Co., Toronto.

Chemical Closets

Wakye Mfg. Co., Winnipeg, Man.

Chemical Specialties

B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Vol-Peck Mfg. Co., Montreal.

Choppers, Food

Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap

Wells Bros. of Canada, Galt.

Churns, Hand and Power

Beatty Bros., Ltd., Fergus.

Thos. Birkett & Son Co., Ltd., Ottawa.

Caverhill, Learmont & Co., Montreal.

Dowdell, Lees Co., Hamilton.

Landers, Frary & Clark, New Britain, Conn.

Medalta Stoneware Co., Ltd., Medalta, Ont.

Merchants Hardware Specialties, Ltd., Calgary.

Reliable Churn Co., Toronto, Can.

Walter Woods & Co., Hamilton.

Clothes Bars and Racks

Otterville Mfg. Co., Ltd., Otterville, Ont.

Clocks

Western Clock Co., La Salle, Ill.

Clothes Racks

Walter Woods & Co., Hamilton.

Clamps

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Williams & Co., J. H., Brooklyn, N.Y.

Clippers

American Shearer Mfg. Co., Nashan, N.H.

Chicago Flexible Shaft Co., Chicago, Ill.

Closets

Wakye Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers

Dowdell, Lees Co., Ltd., Hamilton, Can.

Coffers

Canadian Woodenware Co., St. Thomas, Ont.

Stratford Mfg. Co., Ltd., Stratford, Ont.

Coffee Percolators and Urns

Canadian General Electric Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners

J. E. Beauchamp, Montreal.

Steel Co. of Canada, Ltd., Hamilton.

The Stanley Works, New Britain, Conn.

Collar Balls

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads

American Pad & Textile Co., Chatham.

Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck

Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves

American Pad & Textile Co., Chatham.

Coal Chutes

Toronto Lock Mfg. Co., Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Aids

Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam

Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless

Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel

Baines & Peckover, Toronto.

Conductor Pipe, Hooks, Heads, etc.

Metallic Roofing Co., Toronto and Winnipeg.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Wheeler & Bain, Toronto.

Empire Mfg. Co., London, Ont.

Connecting Rods

Williams & Co., J. H., Brooklyn, N.Y.

Coping Saws

Thos. Birkett & Son Co., Ltd., Ottawa.

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage

Brautford Cordage Co., Ltd., Brantford, Ont.

Consumers Cordage Co., Montreal.

Plymouth Cordage Co., North Plymouth, Mass.

Scythes & Co., Ltd., Toronto, Ont.

Corner Bead, Metallic

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cornices, Metallic

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cooking Ware

Corning Glass Works, Corning, N.Y.

Crank Shafts

Williams & Co., J. H., Brooklyn, N.Y.

Crowbars

B. J. Coghlin & Co., Montreal.

Crocks, Butter

Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Cultivators

C. S. Norcross & Sons, Bushnell, Ill.

Cutlery

Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

Geo. Butler & Co., Ltd., Sheffield, Eng.

Thos. Birkett & Son Co., Ltd., Ottawa.

Caverhill, Learmont & Co., Montreal.

Clyde Cutlery Co., Clyde, N.Y.

Geneva Cutlery Co., Geneva, N.Y.

Goodell-Pratt Co., Greenfield, Mass.

James Hutton & Co., Montreal.

Canadian Wm. A. Rogers, Ltd., Toronto.

Jonathan Crookes & Son, Ltd., Sheffield, Eng.

Lewis Bros. Ltd., Montreal.

Landers, Frary & Clark, New Britain, Conn.

Oneida Community, Ltd., Oneida, N.Y.

Wm. Rogers Mfg. Co., Niagara Falls, Ont.

J. Weiss & Sons, Newark, N.J.

Wilkinson Sword Co.

Cutters

Butterfield & Co., Inc., Rock Island, Que.

Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors

Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails

Thos. Davidson Mfg. Co., Ltd., Montreal.

Soren Bros., Toronto, Ont.

Dampers, Stove Pipe

Canada Foundries & Forgings, Brockville.

Dampers, Fire Place

Toronto Lock Mfg. Co., Toronto.

Desks, School

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.

Butterfield & Co., Rock Island, Que.

Canadian Fairbanks-Morse Co., Montreal.

Pratt & Whitney Co., Ltd., Dundas, Ont.

Wells Bros. Co. of Canada, Galt.

Display Racks and Stands

Cameron & Cameron, Toronto.

National Mfg. Co., Sterling, Ill.

Doors, Metal

Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen

Kasement Skrene Dore Co., Toronto.

Door Bolts

Canada Steel Goods Co., Hamilton, Can.

National Mfg. Co., Sterling, Ill.

The Stanley Works, New Britain, Conn.

Toronto Lock Mfg. Co., Toronto.

Door Knobs

Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks

Canadian Yale & Towne, St. Catharines.

Wm. Newman & Sons, Birmingham, Eng.

Toronto Lock Mfg. Co., Toronto.

Door Hangers

Allith Mfg. Co., Ltd., Hamilton, Ont.

Canada Steel Goods Co., Hamilton, Ont.

Taylor-Forbes Co., Guelph, Ont.

National Mfg. Co., Sterling, Ill.

Toronto Lock Mfg. Co., Toronto.

Doors, Fireproof, Metal

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Door Springs

Jas. Cartland & Son, Ltd., Birmingham, Eng.

G. W. Mallory, Blenheim, Ont.

Wm. Newman & Sons, Birmingham, Eng.

The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls

Stratford Brass Co., Ltd., Stratford, Ont.

Draining Tools

Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

North Bros. Mfg. Co., Philadelphia, Pa.

Drills, Blacksmiths'

Can. Blower & Forge Co., Ltd., The, Kitchener.

Drill Chucks

Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'

Canada Foundries & Forgings, Brockville.

Drills

Canadian Fairbanks-Morse Co., Ltd., Montreal.

Butterfield & Co., Inc., Rock Island, Que.

Goodell-Pratt Co., Greenfield, Mass.

North Bros. Mfg. Co., Philadelphia, Pa.

Pewees Ld., Winnipeg, Man.

Stanley Rule & Level Co., New Britain, Conn.

Wilkinson & Kompass, Hamilton, Ont.

Drop Forgings

Williams & Co., J. H., Brooklyn, N.Y.

Dry Colors

Brandram-Henderson, Montreal.

Canada Paint Co., Ltd., Montreal.

K. C. Jameson & Co., Ltd., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

Ottawa Paint Works, Ottawa.

A. Hamsay & Son Co., Montreal.

G. F. Stephens & Co., Ltd., Winnipeg.

Martin-Senour Co., Ltd., Montreal.

McArthur Irwin, Montreal.

Dusters

Channell Chemical Co., Toronto.

Dynamite

Du Pont American Industries, Wilmington, Del.

Dry Cells

Canada Dry Cells, Ltd., Winnipeg.

Canadian National Carbon Co., Toronto.

Canadian H. W. Johns-Manville Co., Toronto.

Canadian General Electric Co., Ltd., Toronto.

Dominion Battery Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough

Metallic Roofing Co., Toronto and Winnipeg.

Pedlar People, Limited, Oshawa.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Toronto Lock Mfg. Co., Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Wheeler & Bain, Toronto.

Egg Beaters

Louis McLain Co., Ltd., Winnipeg, Man.

Collette Mfg. Co., Collingwood.

Egg Cases

Miller Bros. Co., Ltd., Montreal, Que.

Walter Woods & Co., Hamilton.

Egg Case Fillers

Miller Bros. Co., Ltd., Montreal, Que.

Waker Woods & Co., Hamilton, Can.

Ejectors and Syphons

Jas. Morrison Brass Mfg. Co., Toronto.

Elbows

Thos. Davidson Mfg. Co., Ltd., Montreal.

Pedlar People, Ltd., Oshawa, Ont.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells

Canadian General Electric Co., Ltd., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans

Canadian General Electric Co., Ltd., Toronto.

Factory Products Ltd., Toronto, Ont.

Great West Electric Co., Ltd., Winnipeg, Man.

Northern Electric Co., Ltd., Montreal.

A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures

Canadian General Electric Co., Ltd., Toronto.



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THE BUYERS' GUIDE

- Eveners**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.
- Explosives**
Du Pont Powder Co., Wilmington, Del.
- Escutcheon Pins**
Farmer & Bulloch Co., Ltd., Gananoque, Ont.
- Extinguishers, Fire**
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
- Fanlight Openers**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
- Fanning Mills**
Cushman Motor Works, Ltd., Winnipeg, Man.
- Fasteners, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
- Farm Lighting Outfits**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.
- Faucets, Petroleum**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Feed Boxes**
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.
- Feed Cookers**
Wheeler & Bain, Toronto.
- Felts (Tarred and Carpet)**
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.
- Fencing and Gates**
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.
- Ferrules, Brass, Iron and Lead**
Empire Mfg. Co., London, Ont.
- Fibre Ware**
E. B. Eddy Co., Hull, Que.
- Files**
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompas, Hamilton.
Deskothers, Ltd., Montreal, P.Q.
- Fillers**
Boston Varnish Co., Everett Station, Boston, Mass.
- Fire Arms**
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.
- Fire Door Fittings**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
- Fire Extinguishers**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
- Fire Department Supplies**
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.
- Fireplace Fixtures**
Stover Mfg. & Engine Co., Freeport, Ill.
- Fishing Tackle and Accessories**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Flags**
Scythes & Co., Ltd., Toronto, Ont.
- Flag Holders**
International Sales Co., Winnipeg, Man.
- Flashings, Metallic**
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
- Flashlights, Electric**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.
- Flatware**
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.
- Fly Swatters**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
- Food Choppers**
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
- Force Cups**
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
- Ford Car Specialties**
Benjamin Electric Co., Toronto.
- Forges, Blacksmiths'**
Can. Blower & Forge Co., Ltd., The, Kitchener.
- Funnels**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
- Fixtures, Store**
Milbradt Mfg. Co., St. Louis, Mo.
- Furnaces**
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
- Fruit Jars**
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.
- Furniture Polish**
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Imperial Oil Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.
- Fuse Wire**
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
- Floor Stands**
Jenkins Bros., Ltd., Montreal.
- Floor Checks, Single or Double**
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.
- Flint Cloths**
John Oakey & Sons, London, Eng.
- Floor Dressing**
Imperial Oil Co., Ltd., Toronto, Ont.
- Galvanized Steel Sheets**
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Garden Cultivators and Weeders**
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.
- Garage Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.
- Garages**
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
- Garbage Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.
- Galvanized Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
- Galvanizing**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
- Galvanized Iron Cornices**
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.
- Galvanized Pipe**
Canada Metal Co., Ltd., Toronto.
- Generators**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
- Glass Jars**
Dominion Glass Co., Ltd., Montreal.
- Gas Water Heaters**
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
- Gaskets, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
- Gasoline**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.
- Gauges**
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
- Glass, Window, Plate, Ornamental**
Hobbs Mfg. Co., Montreal, Que.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.
- Glue Pots, Electric**
Superior Electric, Ltd., Pembroke, Ont.
- Blue, Sheet and Ground**
Canada Glass Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.
- Glass Cutters**
Goodell-Pratt Co., Greenfield, Mass.
- Glass Benders**
Toronto Plate Glass Importing Co., Toronto.
- Glaziers' Diamonds**
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.
- Granary Lining**
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
- Gloves**
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhart Co., Toronto.
- Gopher Poison**
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.
- Granaries, Portable, Metallic**
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Greases**
Prairie City Oil Co., Ltd., Winnipeg, Man.
- Grinders, Hand and Power**
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
- Grindstones**
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.
- Grindstone Fixtures**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Grinding Wheels**
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
- Guns**
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
- Gunsights**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Hack Saws**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
- Hack Saw Blades**
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.
- Hack Saw Frames**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
- Hack Saw Machines**
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.
- Halters**
Johnson Halter Co., Sarnia, Ont.
R. R. Kinnead, Winnipeg, Man.
- Hammers**
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
- Hammocks**
Galt Robe Co., Galt, Ont.
- Hand Drills**
Goodell-Pratt Co., Greenfield, Mass.
- Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.
- Hand Pulls**
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.
- Hangers, Door**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
P. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
- Hangers, Barn Door**
Allith Mfg. Co., Ltd., Hamilton, Ont.
- Hangers, Door and Track**
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling, Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.
- Hooks, Hat and Coat**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Hangers, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
- Hand Taps**
Wells Bros. Co. of Canada, Galt.
- Harness**
Samuel Trees & Co., Toronto.
- Hardware Specialties**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
- Hardware Shelving**
Duluth Show Case Co., Duluth, Minn.

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**Ribbed
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THE BUYERS' GUIDE

Hardware Store Fittings

Stratford Brass Co., Ltd., Stratford, Ont.

HatchetsCanada Foundries & Forgings, Ltd., Brockville.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.**Hasps**Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.**Headlights, Auto**Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.**Heaters**Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.**Heaters, Electric**Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electric, Ltd., Pembroke, Ont.**Heels and Soles, Rubber**

Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Hinges, Ornamental

The Stanley Works, New Britain, Conn.

Hinges, SpringStover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.**Hinges, Strap and Tee**Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.**Hinges, Adjustable Ball**

Toronto Lock Mfg. Co., Toronto.

Hockey Sticks

J. H. Still Mfg. Co., St. Thomas.

Hoos

Ward & Payne, Sheffield, Eng.

HoistsManitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ld., Winnipeg, Man.**Horse Singers**

Collins Mfg. Co., Toronto.

Hones, Razor

The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber

Canadian Consolidated Rubber Co., Montreal.

Horse Nails

C. Kloepper, Limited, Toronto, Ont.

Horse ShoesD. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.**Horse Shoe Pads**

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and SuppliesCanadian Consolidated Rubber Co., Montreal.
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Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Empire Mfg. Co., London, Ont.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.**Hollow Ware**

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks

Williams & Co., J. H., Brooklyn, N.Y.

Ice Cream FreezersWm. Crane & Sons Co., Ltd., Newmarket, Ont.
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North Bros. Mfg. Co., Philadelphia, Pa.**Implement Repairs**

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Jas. Morrison Brass Mfg. Co., Toronto.

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L. S. Starrett Co., Athol, Mass.

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Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.**Iron Handles**

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Iron and Steel BarsBaines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.**Iron and Steel, Structural**

Baines & Peckover, Toronto.

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Taylor-Forbes Co., Ltd., Guelph, Ont.**Irons, Gas and Gasoline**Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.**Jack Planes**

Stanley Rule & Level Co., New Britain, Conn.

Jack Screws

Canada Foundries & Forgings, Brockville, Ont.

Jardinieres

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.**Keyhole Saws**

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Knives, Putty

Bridgeport Hardware Co., Bridgeport, Conn.

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Beatty Bros., Ltd., Perth, Ont.
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Stratford Mfg. Co., Stratford, Ont.
Evan L. Reed Mfg. Co., Sterling, Ill.**Lath, Metallic**Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.**Lamps, Nitrogen and Tungsten**Basters Jackson Co., Toronto.
The Canadian Laco-Phillips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.
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Wilkes-Martin-Wilkes Co., New York.**Lamp Chimneys**

Walter Woods & Co., Hamilton.

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North American Hardware Co., Ltd., Montreal.**Lamps and Lanterns, Gasoline**

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Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
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Spielmann Agencies, Montreal.**Lamps, Tungsten**Canadian Laco-Phillips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton Ont.
North American Hardware Co., Ltd., Montreal**Lamps, Nitrogen**Canadian Laco-Phillips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton
Toronto, Montreal, Winnipeg.**Lamps and Lanterns, Gasoline and Kerosene**National Stamping & Electric Works, Chicago, Ill.
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Stover Mfg. & Engine Co., Freeport, Ill.**Lathe Dogs, Drop-forged**

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Hoyt Metal Co., Toronto.

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Stanley Rule & Level Co., New Britain, Conn.

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Benjamin Electric Co., Toronto.

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Benjamin Electric Co., Toronto.

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Prairie City Oil Co., Winnipeg, Man.
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Winnipeg Ceiling & Roofing Co., Winnipeg.

Mica

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Meters

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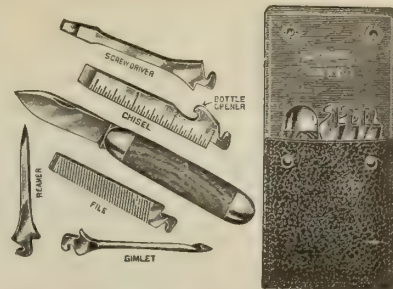
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Who Wouldn't Like to Own This Kit ?

No matter what a man's occupation may be, he will find daily use for the "So Handy" Pocket Knife Tool Kit. Autoist, Sportsman, Hunter, Farmer, Boy Scout—these, especially, will find it a pleasing and practical pocket companion. Excellent, too, for use around the home.

Outfit comprises a splendid Jack Knife with cocoa handle and an exceptionally good blade, and the following tools which can be instantly attached to the knife handle: File, Chisel, Reamer, Screw Driver, Bottle Opener, Gimlet and Rule, all made of high grade steel, carefully hardened and oil tempered.

The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.



RETAIL PRICE \$1.50.

THE BRIDGEPORT HARDWARE MFG. CO.

BRIDGEPORT, CONN., U.S.A.

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And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care.

Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO

Sweat Pads, Housings Saddle Blankets

Ventiplex Pads, Housings and Saddle-Blankets assist in greater efficiency because horses are always free from the handicap due to gall sores.

Ventiplex goods lengthen the life and usefulness of a horse by removing irritation and giving comfort. They are made of fine wool felt, sanitary, hygienic, very durable and easily washed. Warranted to make the collar fit.

Boost this line—you'll find it mighty profitable and very satisfactory.

**Burlington Windsor
Blanket Co., Ltd.**

793 King West TORONTO

TRADE-MARK
Ventiplex
PADS

Fabric Pat'd. Nov. 24, 1908.

"NO GALL SORES"

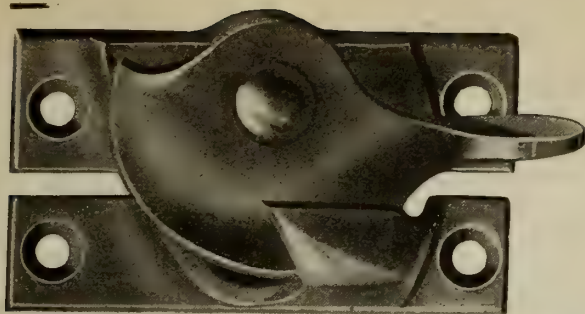
Universal Selling Price

"Keeps Horses Fit."

If any advertisement interests you, tear it out now and place with letters to be answered.

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- Mop Sticks**
Stover Mfg. & Engine Co., Freeport, Ill.
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Ford Motor Co., Ford Ont.
- Motors**
Canadian General Electric Co., Ltd., Toronto.
- Motor Cycles**
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.
- Motor Trucks**
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
- Motor Generators**
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Northern Electric Co., Montreal.
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Walter Woods & Co., Hamilton.
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Parmenter & Bulloch, Gananoque.
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Thos. Davidson Mfg. Co., Ltd., Montreal.
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Hoyt Metal Co., Toronto.
- Pine, Stove**
Cellins Mfg. Co., Toronto.
Soren Bros., Toronto.
- Pipe, Rain Water Conductor**
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Metallic Roofing Co., Toronto.
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Stowell Screw Co., Ltd., Montreal.
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Metallic Roofing Co., Ltd., Toronto and Winnipeg.

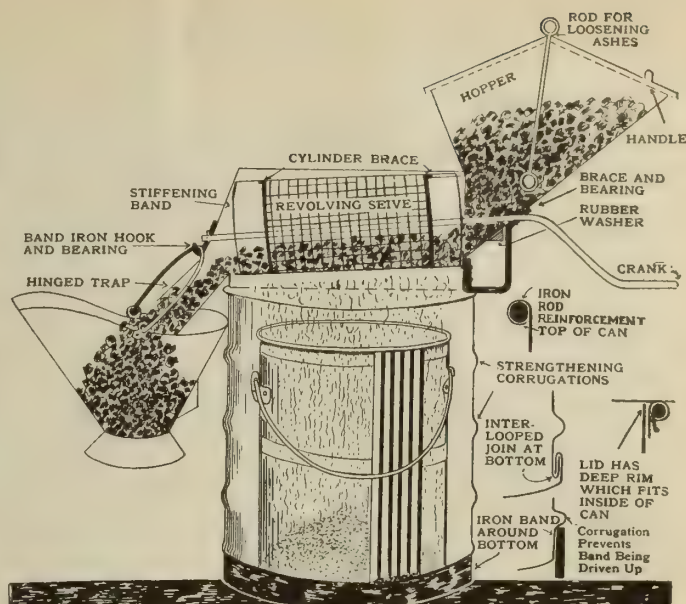


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STRATFORD, ONTARIO



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Samuels' Ash Sifter is something entirely new.

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Previously the Samuels' Sifter had the most convenient receptacle for unsifted ashes, the simplest and least laborious method of screening the ashes and the handiest means of collecting the cinders. Now, with this new method of collecting the screenings, it leaves all other sifters hopelessly behind. The Samuels' is undoubtedly the sifter for sales and satisfaction, both from your own and your customers' point of view.

J. SAMUELS 275 Queen Street West **Toronto**

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- Roofing, Ready**
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.
- Rope**
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.
- Rosin**
Fred Smith, Toronto, Ont.
- Rules**
Jas. Chesterman & Co., She., Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
- Sawset**
Chas. Morrill, Inc., New York.
- Saws, Hand and Circular**
E. C. Atkins Co., Hamilton, Can.
Henry Diston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.
- Siding, Metallic**
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
- Scales**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.
- Scoops**
Canadian Shovel & Tool Co., Hamilton, Can.
- Screws**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stowel Screw Co., Ltd., Montreal.
- Screw and Bolt Cases**
Duluth Show Case Co., Duluth, Minn.
- Screw Machines**
Stratford Brass Co., Ltd., Stratford, Ont.
- Separators**
Dominion Sewing Machine & Phonograph Co., Winnipeg, Man.
Sharples Separator Co., West Chester, Pa.
- Sewing Machines**
Northern Electric Co., Ltd., Montreal, Que.
- Shades, Electric**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
- Sheeting**
Alex. McArthur & Co., Montreal, Que.
- Sheets, Galvanized and Black**
American Rolling Mills, Middletown, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
B. & L. Samuel Benjamin Co., Toronto.
M. & S. H. Thompson, Montreal, Que.
- Shovels**
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
- Shingles, Metallic**
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
- Show Cases**
Duluth Show Case Co., Duluth, Minn.
- Shower Baths**
Empire Mfg. Co., London, Ont.
- Silo Lugs**
Otterville Mfg. Co., Otterville, Ont.
- Sinks**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
- Silver Plated Ware**
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
- Skylights, Metallic**
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
- Solder**
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.
- Sifters, Ash**
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.
- Soldering Paste**
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
- Solderall**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Soles, Half**
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plews Ltd., Winnipeg, Man.
- Soot, Destroyer**
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.
Supplies Ltd., Kentville, N.S.
- Soap Dishes**
Kinzinger Bruce & Co., Niagara Falls, Ont.
- Spades**
Canadian Shovel & Tool Co., Hamilton, Ont.
- Spark Plugs**
Canadian Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1694 St. Urbain St., Montreal.
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Sharp Spark Plug Co., Cleveland, Ohio.
- Spanners**
Williams & Co., J. H., Brooklyn, N.Y.
- Spiders**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Spinnings**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
- Spoke Shaves**
Stanley Rule & Level Co., New Britain, Conn.
- Sponge Baskets**
Kinzinger, Bruce & Co., Niagara Falls, Ont.
- Sprayers**
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
- Springs**
B. J. Coghlin Co., Ltd., Montreal, Que.
- Spring Dies**
Wells Bros. Co. of Canada, Galt.
- Stable Fittings**
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.
- Stains**
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. O. Jamieson & Co., Ltd., Montreal.
Martin-Senouir Co., Ltd., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Ottawa.
Sanderson Pearey & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
- Stampings**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
- Staples**
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Steeling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.
- Stoneware**
Medalta Stoneware, Ltd., Medicine Hat, Alta.
- Store Fixtures**
Cameron & Campbell, Toronto.
- Stoves**
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Clare Bros., Preston, Ont.
Bert Conway, Winnipeg, Man.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Chas. Pawcett, Ltd., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
Galt Stove & Furnace Co., Ltd., Galt, Ont.
Gurney Foundry Co., Toronto.
Hall-Byrd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
D. Moore Co., Ltd., Hamilton, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.
- Stoves, Fireless Cook**
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.
- Stoves and Ranges, Electric**
Superior Electric, Ltd., Pembroke, Ont.
- Stoves, Gasoline**
National Stamping & Electric Works, Chicago.
- Stove Lining**
Geo. W. Reed, Montreal.
- Stove Pipe**
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
O-Rib-O Mfg. Co., Winnipeg, Man.
Safe & Stove Pipe Co., Ltd., Toronto, Ont.
Sheet Metal Products Co. of Canada, Toronto.
- Steel, Cold Rolled Band**
J. N. Warrington & Co., Montreal, Que.
- Stretchers, Curtain**
Otterville Mfg. Co., Otterville, Ont.
- Stretchers, Wire**
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.
- Steel, Reinforcing**
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg.
- Steel, Strip**
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton.
- Steel Lockers and Shelving**
Dennis Wire & Iron Works, London, Ont.
- Stencils and Ink**
Hamilton Stamp & Stencil Co., Hamilton.
- Steamers and Boilers**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Steel Bending Brakes**
Steel Bending Brake Works, Chatham.
- Steel, Mild, Sleigh Shoe, Tire**
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg.
Steel Co. of Canada, Hamilton.
- Staws, Friction**
Toronto Lock Mfg. Co., Toronto.
- STUCCO BOARD**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
- Sweet Pads**
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
- Switches, Switchboards**
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
- Supply Pipes, Iron and Brass, Bath and Basin**
Empire Mfg. Co., London, Ont.
- Tacks**
Steel Co. of Canada, Ltd., Hamilton, Ont.
- Talking Machines**
Dominion Sewing Machine & Phonograph Co., Winnipeg.
- Tanks, Cistern**
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt, Ont.
- Tanks, Galvanized Steel**
Empire Mfg. Co., London and Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Taps**
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.
- Tap Holders**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
- Tapping Attachments**
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.
- Tape, Rubber Friction**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
- Tapes, Measuring**
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
- Tarpaulin**
Scythes & Co., Ltd., Toronto, Ont.
- Tea Pots and Urns, Tea Ball**
Landers, Fray & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
- Tents**
Scythes & Co., Ltd., Toronto, Ont.
- Terne Plates**
A. C. Leslie & Co., Ltd., Montreal.
- Thimbles, Smoke Pipe**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Tiles, Metallic**
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
- Tiling, Walls and Floor**
Barton Netting Co., Windsor.
- Tiling, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
- Tinsmiths' Machinery**
Brown, Boggs Co., Hamilton, Ont.
- Tinware**
Soren Bros., Toronto, Ont.
- Tin Plate**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
- Tire Carriers, Automobile**
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.
- Tires and Tubes, Automobile and Motor Truck**
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Co., Ltd., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Vokes Hardware Co., Ltd., Toronto, Ont.
- Tires and Tubes, Bicycle**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.
- Tire Accessories**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.
- Trucks**
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Kribs, Wm. A., Hespeler, Ont.
- Truck Supplies**
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
- Tools**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.
- Tools, Blacksmiths'**
D. Ackland & Son, Winnipeg.
Can. Blower & Forge Co., Ltd., The, Kitchener.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
- Tool Cabinets**
Eagle Mfg. Co., Hamilton, Ont.
- Tools, Garden**
Eureka Planter Co., Woodstock.
Ward & Payne, Sheffield, Eng.
- Tools, Harvest**
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.
- Tools, Logging and Lumbering**
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.
- Tool Holders**
Williams & Co., J. H., Brooklyn, N.Y.
- Toys**
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal.
A. C. Gilbert Co., New Haven, Conn.
Lumber Products, Ltd., Winnipeg, Man.

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SEASON 1918-1919

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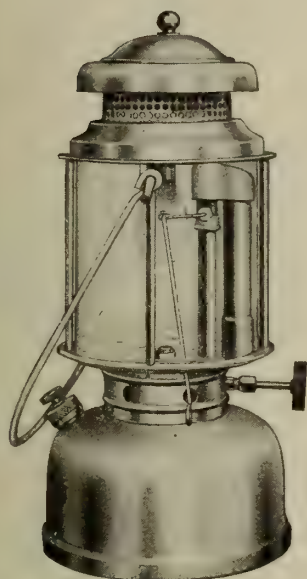
The speeding up of industry, intensive agriculture, needs of army and navy, represent innumerable activities and afford opportunities and an immense field for the sale of these appliances.

MAKE THE "STORM KING" LANTERN YOUR LEADER

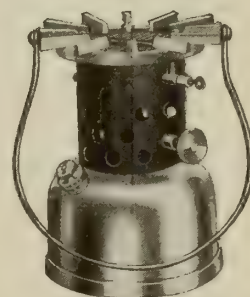
Sell them right off your shelves, then inform yourself on these other goods and prepare to take orders for Table Lamps, Hanging Lamps, Bracket Lamps, Chandeliers, Sad Irons, Camp Stoves, Lighting Systems.

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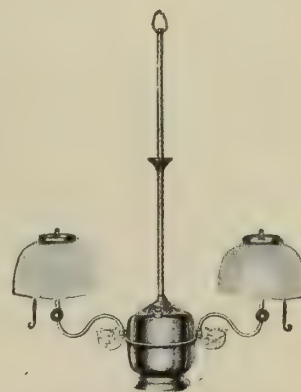
"Storm King" Lantern



"Handy" Camp Stove.



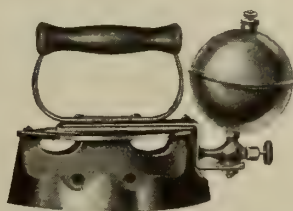
No. 10 Table Lamp.



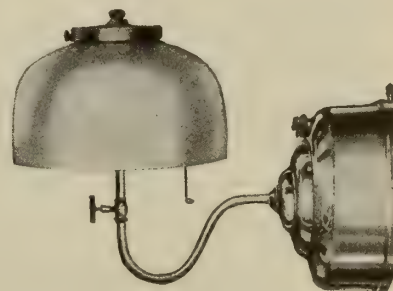
No. 202 Chandelier.



No. 203 Hanging Lamp.



"Comfort" Iron.



No. 207 Bracket Lamp.

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CHICAGO, ILL., U.S.A.

THE BUYERS' GUIDE

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L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Towel Bars

Kinsinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead

Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Traps, Game

Oneida Community, Ltd., Niagara Falls, Ont.

Troughs

Beatty Bros., Fergus, Ont.

Trammel Points

Stanley Rule & Level Co., New Britain, Conn.

Trowels

H. Diston & Sons, Toronto
Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse

Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares

Henry Diston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Trailing Devices

Cleveland Stone Co., Cleveland, Ohio

Tungsten Lamps

Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Lamp-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Vivid Electric Lamp Co., Toronto.

Turning Tools

Ward & Payne, Sheffield, Eng.

Tubs

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Eddy & Co., E. B., Hull, Que.

Tub Stands, Folding

Otterville Mfg. Co., Otterville, Ont.

Tumbler Holders

Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass

B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tubing, Steel

Standard Tube & Fence Co., Woodstock

Turpentine

Brown Corporation, Portland, Maine.
Fred Smith, Toronto.

Twines

Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vacuum Cleaners and Sweepers

Bissell Carpet Sweeper Co. of Canada, Ltd.,
Niagara Falls, N.Y.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Standard, Globe, Angle and Check

Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Milwaukee Valve Co., Milwaukee, Wis.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check

Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes

Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal

R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Percy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business

Canada Carriage Factories, Ltd., Brockville, Ont.
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Ventillators, Metallic

Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises

Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plews Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe

Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers

Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware

Gregg Mfg. Co., Ltd., Winnipeg, Man.

Wagons

Woodstock Wagon Mfg. Co., Woodstock, Ont.

WALLBOARD

Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Warmers, Foot

Chicago Flexible Shaft Co., Chicago, Ill.

Washers

Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Otterville Mfg. Co., Otterville, Ont.
Wilkinson & Kompass, Hamilton

Washers, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Washing Machines, Electric, Hand and Power

Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Northern Electric Co., Montreal
John Watson Mfg. Co., Winnipeg, Man.

Waste, Cotton

Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Wash Tubs

E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Water Supply Systems

Empire Mfg. Co., London, Ont.

Weather Stripping

Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Swan Mfg. Co., Winnipeg

Wedges

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits

Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Weeders, Garden (hand)

C. S. Norcross & Sons, Bushnell, Ill.

Weights

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Well

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wholesale Hardware

Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.

Rice, Lewis & Sons, Ltd., Toronto

Wm. Stairs, Son & Morrow, Ltd., Halifax, N.S.
W. H. Thorne & Co., Ltd., St. John, N.B.
White's, Ltd., Collingwood, Ont.
Wood Vallance & Co., Winnipeg, Man.
Vokes Hardware Co., Ltd., Toronto, Ont.

White Lead

Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows and Doors, Kalameined and Metal
Metallic Roofing Co., Toronto and Winnipeg

Wipers

Scythes & Co., Ltd., Toronto, Ont.

Wire Cloth

B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters

Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops

Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire

Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats

B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Rope

Baines & Peckover, Toronto.

Wrapping Paper

Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plews Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.

Wrench Sets

Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator

Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet

L. S. Starrett Co., Athol, Mass.

Wrought Nipples

Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings

Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand and Power

Beatty Bros., Fergus, Ont.

Wrenches, Ratchet

L. S. Starrett Co., Athol, Mass.

Wrenches, Ratchet

Spelman Agencies, Montreal

Wrenches, Ratchet

L. S. Starrett Co., Athol, Mass.

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L. S. Starrett Co., Athol, Mass.

Wrenches, Ratchet

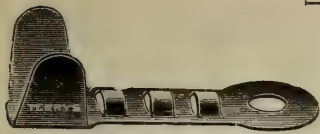
Spelman Agencies, Montreal

Wrenches, Ratchet

L. S. Starrett Co., Athol, Mass.

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.



with
TERRY'S
quality
is—
a tradition

TERRY

for
Small Metal Parts
for
Manufacturers

—no matter how intricate—or what kind of metal—we can give you what you want—of guaranteed accuracy, too—and supply the quantities you need. We have over 60 years' specialized experience, and more than 60 highly specialized departments to place at your service. May we quote for your needs—to prints, or samples?



Herbert Terry & Sons, Ltd.
The Spring and Press Work Specialists
Redditch England
Established 1855 All British

Hardware Specialties that are Trade Winners

Dependable Goods at
Reasonable Prices



"Dominion" Ladder

Otterville Mfg. Co., Limited
OTTERVILLE, ONT.

"Dominion" and
"Gardner" Step
Ladders—Fold-
ing Wash Tub
Stands—Ironing
Boards—Clothes
Bars—Curtain
Stretchers—
Quilting Frames
—Wire Stretch-
ers—and Post
Hole Diggers.

Write for prices.
We give inquiries and orders
prompt attention.

Wouldn't this look nice on your counter?

This is the handsome display
stand—flying the Union Jack,
as you will note—that is selling

CANE'S CANADIAN-MADE PENCILS

for dealers everywhere and
netting them good big profits
as a result.

The appearance of the stand is
attractive—it gets attention
quickly and keeps on selling
the pencils without any effort
on the part of the dealer.

Each stand contains half a
gross—tipped and finished in
six different colors, one half of
which sticks up.

Your wholesaler can send you
one. It costs you \$2.40, and
the pencils retail at 5c each.



The Wm. Cane & Sons Company
Limited
NEWMARKET, ONTARIO

MANUFACTURERS

SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
LIMITED

482 WELLINGTON ST. W., TORONTO

5 Queen Street, Montreal

1206 McArthur Bldg., Winnipeg

C. KLOEPFER, LIMITED

Edward Halloran, General Manager

44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL

HEAVY HARDWARE

AUTOMOBILE ACCESSORIES

GLUE

IN PACKAGES

Put up in the way that best appeals to the people—that's "Brantford"

GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

CANADA GLUE CO., Limited, Brantford, Ont.



PATENTED

Box Strapping of all Kinds

Acme Box Strapping means more business and more money to you on account of its quality. Write for prices and catalogues.

Acme Steel Goods Company of
Canada, Limited
MONTREAL

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

LACE LEATHER

in

Sides, Backs and Cut;
Raw-Hide and Tanned

W. TAYLOR

TANNER

PARRY SOUND, ONT.

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

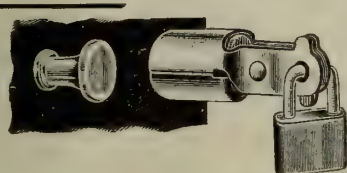
CUTLERY

By seeing that the exact
mark is on each blade



SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



Sell this
Vest Pocket Lock
for
Chevrolet Cars

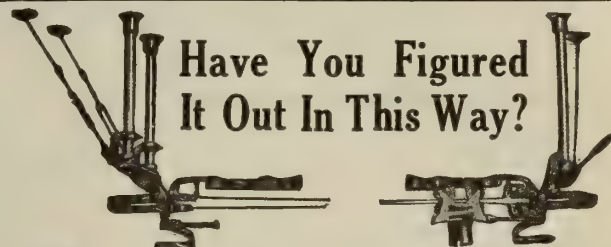
Every Chevrolet owner will want this lock. Easy and simple to operate. Inexpensive.

Dealers, write us.

Manufactured by

HOMER & WILSON

1-5 Lancaster Street HAMILTON



Have You Figured
It Out In This Way?

A salesman running to and from a cash office or register fifty times in a day requires, in the average, say, fifteen seconds each way. Detention at office for change making, thirty seconds, or ninety seconds to obtain change for each sale.

To be continued in our next advertisement.

P.S.—Nothing in the above is stated about the double check which our service affords against errors.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach St., Toronto, Can.

Standard Tube & Fence Co.
LIMITED

Manufacturers of

Woven Wire Fencing for Farm and Ornamental purposes, Farm and Ornamental Gates, Steel Tube Fence Posts, and a full line of fencing materials,

also

Butted and Welded, sizes
3/8" to 2", 14 to 20 gauge.

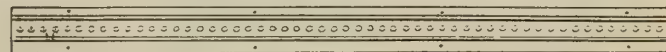
WOODSTOCK

ONTARIO

Linoleum Binding
An All Canadian
Guaranteed Line!

Be sure and specify "Best's" Linoleum and Oilcloth Bindings. There's a guarantee behind them by a solid Canadian firm.

BEST WEATHER STRIP CO., LIMITED
HAMILTON, CANADA



**NOVA SCOTIA STEEL
& COAL CO., Limited**
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

MILBRADT LADDERS



will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.

155 E. 13th Street,
St. Paul, Minn., U.S.A.



Distributors for Eastern Canada:
Supplies, Limited, Kentville, N.S.
Distributors for Middle West:
Moncrieff & Endress, Ltd., Winnipeg, Man.
CANADA WITCH COMPANY, LIMITED.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BADGES

Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.



STOVE & ELECTRICAL MICA

Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.

CLIMAX BALER CO

MANUFACTURERS OF BALING PRESSES
HAND-BELT OR ELECTRIC POWER

EMERALD & BURTON ST. HAMILTON ONT

ALLEN FLUX
NON-ACID—FOR SOLDERING

Use ALLEN Fluxes for safe, strong, dependable soldered joints—any metal to any metal. Sample stick or paste, salts or liquid, free.

at it since '93

BISSETT & WEBB, LIMITED
126 Lombard St., Winnipeg, Can.

TRADE SAWYER MARK

STITCHED CANVAS BELTS
"THE QUALITY BELT"

PLEWES LIMITED, WINNIPEG
At good concern to do business with

BATH ROOM FITTINGS



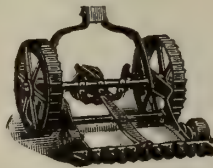
KINZINGER, BRUCE
& CO., LIMITED

NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.

The PARMENTER BULLOCH CO., Ltd

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



NORCROSS Garden Cultivator-hoe

"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.



Manufacturers of Builders' Hardware, Castings and Steel Stampings.

NATIONAL HARDWARE CO. LIMITED

QUEBEC ONTARIO SARASOTA

Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK Retail Prices
Challenge adjustable Leg Bands 15c per doz. 85c per 100
Single spiral colored bands 20c per doz. 90c per 100
Three spiral colored bands 25c per doz. \$1.25 per 100
Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

THE RIDEAU SPECIALTY CO.
H.E.ROSS MANUFACTURERS SMITHS FALLS ONT

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN WILCKES CO
115 WILLIAM ST NEWYORK

DENNISTEEL

Made in Canada

Lockers
for
Factories
Stores, Offices
Etc.



THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON

VLIT FURNITURE & AUTOMOBILE POLISH

Velvet Finish Instantaneous,
Lighter Labour, Troubles Over.

VLIT is guaranteed to polish Paints, Varnishes, Enamelware, Pianos, Floors and Furniture. Also Burlap, Linoleum, Fancy Leathers and other things too numerous to mention.

VLIT does not contain one drop of acid which is the great destroyer of furniture.

VLIT prevents mud from adhering to automobiles.

VLIT makes old cars look new.

VLIT licks up dirt and polishes in one movement.

VLIT must make good or we will

Made in Canada

Direction-- Shake bottle, moisten lightly a soft clean cloth, rub briskly four or five movements are sufficient, when a brilliant polish is the result DO NOT use a second cloth to polish.

SAUNDERS & CO Selling Agents.
3 St. Nicholas St., MONTREAL.

BRITANNIC MILLS

Manchester England

Blue
Twill
Cloth



De Ro Brand

DesRochers, Limited Montreal, Que

Emery
Grains Four
Made from
Pure
Turkish
Rock

Our Celebrated Hollow Cable Clothes Line Wire

is correctly woven for strength, pliability and smoothness

The Western Wire and Nail Co., Limited

LONDON, ENGLAND

Wire Nails, Coiled Springs, Barb and Plain Wire, Oils and Lubricated Wire Staples, Twist Nails, etc.



Wanted

HELP WANTED

HARDWARE TRAVELER FOR CITY OF
Toronto. Apply Box 81, Hardware and Metal, Toronto.

YOUNG, ENERGETIC HARDWARE TRAV-
eler for Western Ontario. Apply Box 88, Hardware and Metal, Toronto.

EXPERIENCED COMMISSION MEN FOR
Manitoba, Saskatchewan, Alberta and British Columbia, to call on hardware and furniture trade in small towns as well as large. Territory must be covered often, therefore prefer one man to cover one or two provinces only. Give full particulars and references in first letter. Box 49, Hardware and Metal.

WANTED—AT ONCE, EXPERIENCED HARD-
ware clerk, one not liable for military service. Apply, stating age, experience and salary required. Fred W. Karn, Woodstock, Ont.

WANTED—AT ONCE, EXPERIENCED HARD-
ware clerk. State age and experience and salary expected. Prefer personal application. A. Ballantyne, Brantford.

WANTED—FIRST CLASS HARDWARE CLERK
exempt from M.S.A. Experienced window dresser preferred. Box 407, Hardware and Metal.

SITUATIONS WANTED

MARRIED MAN, THIRTEEN YEARS' EX-
perience, three wholesale, ten retail, open to make change. Good references. Box 305, Hardware and Metal.

CAPABLE AND EXPERIENCED HARDWARE
traveller, twelve years' experience in wholesale and retail trade in Maritime Provinces and Eastern Ontario, wants position as traveller for hardware or paints and oils. D. S. HIGGINSON, 1018 Cote des Neiges Road, Montreal.

WANTED BY TRAVELLER WITH FIFTEEN
years' experience among hardware merchants in Ontario. Would consider side lines on commission basis. Box 201, Hardware and Metal.

HARDWARE POSITION WANTED IN THE
city by a full-fledged hardware salesman, show card writer and window dresser; one with twelve years' wholesale and retail experience. Best of references. Apply Box 409, Hardware and Metal.

AGENCIES WANTED

AGENCIES WANTED HALIFAX AND NOVA
Scotia. Experienced sales manager invites correspondence from high grade manufacturers' hardware or similar lines. Commission or salary basis. Could carry local stock. Box G161, Hardware and Metal.

AGENCIES WANTED FOR PROVINCE OF
Quebec and Eastern Canada. We are constantly in touch with hardware jobbers of this territory. Write Box 50, Hardware and Metal, Montreal.

AGENTS: EXCLUSIVE TERRITORY FOR
"World's Best System of Lightning Protection." Big profits and large volume of sales for hustlers. George E. Thompson Lightning Rod Co., Owatonna, Minn.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or change your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

FOR SALE

FOR SALE—ONE BOWSER COAL OIL PUMP
and one hundred gallon tank. Price, \$60. Good as new. Also one inside Bowser Gas Pump only, used very little, \$40. Fraser Bros., Bradford.

HARDWARE BUSINESS IN PORT DOVER.
Stock and fixtures about \$4,500. Reason for selling, ill health. J. G. James, Port Dover, Ont.

STEAM RADIATORS IN FIRST CLASS CON-
dition: 2—13 coils, 34" high; 2—11 coils, 34" high; 2—4 coils, 34" high 1—5 coils, 34" high; 1—7 coils, 34" high; 1—8 coils, 22" high. Box 123, Lucan, Ontario.

MISCELLANEOUS

STOVE REPAIRS FOR GARLANDS, PEN
Esthers, Acmes, Sunlights, Silver Kings, Souvenirs, Welcomes, Crown Hurons, Peninsulars, Jewels, Pandoras, Favorites, Imperial Oxfords, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

WAREHOUSE AND FACTORY HEATING
systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT EVERY
employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY IN-
stalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

ADDING TYPEWRITER WRITE, ADD OR
subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

THE SUREST WAY FOR THE MANUFAC-
turers' agent to connect with good live firms is to sell the manufacturers who read Hardware and Metal all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

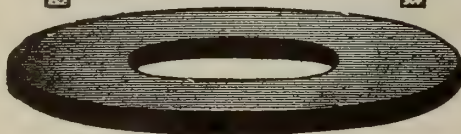
PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Felloe
Plates; Sheared and Punched
Plates; Malleable Washers and
Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

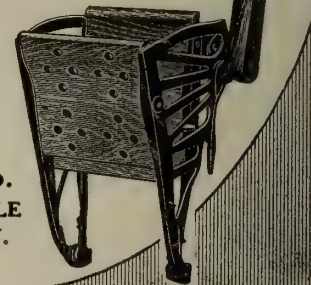
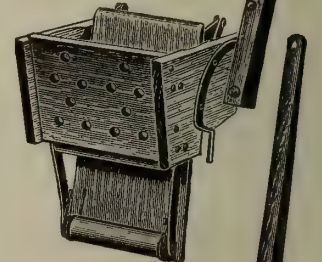


White MOP WRINGERS

EASE OF OPERATION, THEIR
GREAT UTILITY AND THEIR SUB-
STANTIAL CONSTRUCTION, COM-
BINED WITH THEIR
PRICE, MAKES THE
WHITE MOP
WRINGER A RAPID
SELLER.

Made of malleable iron
and the best of hard
woods — Maple or
Birch. Fits any kind
of pail and wrings the
mop thoroughly.

It has more than one use
— often used for fruit and
vegetable presses and
works perfectly. The ad-
vent of the White Mop
Wringer proved a boon
to the housewife—it sells
itself and is a good
profit-maker.



White Mop
Wringer Co.
FULTONVILLE
N.Y.

Makes Money for You

Black Diamond Tarred Felt,
Joliette and Cyclone Brands.
Sheathing, 2 and 3-ply. Ready
Roofing.



Black
Diamond
Tarred
Felt

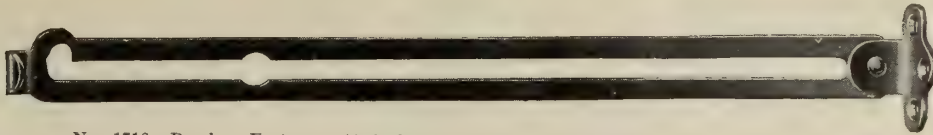
Saves money for your customer

All kinds of Sheathing made at
our own mills. Also full line of
wrappings.

ALEX. McARTHUR & COMPANY, LIMITED

82 MCGILL STREET, MONTREAL

The Oribio Mfg. Co., Ltd., Winnipeg, Man., is our Sole Selling Agent for the Northwest Provinces



No. 1718: Peerless Fastener—10 inches long. With this hanger storm windows can be quickly and easily put up and taken down.



No. 1715: Latest type of Peerless Storm Sash Hanger. The angle on the hook and on the head of the eye guides the eye up and over the hook so that storm sash may be hung easily and quickly from the inside of the building. It is necessary only to set the storm sash in its proper groove in the casing, and, using this groove as a guide, to push the sash up.



No. 1716: Heavy Wrought Steel Hanger.



No. 1724: Light Hanger.

WITH coal scarce extra precautions will be necessary this winter to make certain that windows are in proper condition to withstand zero weather and to provide ventilation as desired. For substantial, convenient, correctly designed equipment you will recommend

Stanley Peerless Storm Sash Hangers and Fasteners

FOR storm sash, Stanley Hardware is of exceptional value, making hanging and removal easy and keeping the storm sash in correct position.

These are products that are called for. Be sure your stock is complete.

*Send for latest Stanley Hardware Catalog
—mailed free on request.*

The Stanley Works

New Britain, Conn., U.S.A.

Canadian Representative:

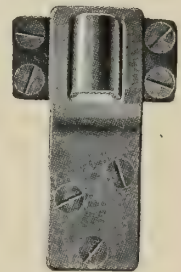
A. MacFarlane & Company
Coristine Building, Montreal

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinrold Box Strapping, and Cold Rolled Strip Steel.

Stanley Garage Hardware is adaptable for factor and mill use.



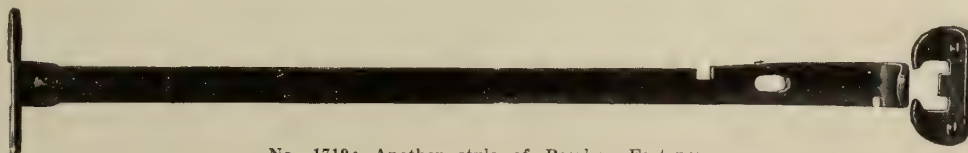
No. 1715: Applied to storm sash.



No. 1717: Holds the sash firmly, preventing it from rattling.



Window Closed.



No. 1719: Another style of Peerless Fasteners.



You cannot be reminded too often that this symbol represents the best there is to be had in rubber goods. It is distinctive of honest worth and merit in the rubber article to which it is attached. Behind it is the guarantee of the oldest and largest rubber manufacturing organization in Canada.

No matter what your rubber need may be, it can be supplied to the best advantage through the Dominion Rubber System. Our experts are at your service to give advice and to show you how to get the best results in the use of rubber as applied to your particular need.

The service of a Dominion Rubber System expert is free to those who will write our nearest branch.

Canadian Consolidated Rubber Co., Limited

HEAD OFFICE - MONTREAL

Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver and Victoria

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Here's a Reliable Line for Fall Selling That Will Bring Good Profits!



Each fall there is an increasing demand for
 Ironing and Bake Boards
 Clothes Bars
 Step and Extension Ladders
 Step Ladder Stools

These lines are always good fall sellers and profits are good, too.

No. 35 is of Basswood top, 58" x 14", Hardwood legs. Supplied with sleeve board if desired.

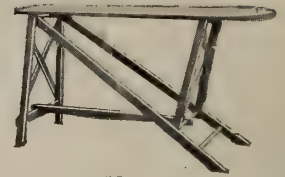
No. 31—4½' long, width at big end 11".

No. 32—5' long, width at big end 12".

No. 33—5' long, width at big end 14".

Clothes Boards exceptionally strong—built for service. Made of selected hardwood. Also the popular Stratford line of Step and Extension Ladders, Lawn and Verandah Furniture, Folding Chairs and Tables, Kitchen Cabinets, etc.

Write for Catalog.



No. 35



The Faultless

The Stratford Manufacturing Company, Ltd., Stratford, Ont.

Advertisement pulls for five months, and still at it.

The Hobart Manufacturing Company, Toronto, makers of Store Equipment, received a reply the other day from a merchant in the British West Indies, to an advertisement of theirs in CANADIAN GROCER of October last. That merchant evidently keeps every issue of his business paper on file. He is not the only merchant who does so.

A Canadian merchant required a particular iron product. He remembered that it had been advertised by a certain firm TEN years before in the MacLean Business Newspaper to which he subscribed. He was able to turn up his files to that very advertisement, and he placed his order.

MacLean Business Newspapers add this extra long life to the advertisements that appear in their pages. The business men who subscribe to them read them thoroughly from first page to last.

MacLean Business Newspapers are kept on file by their readers. They are continually being referred to for business facts. They are continually being referred to for particulars of advertised goods, and for addresses of advertisers. MacLean Business Newspapers reach the business communities interested in your goods. Write to-day for advertising rates of the Business Newspaper most interesting to the readers you want to reach.

THE MACLEAN PUBLISHING COMPANY

Publishers of MacLean's Magazine, Farmers' Magazine, The Financial Post, Canadian Grocer, Canadian Machinery, Hardware and Metal, Dry Goods Review, Men's Wear Review, Bookseller and Stationer, Sanitary Engineer, Power House, Printer and Publisher, Marine Engineering, Canadian Foundryman.

153 UNIVERSITY AVE., TORONTO



*See Us
at the
Toronto
Exhibition*

We will have the usual quality exhibit that you expect from Gurney-Oxford and we will be very glad to see our many old and new friends in the trade.

And let us add—see to your season's ordering early. Supplies are none too plentiful.

**“If it's a Gurney-Oxford,
there can be nothing' better”**

This statement has been made and repeated by buyers for many years—ever since 1845, in fact. That's the kind of a stove line to have, quality, prestige, cumulative advertising, aggressive sales methods are Gurney - Oxford forces that will influence your whole business towards success.

THE GURNEY FOUNDRY CO., LIMITED

TORONTO---Also at Montreal, Winnipeg, Calgary, Vancouver

COMMUNITY PLATE

Modeled Handle KNIVES

An Exclusive COMMUNITY Feature

THE popularity of the new and exclusive Community Modeled Handle Knife has brought an enormous increase in sales. Dealers everywhere find this a winner, both because of its unusual beauty and exceedingly low cost.

The handle of this new knife is moulded from soft steel by our exclusive process—then welded permanently to a crucible steel blade, highly tempered to afford keenness and flexibility. Every curve and delicate outline—even the “feel”—of the most expensive knife—is retained. Yet the cost is comparatively low. For instance: A set of six medium modeled handle knives sells to the consumer for \$6.00.

Furnished in Adam, Patrician, Sheraton and Georgian designs.

ONEIDA COMMUNITY

Limited

NIAGARA FALLS, ONTARIO

ADAM
Design

PATRICIAN
Design

HARDWARE^{AND} METAL

Vol. XXX

PUBLISHED EVERY SATURDAY SINCE 1888

August 31

No. 35

THE MACLEAN PUBLISHING COMPANY, LIMITED

1918

PUBLICATION OFFICE: TORONTO, CANADA

ROOFING CANADA

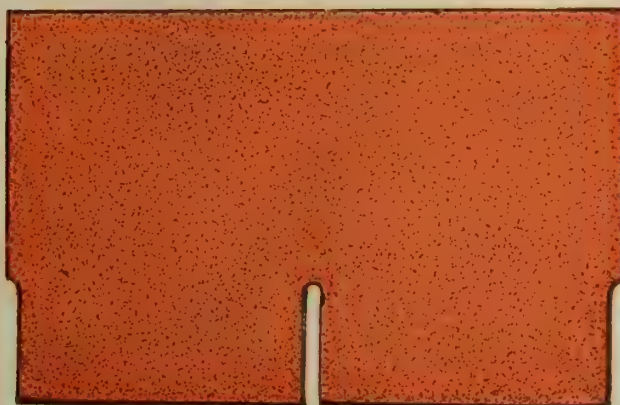
Neponset Paroid and Neponset Twin Shingles

THE merits of Neponset Slate Surface Paroid as a fire and weather resisting roofing are known from coast to coast.

Neponset Twin Shingles faced with crushed slate, red or green, on a body identical with the famous Paroid will be in great demand this year.

Are you, Mr. Dealer, overlooking the opportunity for profit that Neponset Twin Shingles offer you.

Write now for particulars of our exclusive agent proposition.



BIRD & SON, LIMITED
Hamilton, Ont.

The Largest Manufacturers of Roofing and Roofing Felts in Canada

Canadian Rolling Mills Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

B A R IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

CANADIAN TUBE & IRON CO., LIMITED

MONTREAL

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Colonial Wire Mfg. Co., Limited

Manufacturers of

SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized).

CANADIAN TUBE & IRON CO., LIMITED

MONTREAL



TRADE

MARK

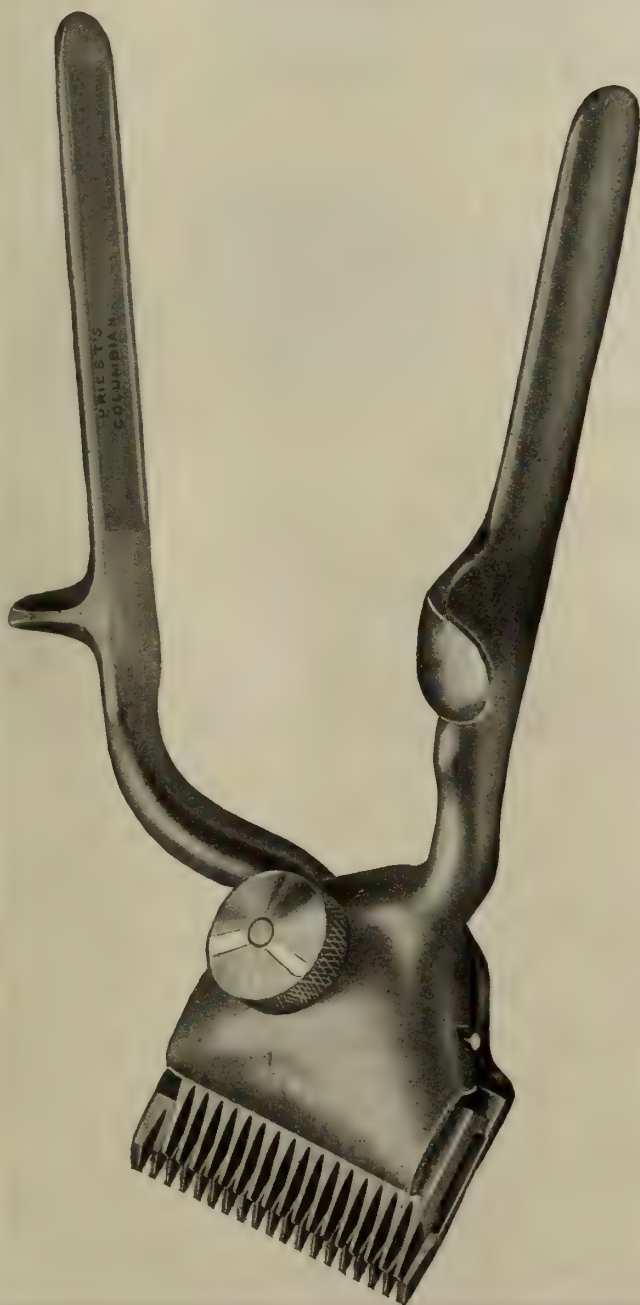
Priest's Toilet Clippers

You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents





"P. & W. Co." SMALL TOOLS


**Taps, Dies, Reamers,
Milling Cutters, Drills**

Highest Grade Materials—Expert Workmen—
Quality absolutely guaranteed.


**PRATT & WHITNEY CO.,
OF CANADA, LTD.**

Dundas Ontario Canada


Montreal, 723 Drummond Bldg.; Vancouver,
609 Bank of Ottawa Bldg.; Winnipeg, 120
McArthur Bldg.




Yale Products



Padlocks




Night Latches



made in Canada

Door Closers

Builders' Hardware



The dealer who sells Yale products does two things: he makes certain of profitable sales and customer-satisfaction. There are no weak links in the Yale line.

The name "Yale" helps make the sale

Canadian Yale & Towne Ltd., St. Catharines, Ont.

Help Win the War ---in the Kitchen

Encourage the vast army of housewives in the conservation of the Nation's food supply. Help them by supplying war-time kitchen utensils to carry on the good work.



UNIVERSAL

HOME NEEDS

Save the Wheat

with UNIVERSAL Bread Maker. Makes nutritious, clean and wholesome bread out of wheat substitutes. Does the mixing and kneading in three minutes. Hands do not touch the dough.



Save the Food

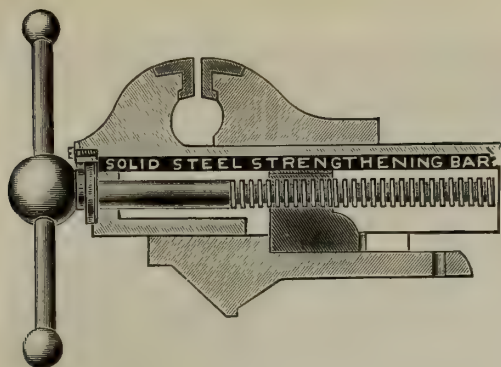
with UNIVERSAL Food Chopper. A war-time utensil which is playing a leading role in the saving of food in the home; palatable dishes are made from left-overs which would under ordinary conditions go to waste.



Aluminum Percolator, makes coffee without boiling, extracts all the good and none of the bad from the coffee bean. With the UNIVERSAL percolating process the coffee is delicious in its making with all its strength and aroma preserved.

LANDERS FRARY & CLARK
NEW BRITAIN - - - CONNECTICUT

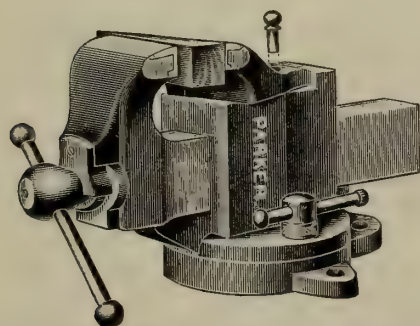
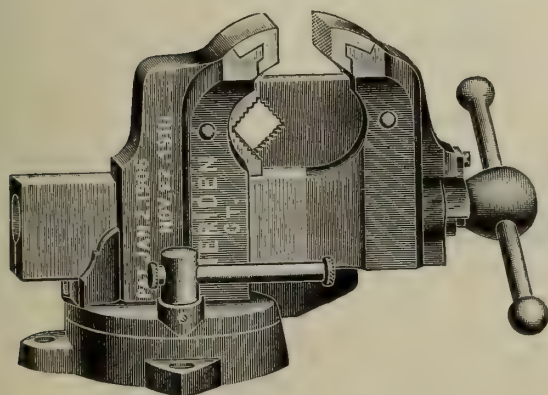
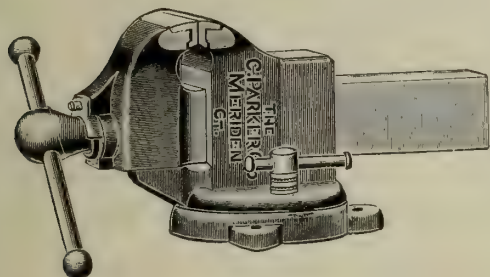
Canadian Representative: A. McFarlane & Company, Montreal



PARKER

Slide Strengthener Solid Steel Bar

The sectional Cut shows (in black) the Solid Steel Strengthening Bar inserted the entire length of the Slide Bar, rendering the Slide or Moveable Jaw practically unbreakable; this patented improvement used only on Parker Vises and on the best grades only.



You Can Secure Steady
Sellers by Placing
Orders for

PARKER'S VISES

We offer the largest stocks of

PARKER'S VISES

and the biggest assortment of any house
in Canada

LEWIS BROS. LIMITED MONTREAL

Quick Service Mail Order Department

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUP-
PLIES, SPORTING GOODS, CUTLERY, PREPARED
ROOFING, PAINTS and GLASS

If any advertisement interests you, tear it out now and place with letters to be answered.

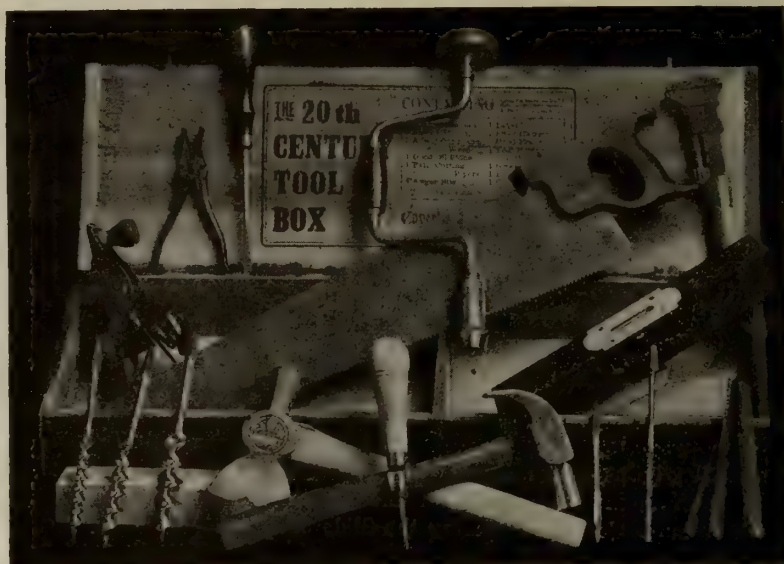
A Tool Set

for

Farmers

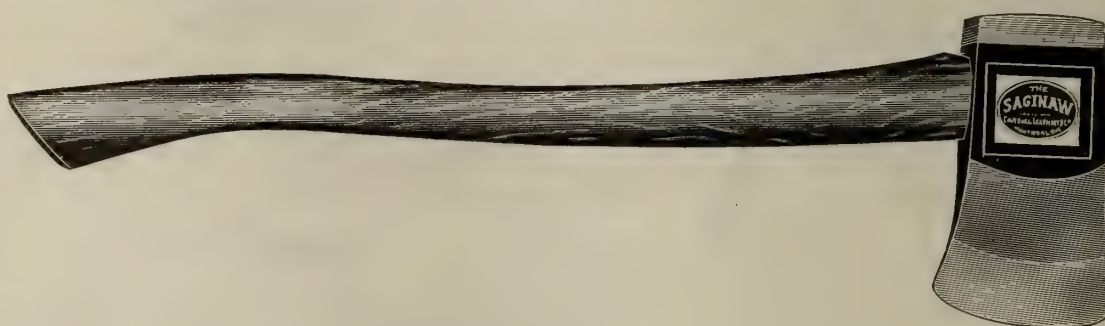
or

Householders



“Our 20th Century” contains the most needed and useful tools for all around work.

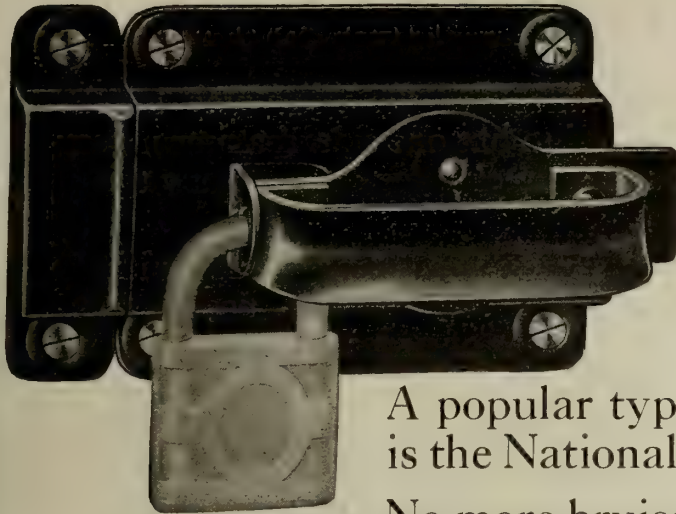
Packed in a varnished box with hinged cover. Price within reach of all. By offering this set a dealer can often sell an outfit of tools instead of a few pieces.



Order your fall supply of Chopping Axes now. Handled or unhandled. All grades. Right Prices.

Caverhill, Learmont & Co.

MONTREAL

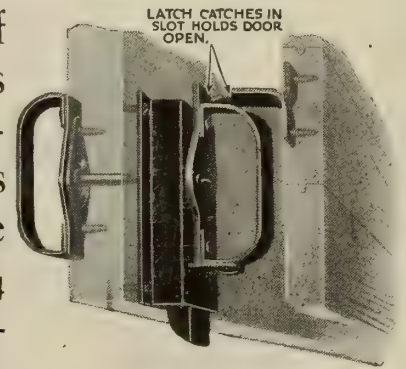


Sell this steel latch with an unbreakable rust proof lock

A popular type of Latch for swinging doors is the National No. 25.

No more bruised and scraped knuckles when opening the door—the handle is placed back of centre of case, away from the jamb, preventing any injury to the hand. No more flattened or broken handles by banging against building—the little catch holds the door open, also positive lock is guaranteed by the wide opening in the strike, even if the door should sag. No. 25 can be locked with a padlock, as illustration shows.

No. 25 is entirely of steel with exception of spring, which is of unbreakable solid brass that will not rust. Bolt is large, is sherardized and has rounding face, which works easily on the roller-shaped edge of the strike. It is adjustable for doors $\frac{3}{4}$ in. to $2\frac{1}{4}$ in. thick. Installed by simply boring a half-inch hole for handle, and inserting screws.



Packed the "National" way, one in a box, with screws and catch to hold door open. Five dozen in a case, weight per dozen, 20 pounds.

Write for a copy of our 1918 catalogue

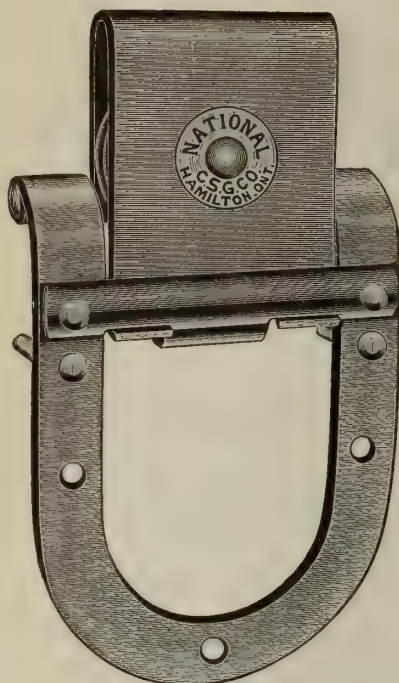
National Manufacturing Co.

STERLING, ILLINOIS

Canadian Eastern Representatives:

RICHARDSON & BUREAU

55 St. Francois—Xavier St., Montreal



THE "NATIONAL" HANGS 'EM ALL

No matter what thickness the door may be the National is attached to but one side, making it very easy to apply and adaptable for doors of any thickness.

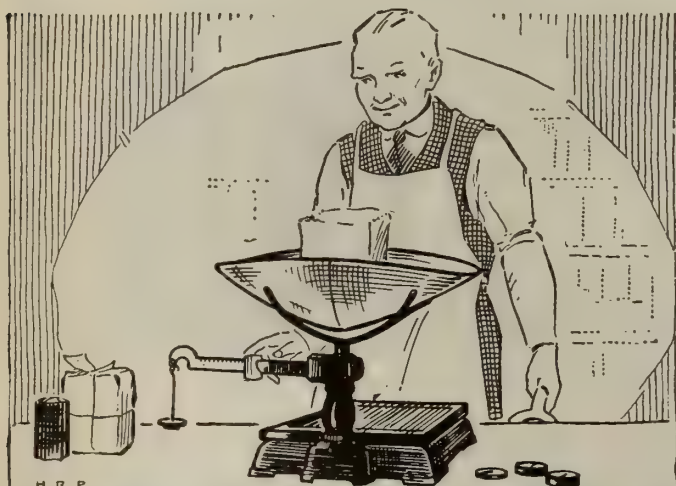
The National is simply but strongly built entirely of steel, is fitted with roller bearings, has no complicated parts to get out of order and cannot jump the track.

All parts are heavily japanned except name plate, axle and bolts, these are galvanized.

Packed the convenient, attractive way, one pair in a box with bolts for attaching.

You can make good profits and meet all competitors with hangers and track manufactured by

Canada Steel Goods Company, Limited
HAMILTON, CANADA



Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton,
Windsor, Winnipeg, Saskatoon, Calgary,
Vancouver, Victoria.



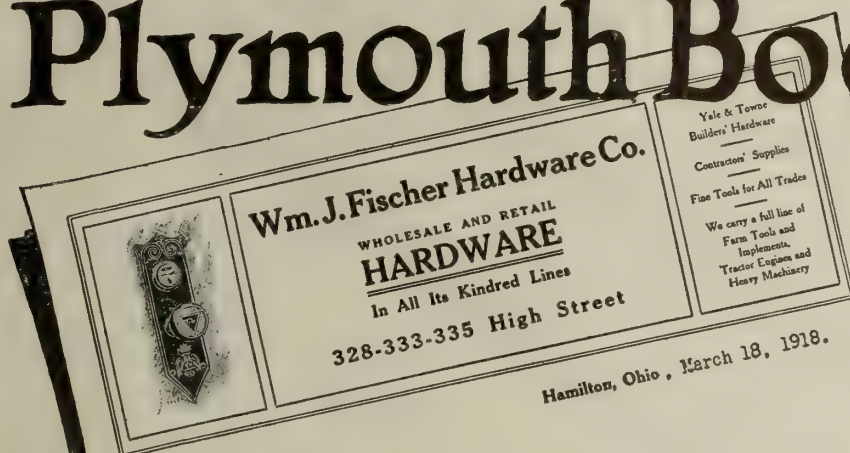
Canadian Rivet Forges are built to last.

Easy running blower, powerful, uniform blast, rigid steel plate construction.

Write for Catalog 100-19.

Canadian Blower & Forge Co.
Kitchener, Ont.

Here is another Plymouth Booster



Plymouth Cordage Co.,
North Plymouth, Mass.

Gentlemen:

It is a pleasure for us to reply to your letter of February 25th, relative to "Rope by the Foot" Schedule Card, which you sent us.

We certainly think it is a capital idea and a system, which every hardware merchant with pep and get-up should use. It eliminates time as well as a possible temper.

Trusting that the merchants over the country take to this fast and kindly and thanking you for writing us, we are

Yours truly,

WM. J. FISCHER HDWE. CO..

Per P. C. Harmany.

Plymouth Rope

When sold by the foot shows a materially increased profit in the
Rope Department.

Are you selling Plymouth Rope by the foot?

Now is a good time to begin.



Plymouth Cordage Company
North Plymouth, Mass.

Welland, Can.



"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

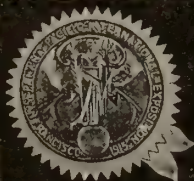


A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

OFFICIAL
AWARD
RIBBON



PANAMA PACIFIC
INTERNATIONAL
EXPOSITION
SAN FRANCISCO
1915

Chas. H. Smith
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PRESIDENT OF THE SUPERIOR JURY

Wm. E. Smith
DIRECTOR OF EXHIBITS

Wm. E. Smith
SECTY OF THE INTERNATIONAL
AWARD SYSTEM

**MEDAL
OF
HONOR**
DEPARTMENT OF
MANUFACTURES AND
VARIED INDUSTRIES

Wm. E. Smith
CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG
NO. 55.

**TRIMONT
MFG. CO.**

55-71 Amory Street
Roxbury, Mass.
U.S.A.



TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



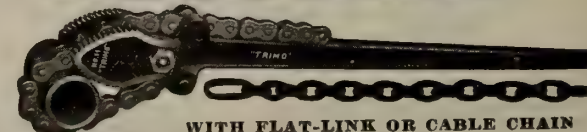
TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

TACKS



TACKS FOR EVERYBODY

AUTO TRIMMERS
CARRIAGE TRIMMERS
BASKET MANUFACTURERS

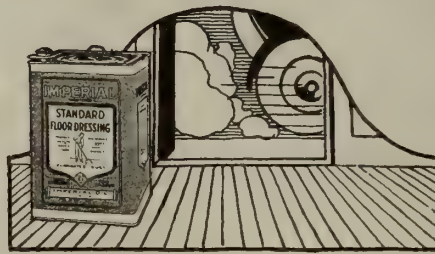
CARPET LAYERS
SHOE MANUFACTURERS
UPHOLSTERERS

Heads that will not break off
And Points that meet the demand

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON

MONTREAL



LAYING THE DUST

90% of the ever-present atmospheric dust in your store can be captured and held.

STANDARD Floor Dressing

does this and more in your store. It keeps the goods on the shelves cleaner and fresher looking, and adds a note of tidiness and brightness to the whole store.

It definitely lays the dust because it is a sanitary, non-evaporating, wood preserving product. A gallon will take care of 500-700 square feet of surface, and one application will last for several months if the accumulating dust and dirt are swept regularly with a stiff brush or broom. Easily and quickly applied with an ordinary sprayer.

Sold in one and four gallon cans and in barrels and half barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

Why You Should Be A Michelin Dealer

20

Michelin Tires "Shine" By Comparison

The more thoroughly a comparison is made between Michelin and other tires, the more evident does Michelin Superiority become.

Take for instance, a comparison of cross-sections such as that shown in the illustration herewith. Note the superior sturdiness of the Michelin section on the right. No matter what make of tire you compare with Michelin in this way,

Michelin superiority is evident.

Armed with the material for making such demonstrations, is it any wonder that Michelin dealers so easily convince prospects about Michelin's extra weight and superior quality?

Write to-day for Michelin's Dealer Proposition.

Michelin Tire Co. of Canada, Ltd.
782 St. Catherine St. W., Montreal



MICHELIN

The 'Feel' of a Good File

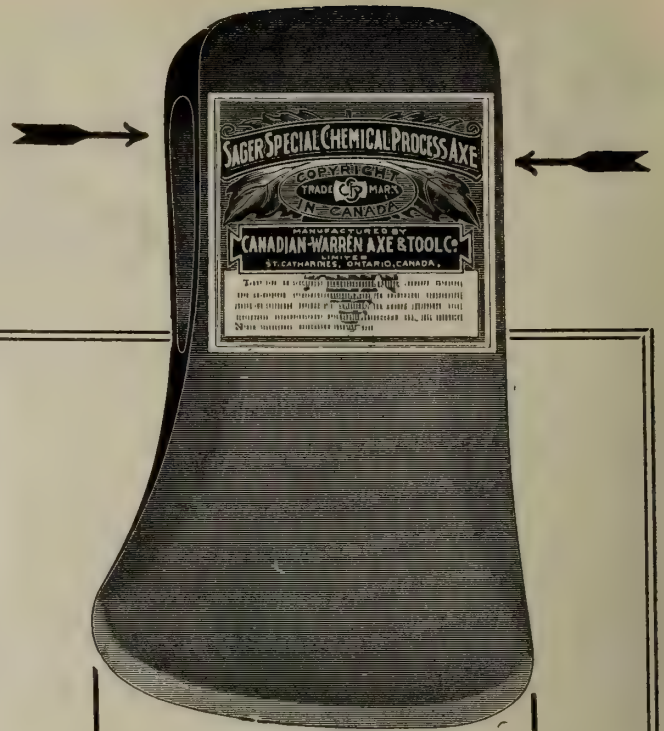
Did you ever watch a really capable mechanic test a file? He has a way of passing a sensitive thumb over its teeth. Instinctively, unfailingly, he thereby determines whether it is fit for use.

This man always chooses "*Famous Five*." He never buys blindly. He can "*feel*" that a "*Famous Five*" is right. He can feel its sharp, keen-cutting teeth, arranged in rows of perfect uniformity. There is no doubt in his mind. He buys "*Famous Five*." He makes sure of satisfaction.

To get this trade and satisfy him specify "*Famous Five*" Files when ordering from your jobbers.

**KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE**

Made in Canada by



WHY NOT BE GUIDED
BY THE JUDGMENT OF
HUNDREDS OF WELL
KNOWN LUMBERMEN,
WHO ACKNOWLEDGE
THE SUPERIORITY OF

"SAGER AXES"

AND

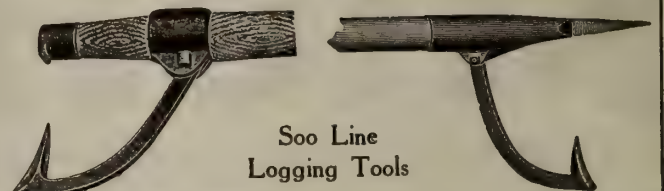
**"SOO LINE"
LOGGING
TOOLS?**

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED

ST. CATHARINES, ONT.



"Quality **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

The name "METALLIC" is a profit-name for our Dealers

For over 30 years we have been consistently advertising the Metallic line as a "quality" line and our dealers are always the first to be called upon when metal building specialties are required.

OUR BIG LINE INCLUDES:

METALLIC CEILINGS
METALLIC WALL PLATES
METALLIC BRICK AND ROCK
FACE SIDING
METALLIC GARAGES

EASTLAKE SHINGLES
EASTLAKE TANKS
EMPIRE SILO ROOFS
EMPIRE CORRUGATED IRON
CLAPBOARD SIDING

ACHESON ROOF LIGHTS
HALITUS VENTILATORS
TROUGH (Die-Stamped)
PIPE (Tight Seam)
RIDGE FINIALS, etc.

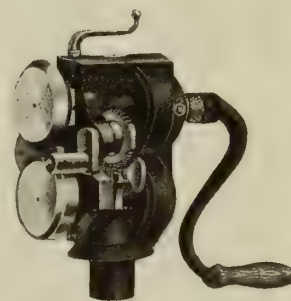
We back up our dealers with up-to-date advertising matter, by referring local prospects to them, by assisting them to close local business, by giving them quality goods first, last and always.

Let us send you our catalogue and latest price list. If you want to make money, we know we can interest you.

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

SMALL MACHINES

Are Made for Service. They Combine
Durability, Speed and Accuracy



No Tinshop can afford to be without a set of these machines

We manufacture a full line of Tinner's Tools

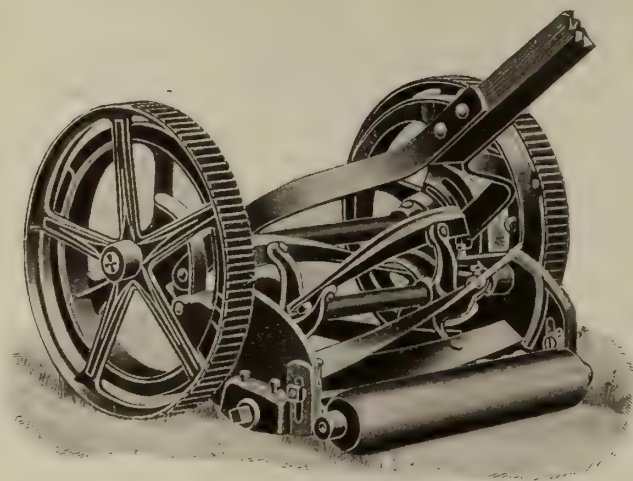
Drop us a line for full particulars and prices



The Brown-Boggs Co., Limited
Hamilton, Canada

Now Is Time To Order Spring Goods

An Advance In Prices Anticipated



Prices issued to jobbers on next season's goods are subject to change without notice.

In quotations on

**Lawn Mowers
Spring Hinges
Screen Door Sets
Tree Pruners
Lap Spouts, etc.**

we anticipate an increase in the near future, and therefore urge you to order now on all lines you can afford to carry in stock. We are also ready with a popular line of **stove pipe dampers** for Fall and Winter business.

If your jobber cannot furnish you with prices, we will be glad to sell direct on receipt of a request.

TAYLOR-FORBES COMPANY, LIMITED
HEAD OFFICE AND WORKS: GUELPH, ONTARIO

For Temporary Construction



There is always a strong demand for a thoroughly reliable, waterproof, durable roofing at a low price. Our Standard Mohawk Roofing meets this demand. It has been tested for years and found entirely satisfactory.

Standard Mohawk Roofing

is specially recommended for covering the roof and sides of temporary homes, factories, saw mills, bunk houses, sheds, camp sites, etc.

Standard Mohawk consists of the same grade of felt and asphalt as our famous Brantford Asphalt Roofing but is lighter in weight and sanded on one side only. One weight only—40 lb. per square.

The same grade of roofing with a smooth surface—Mohawk Rubber Roofing—comes in 35 lb., 45 lb. and 55 lb. weights.

Another excellent roofing for the same purposes is our Leatheroid Roofing. Not quite so durable as Mohawk, but lower in price—35 lb., 45 lb. and 55 lb. weights.

We make roofings suitable for every purpose, for covering the humble shack and the costly home, the temporary saw mill and the permanent, fire-proof factory.

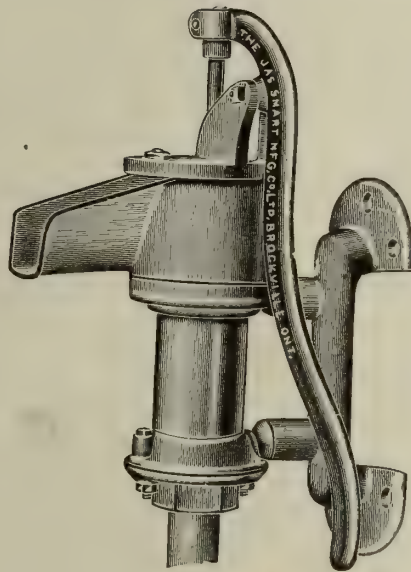
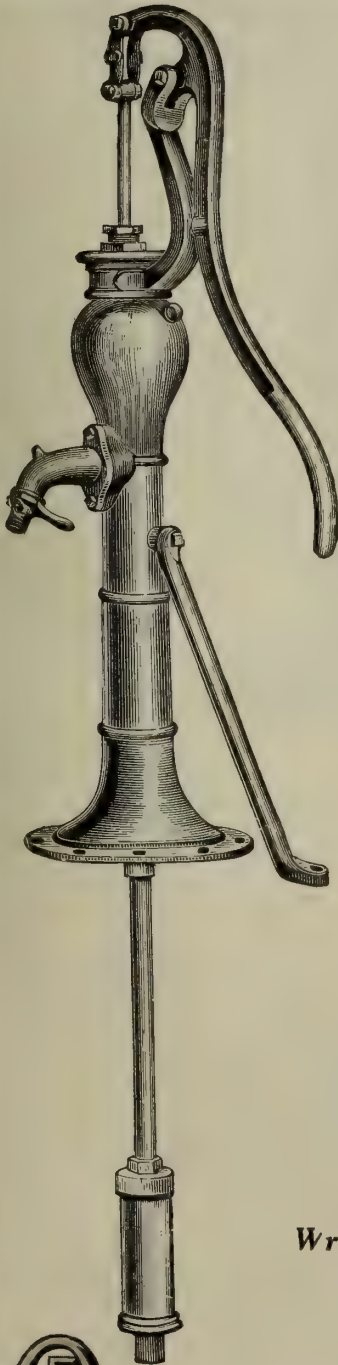
Brantford Roofing is a profitable line for the dealer to handle.

Brantford Roofing Co., Limited

Head Office and Factory, Brantford, Canada
Branches at Toronto, Montreal, Halifax

CANADA FOUNDRIES & FORGINGS LIMITED

PUMPS



Complete Line of
**CISTERN, WELL
AND
FORCE PUMPS**

PROMPT ATTENTION GIVEN
ALL ORDERS RECEIVED

Write for our latest Pump Catalogue

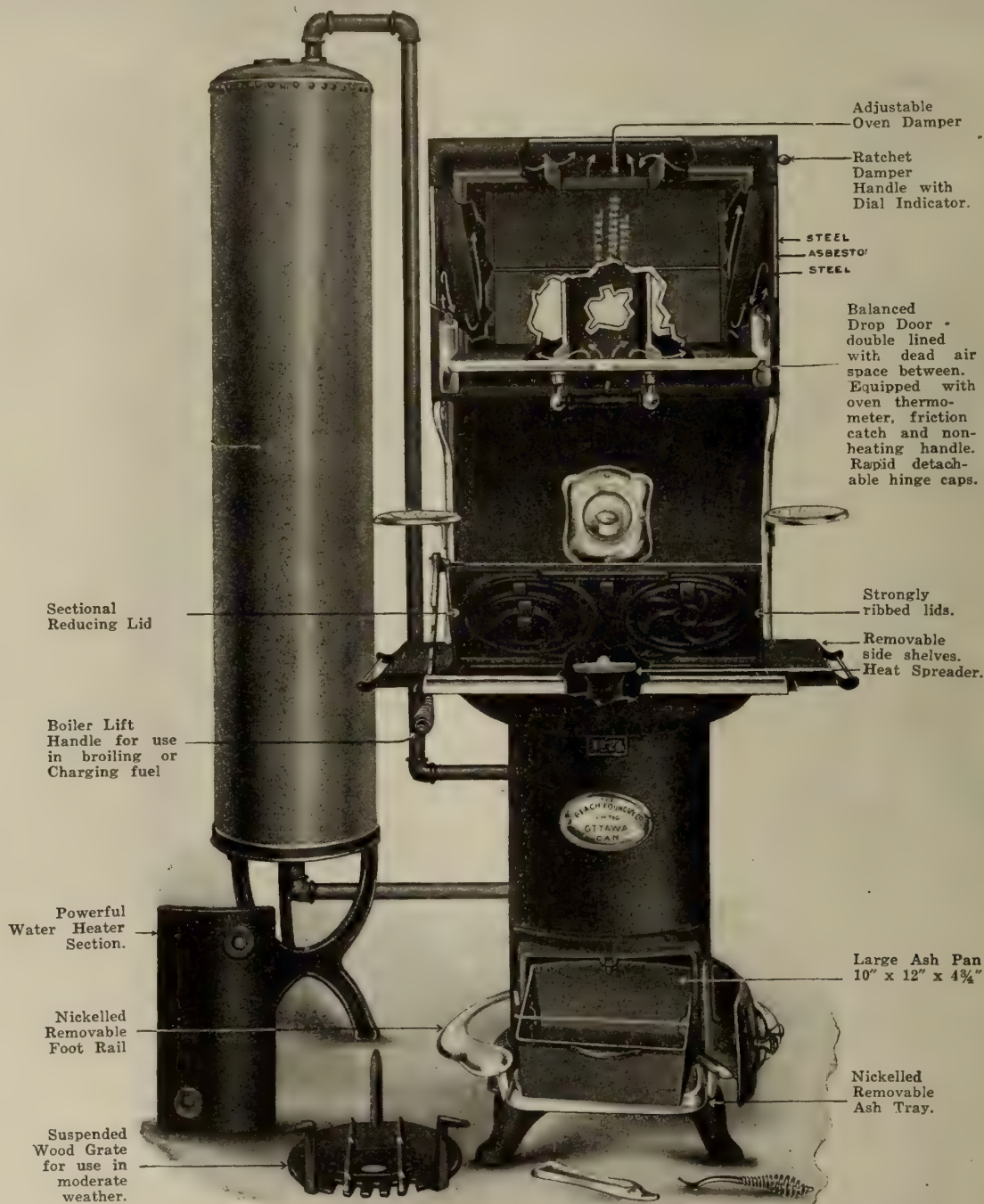
PRODUCED AT
THE JAMES SMART PLANT
Brockville, Ont. Winnipeg, Man.



THE "COMPOSITE"

The Combination Device for Heating, Cooking and Baking
Entirely New—Fully Guaranteed—Perfectly Satisfactory.

Merits were quickly recognized and dealers are now hustling for territory



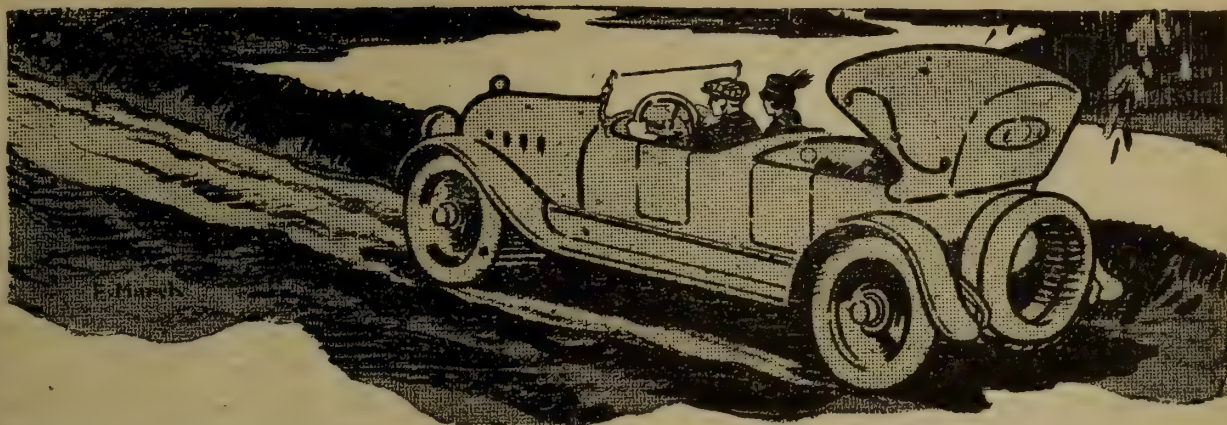
SECTIONAL ILLUSTRATION OF 9-24 COMPOSITE WITH PLAIN PANEL.
(See "Composite" illustration in August 24 issue).

Descriptive illustrations mailed on request.

SEE OUR LINE DISPLAYED AT TORONTO AND OTTAWA EXHIBITIONS.

THE BEACH FOUNDRY CO., LIMITED
OTTAWA - ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.



Polarine Customers Come Back

MORE motors in Canada are lubricated by Polarine than by any other lubricant. It is recognized as an absolutely dependable and absolutely uniform product.

Polarine always satisfies. It makes the kind of customers that come back. It is one of the best business builders you can put in stock.

Polarine
FRICTION REDUCING MOTOR OIL

Makes a Good Car Better

The merits of Polarine are well known because of consistent and liberal advertising. Polarine buyers are good customers. Coming regularly to your store, they will buy many other things as well as Polarine.

Give every customer what he wants. Handle the complete Polarine line. Two grades — Polarine and Polarine Heavy for cylinder lubrication. Polarine oils and greases for transmission and differential lubrication. Attractive

sealed cans, half-gallon, gallon and four-gallon. Also 12½-gallon steel kegs, half-barrels and barrels.

There is 33 1/3% or more profit and 100% of customer-satisfaction in every Polarine sale you make.

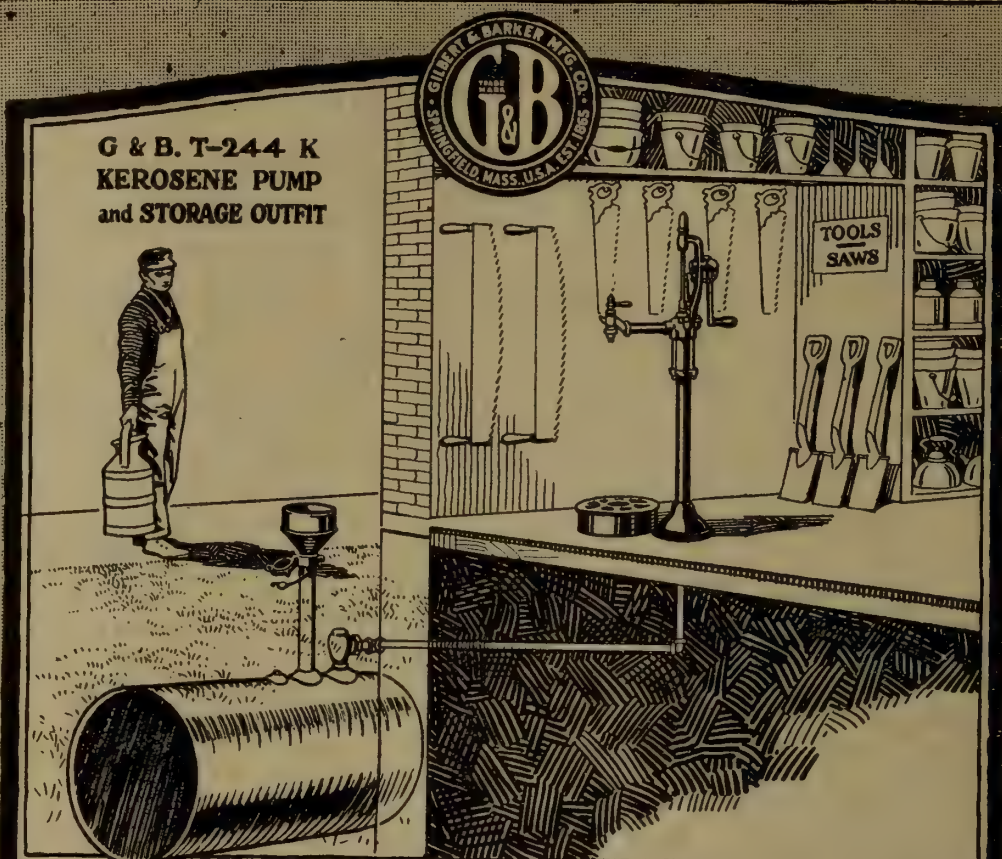
We have an attractive proposition for you if you are not now handling Polarine. Write to Imperial Oil Limited, 56 Church Street, Toronto, for our POLARINE booklet on AUTOMOBILE LUBRICATION if you have not received your copy.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of Gargoyle Mobiloils in Canada

BRANCHES IN ALL CITIES



**G & B. T-244 K
KEROSENE PUMP
and STORAGE OUTFIT**

Store and handle Kerosene Safely and Conveniently

Safety, convenience, economy in storing and handling kerosene or coal oil—those are the advantages a Gilbert & Barker T-244-K Pump and Storage outfit gives you.

Storage in a G&B underground tank insures cleanliness—minimizes fire risk. Tank is of best quality of open-hearth soft steel, galvanized by the hot process. All seams are welded by the oxy-acetylene process. Tank may be filled from outside.

The T-244-K Pump delivers the oil directly into the consumer's can without overflow or waste. Eight turns deliver an accurate Imperial gallon. No measure or funnel to handle or lose. The recording meter and discharge register records in gallons and pints the total amount of oil pumped up to 1,000 gallons and then repeats.

Such an outfit pays for itself many times in the saving of oil, time and labor it gives.

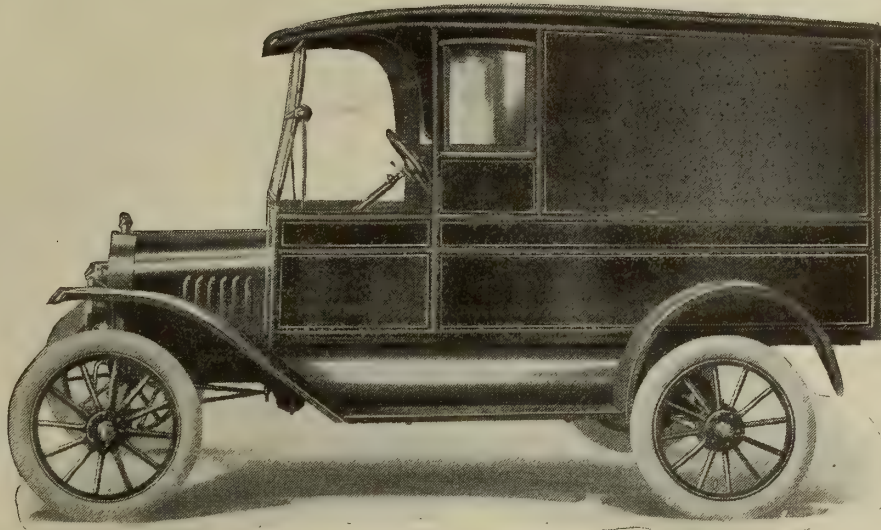
Write for catalogue or call at any branch of Imperial Oil Limited.

SAVE OIL

IMPERIAL OIL LIMITED

*Canadian Distributors of Gilbert & Barker Gasoline and
Lubricating Storage Outfits*

BRANCHES IN ALL CITIES



Style No. 4. This Beautiful Body \$138.00

Babcock Commercial Bodies

Every merchant delivers goods in as handsome style as he can afford. It is mighty good advertising. A swell looking delivery body reflects credit and makes for popularity.

Will You Be Our Agent?

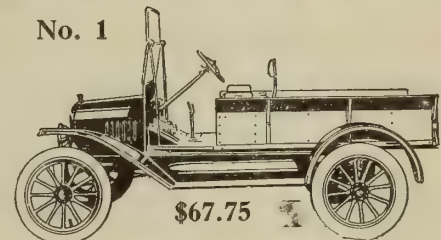
Write for Illustrated Folder
Prices and Terms

Good Looks is not the only good argument for the Babcock Body—not by any means.

Steel Construction — ribbed, angled and bolted with steel, makes all Babcock Bodies rigid, durable, economical.

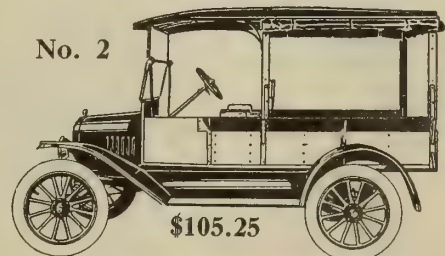
Interchangeable — Standardized — Any of the four styles are interchangeable with very little trouble; bolts and brass and all parts fit exactly. Made "standardized" to fit any make of car. Name your Chassis when ordering.

No. 1



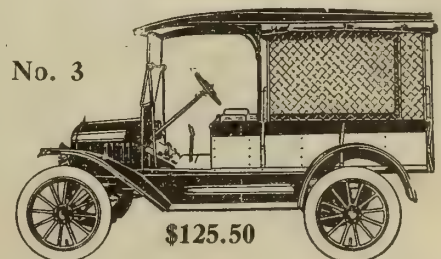
\$67.75

No. 2



\$105.25

No. 3



\$125.50

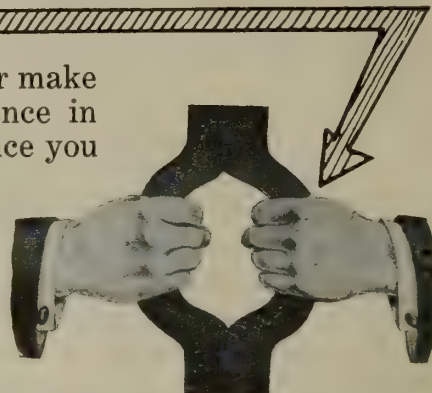
CARRIAGE FACTORIES, LIMITED

Head Offices: Excelsior Life Bldg., TORONTO

Sales Offices: Montreal, Toronto, Winnipeg

All pump leathers won't stand this test

Slit a piece of BT Pump leather and one of any other make and test its strength with the hands. The difference in favor of the BT leather will be so great as to convince you that there is some real definite reason for this superiority. There is. It's a reason that goes right back to the hide, before ever the leathers are cut, formed, finished or treated. Only 46 per cent. of any hide is used in making BT pump leathers—that's the reason—no skirts, roundings, shoulders, or other inferior portions are used—just the very best of the hide. There is no wonder that BT leathers wear longer, stay firmer and give more satisfactory service in general.



BT leathers, owing to their special tonnage and oil treatment, will keep in stock for years without deterioration. They are put up in handy square cartons, a dozen leathers to the carton. Always ready, easy to stock, handy to sell, protected from damage.

BEATTY BROS., Limited *Head Office:* **Fergus, Ontario**
 St. John, N.B. Montreal Winnipeg Edmonton

WILLIAMS' "VULCAN" DROP-FORGED SAFETY LATHE DOGS GUARANTEED



Bent and
Straight Tail
13 sizes
3/8 to 5 inches

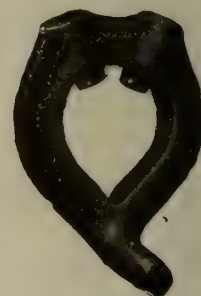
Tools in constant use should have qualities of strength and wear which will make them fit for many years of duty. WILLIAMS' product is all designed and made with that purpose.

A good tool helps you and is a constant and good advertisement for us. We guarantee that every tool we sell shall fulfill the purposes of strength, wear and utility. Catalog free.

J. H. WILLIAMS & CO. - 30 Richards St., Brooklyn, N.Y.
 "The DROP-FORGING PEOPLE"

Western Office and Warehouse: 30 So. Clinton St., Chicago, Ill.

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask.
 Agents for Manitoba, Saskatchewan, Alberta and British Columbia



Bent and
Straight Tail
3 sizes
4 to 6 inches

Mendets Will Solve the High Cost of Kitchen Utensils

Dealers! Get busy! Take advantage of present high cost of iron, tin, granite and aluminum ware.

Mendets are popular with every housewife right now, because they quickly and permanently repair kitchen ware and utensils at small cost.

Put them on display. They sell themselves.

Collette Mfg. Company
 Collingwood, Ont., Canada

MENDETS
 A PATENT PATCH

MENDETS
 A PATENT PATCH

REPEAT ORDERS ASSURED



OR Brantford Binder Twines are a quality product through and through, one you can heartily recommend to your trade.

This is no idle statement but plain facts, set forth and confirmed by the enormous demand for Brantford Binder Twines.

The growth and development of the Company's business being unparalleled in the history of the twine and cordage industry.

"There is a reason." A trial order will convince you. Rope and Cordage of all kinds.

BRANTFORD CORDAGE COMPANY, LIMITED

BRANTFORD, ONTARIO

WESTERN OFFICE: 35 HOME STREET, WINNIPEG, MAN.

Quick-Action Advertising



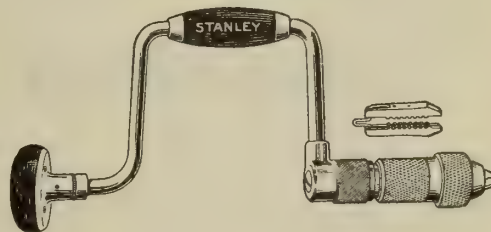
Condensed Ad. Column



2 cents per word, per insertion.

Replies to Box Numbers 5 cents.

**Stanley
Tools**



**Stanley Bit Brace
No. 811**

The ratchet mechanism is of the well-known Concealed Ratchet type, and the Brace is fitted with a ball-bearing chuck. The head is also ball-bearing.

This is an exceptionally fine tool, both as regards construction and finish.

Full details of same will be furnished upon application.

ADDRESS

**STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.**



Extra Sales without Extra Labor

Put a counter display stand of CANE'S PENCILS—like the one here illustrated—before your customers and watch how quickly the pencils will sell.

This display stand is a good looker. It's a sales maker—it will sell the pencils for you without any further effort on your part.

Note how they stick up in a way that is certain to get quick attention. Each pencil retails at 5c each, leaving you a generous profit. And—

Cane's Pencils are Made-in-Canada—the only Canadian-Made Pencils on the market.

The Wm. Cane & Sons Company, Limited
NEWMARKET, ONTARIO

A display will immediately
improve your sale of

Sani-Flush

The need for *Sani-Flush* is self-apparent. People are ready to buy it as soon as it is called to their attention by a local merchant.

Some women are just a little timid about asking
1 on account of its being used for cleaning water-closets. You overcome this embarrassment by showing a can of *Sani-Flush* on a counter where a customer may simply point to it and say: "Give me a can of that!"



Sani-Flush is different from other articles you handle and should be given special treatment.

**Harold F. Ritchie
& Co., Limited**

10-12 McCaul Street,
Toronto, Ont.

Showing at the Exhibition

At the Toronto Exhibition we have a representative showing the lines we manufacture, in the Industrial Building (Booth No. 51).

Chief among our range will be the **Laidlaw Bale Tie** which has proven itself a big seller—it's the line that stands the test. We will also show mattress wire, wire nails and many other wire products.

Come and get acquainted with the Laidlaw Bale-Tie man in charge of the Exhibit.

**LAIDLAW BALE TIE
COMPANY, Limited**
HAMILTON, CANADA

Winnipeg

Toronto

Montreal

London, England

If any advertisement interests you, tear it out now and place with letters to be answered.

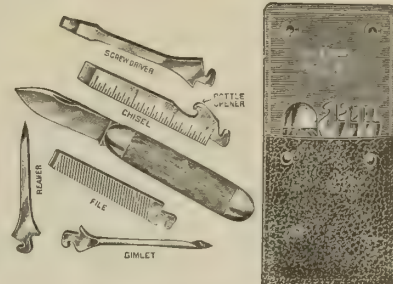
Can You Imagine a Man or Boy

Who Wouldn't Like to Own This Kit?

No matter what a man's occupation may be, he will find daily use for the "So Handy" Pocket Knife Tool Kit. Autoist, Sportsman, Hunter, Farmer, Boy Scout—these, especially, will find it a pleasing and practical pocket companion. Excellent, too, for use around the home.

Outfit comprises a splendid Jack Knife with cocoa handle and an exceptionally good blade, and the following tools which can be instantly attached to the knife handle: File, Chisel, Reamer, Screw Driver, Bottle Opener, Gimlet and Rule, all made of high grade steel, carefully hardened and oil tempered.

The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.



RETAIL PRICE \$1.50.

THE BRIDGEPORT HARDWARE MFG. CO.

BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

Two Straightforward Answers Sells a Stack Heater?

Customer:

"I understand that the Stack will heat 5 gallons of water 3 minutes quicker than the average heater."

Dealer:

"It will! And not only that, but the Stack will raise the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater."

Customer:

"Will the Stack heat 3 gallons more in 10 minutes than the average heater?"

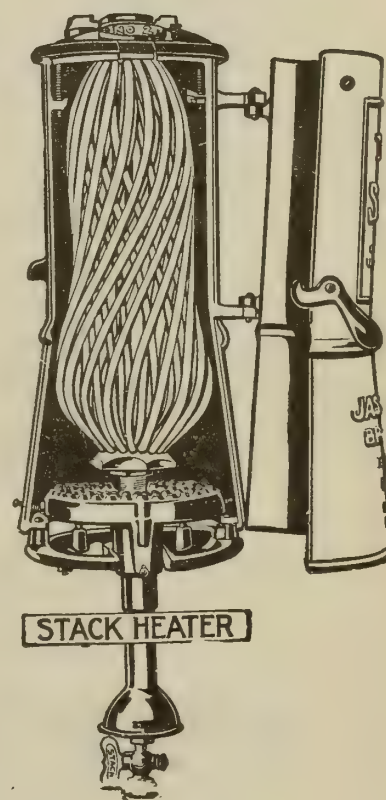
Dealer:

"It will! Just look at all those copper circulating tubes. You can readily see why the Stack shows 15% greater efficiency than the average heater."

Customer:

"Well, the best is none too good for me. The Stack is certainly what I want."

**You'll sell more Stacks and make a larger profit
on each sale than any other heater. Try it.**



James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West

TORONTO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

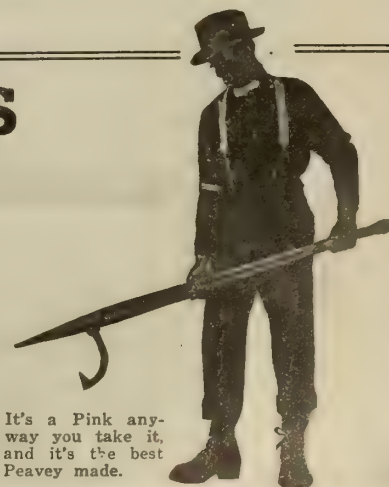
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO



It's a Pink anyway you take it, and it's the best Peavey made.

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

FILES

P X H

TRADE MARK

"THEY CUT FASTER AND WEAR LONGER"

IMPERIAL

Manufactured and unconditionally
guaranteed by

Port Hope File Mfg. Co., Ltd.
Port Hope, Ontario

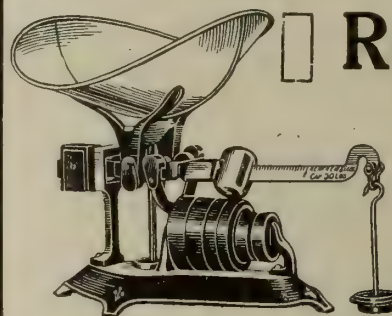
"Ask Your Jobber"

Kills The Losses

Why should housewives take all the risk in regard to honest mistakes in weighing? It certainly is easy to convince her she shouldn't, and that a Renfrew scale will save not only risk but many actual losses. That builds up sales for you.

An ordinary, doubtful scale would only add useless disputes. The Renfrew is accurate for every weight from ½ oz. to 30 lbs., and its owner can prove her weights every time by means of the Government Inspector's Certificate which goes with every Renfrew.

The Renfrew is made in black finish, or in all-nickel finish suitable for candy stores or homes desiring something a little bit better. Write for literature and attractive selling proposition.



Renfrew

HOUSEHOLD
SCALE

Guaranteed to
weigh accurately.
Capacity: ½ oz.
to 30 lbs.

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.

Eastern Branch: Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

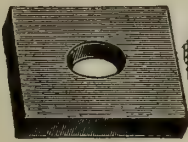
Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

Consult Hardware and Metal Buyers' Guide

If what you want isn't advertised in this issue, consult our Buyers' Directory. If it isn't listed in our Directory, write us and we will give you the information.

Wrought and Steel Plate WASHERS

of all descriptions



Round & Square
Plain or
Galvanized

Annealed
Rivet Burrs,
Felloe Plates,
Sheared and
Punched Plates.

Malleable Washers
and Cast Iron Washers.

Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.

W^{ENT} W^{ORTH} ELL ORTH



**Coffee Pots of
Quality**

Manufactured
from heavy copper,
tinned inside. Low
pattern, full capac-
ity. Swaged body.
Top of body heav-
ily wired, prevent-
ing pot from get-
ting out of shape.
Heavy hinge riv-
eted to both body
and cover. Rimmed

cover. Handle of enameled wood fastened
securely to body. Cannot get loose or melt
off, and always cold.

In sizes 1 to 8.

Order from

Wentworth Manufacturing Co., Limited
Hamilton, - Canada

HARVEST GLOVES COTTON GLOVES

Also a full line of Leather
Gloves and Mitts, Horse
Blankets in stock for next
season.

Fall goods arriving every day.

Order early and be certain of
your fall and winter supply.

Thos. Birkett & Son Co.
LIMITED
OTTAWA, ONTARIO

When in need of

**Wrapping Paper
Twines & Cordage**

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton & Winnipeg

Interesting **Announcement**

To The Hardware Trade

BEST WEATHER STRIP COMPANY, LIMITED, HAMILTON, ONT., have invented and are manufacturing for the coming season's trade, an all-metal weather strip, which is easier applied than any other style of weather strip. It is standard, fits all kinds of windows and doors, is beautiful in appearance and lasts a lifetime.

This is the first permanent weather strip ever introduced that could be conveniently handled by the hardware trade. *Watch later issue for description and illustrations, or write direct for prices and printed matter.*

Make Use of Page 99 for all Your "Wants"

HARDWARE AND METAL,

143 University Avenue,

Toronto, Ont.

Enclosed find \$....., for which insert following advertisement in your "Want" Ad. Page times. (For Rates see top of this page.) (Each figure counts as one word)

Signed

Town Province



Get Ready for the Shooting Season



Our new Window Display will help increase your sales of Dominion Ammunition, which means satisfied customers and larger sales in other lines. The extreme care exercised in every detail of the manufacture of

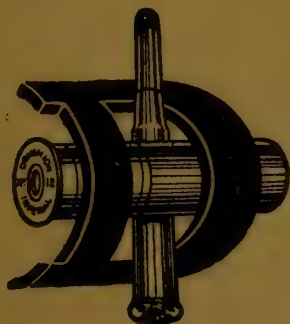
Dominion Ammunition

insures its dependability and popularity among sportsmen.

Gather in some of the new business that is resulting from the nation-wide campaign of promotion back of Dominion Ammunition. Put our attractive trim in your window to-day.

It will help increase the sale of all your hunting supplies.

STOCK UP NOW FOR THE FALL.



Dominion Cartridge Company,
Limited

Montreal,

Canada

FIVE WORKS—OVER 3,000 EMPLOYEES

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

Gunmetal and Brass Valves and Cocks.
Steam, Water and Compressed Air Fittings generally.

Cast Iron Stop and Sluice Valves.

Semi-Rotary Pumps.

Extruded Brass and Bronze Bars.

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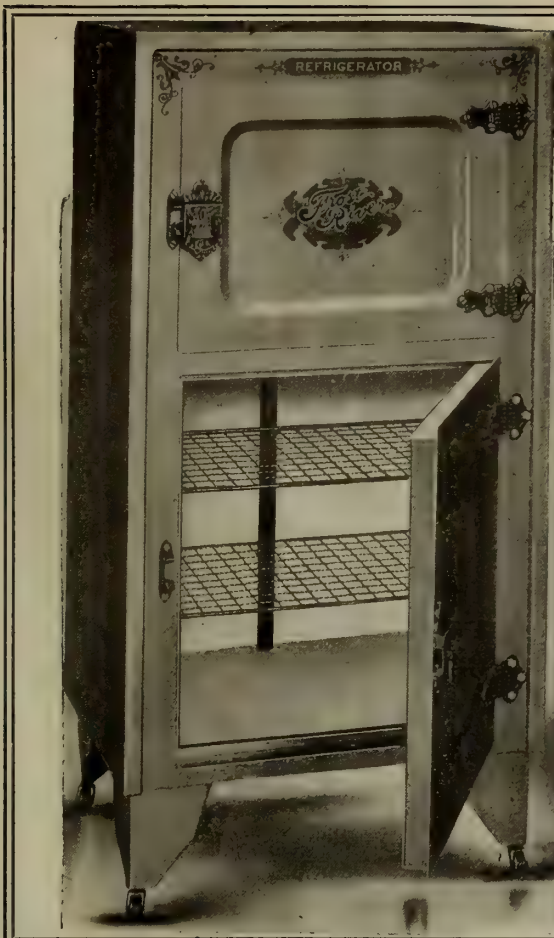
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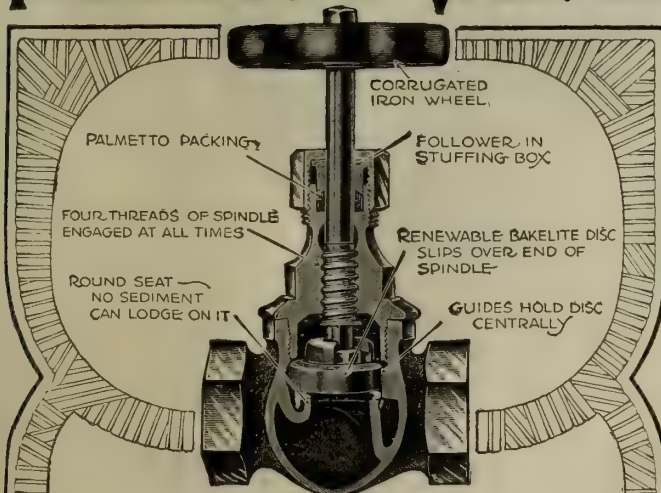
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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX.

TORONTO, AUGUST 31, 1918

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Polished Shovels Are Off the Market

Manufacturers, Faced With Necessity of Boosting Production and Conserving Labor and Materials, Eliminate All Polished Shovels, Scoops and Spades—
Move Works No Hardship to Retailers or to the Public

ONE of the most far reaching price advances of the many that have been made recently, is an approximate increase of 12½ per cent. in all lines of shovels, scoops and spades. An advance of this kind affects the trade across the whole of the Dominion. These three lines are used extensively and almost from the very first of the war their production has been affected by labor shortage, fuel shortage, war orders, and latterly by the restrictions on materials. Huge quantities of shovels are needed annually by the railways of the Dominion. The builders and contractors are also large users and thousands and thousands of shovels have been needed for the boys overseas for work in the trenches and other purposes.

The Situation Now

In order to increase production, divert a larger percentage of finished goods for war purposes and help in the conservation of labor, the manufacturers of scoops, shovels and spades have decided that from now on all half polished and full polished lines will be eliminated. Only black finished shovels will be put on the market. This it is pointed out will not in any way work a hardship upon either the retail trade or the buying public. On the contrary the buyer will, by purchasing shovels just as they come from the rolls or forges get a much better wearing article. When one stops to figure it out there is absolutely no advantage in having a shovel or a spade highly polished. It may make a better looking article for the retailer to display to prospective customers. On the other hand the purchaser by securing a "black" shovel, that is one that comes just as it is finished, gets a better article.

A Better Article

In its natural condition the outside surface of the steel after it has been rolled or forged is much harder, therefore in better condition to resist wear than the inside. Manufacturers who have been putting out polished shovels in order to get the polish effectively and with a minimum of labor found it necessary to put the goods in a bath of sul-

As predicted some time ago by HARDWARE AND METAL, all lines of shovels, spades and scoops are to be placed on the market without being polished. Owing to conditions manufacturers have found it imperative to take this step. Their decision will in no way effect the retailer and will be beneficial to the consumer as explained in the following article.

phuric acid. It was necessary to pickle them in this fluid for some time in order that the hard outer shell might be eaten away so that the high finish could be put on by the polishers. This unquestionably worked to the disadvantage of the wear resisting qualities of the article and therefore the purchaser would have got better value for his money had the shovel been allowed to remain in its natural condition. The process of polishing added materially to the cost of production also, probably from ten to fifteen per cent., in the opinion of some manufacturers. Now that labor is so scarce and the demands for greater production and conservation of materials so urgent they declare that it is imperative that the manufacture of polished shovels be eliminated.

Can Point This Out

Retail hardware dealers of course have been accustomed to buying and selling polished shovels. Customers may still inquire for them but if the real facts of the case are pointed out as above, and the urgent need of saving labor and conserving steel are pointed out the customers can easily be made to see the advantages of the black finish.

The demands for steel of all kinds were never so great in the history of the world as now. While the manufacturers have so far been able to maintain production and meet pretty well all the re-

quirements, it has kept many of them very busy figuring out ways and means of doing it. Huge quantities of shovels have been and are still required for war orders. It is essential that these reach the boys on the firing line when they are needed. The lives of thousands of men depend upon their ability to entrench themselves quickly. With this object in view and considering the difficulties they are having in securing men the manufacturers must eliminate all processes that tend to prevent the conservation either of time or materials

Are Made Smooth

The question of the smoothness of the black shovel as compared with the polished shovel from a utility standpoint has been raised. The processes of forging and rolling have been so perfected now that with the modern machinery that is used the unpolished shovel is turned out practically as smooth as the highly polished goods. This point is worth making because in some quarters it was contended that workmen using black shovels wouldn't be able to accomplish as much in a given time as they could with polished shovels. It is stated that there is absolutely no question that they can not only do as much work but that the black shovels will outwear the highly polished ones.

All Can Help

The manufacturers of Canada have a big part to perform in the efforts that are now being made to speed production and win the war. The hardware retailers as distributors of merchandise also have a big share. As the war goes on it is going to become more and more difficult to procure materials, especially metals for commercial uses, and the most effective way of combating this situation is by conservation of the available supplies. Canada, with the other allies is engaged in a continuous battle which will never end until the heads of the house of Hohenzollern and their satellites, the German militarists, are silenced by the boys in the front line trenches. Anything that can be done necessity but a patriotic duty.

How Huns Ruined Belgian Metal Trade

Deliberately Robbed Factories and Then Destroyed Costly Equipment They Did Not Want—Sequestration, Deportation and Other Methods Used Unsuccessfully
• by Kultur to Break Spirit of the Metal Workers

BEFORE the war Belgium was the most densely populated country in Europe. She owed most of her industrial prosperity to her rich coal deposits, which lie in convenient proximity to the minerals of the Briey basin in Northern France, whence Belgium drew 67 per cent. of her imports of iron ore. The value of her total imports of pig iron in 1912 was £3,338,000, of which £1,040,000 came from Great Britain, and the fifty Belgian blast furnaces produced yearly another £6,400,000 worth of pig iron. The products of Belgium's numerous iron and steel works were exported to a value of £10,053,000 in 1913. She had 119 puddling furnaces, 76 converters and 25 steel plants, whose yearly production was 1,957,000 tons of rails, iron sheeting, etc., valued at £11,240,000, and besides this Belgium exported about £8,720,000 worth of machine tools. The greater part of these industries are in the south, around Liege, Charleroi and Mons, which form the "black country" of Belgium. In 1910, 228,000 men were employed in the iron trade alone, besides large numbers in various metal works, glass, chemical, textile and other factories.

The First Stage

When the Germans overran Belgium and Northern France they became masters at once of the mineral deposits of Briey and of the coal and machinery of Belgium. Their first rush stayed, and preparations for a long war begun, they decided to convert this region into a vast arsenal for war material. Everything was ready at hand: metal, coal, machinery and skilled labor. That the last-named should prove an obstacle in their path the Germans could not believe. Of course, they argued, Frenchman and Belgians must be only too willing to lend their aid to Kultur, once they had felt its blessings, and if they were not willing—well, the steady pressure of hunger and want brought on by forced unemployment would soon bring them to their senses. We know the Germans failed, and it is interesting to see what means of coercion were employed and how, when they realized their failure, they destroyed both men and material.

Helped Themselves

During the invasion of August-September, 1914, the German armies requisitioned and seized anything they found and which they required either immediately or for general use. With the establishment of a civil administration at Brussels, requisitions were carried out more systematically and thoroughly. On October 26, 1914, a decree appeared requisitioning 44 kinds of raw materials, including copper, lead and zinc. The

Some idea of the ruthless policy of robbery and wrecking which Germany used to ruin the metal trade of the Belgians when the militarists found that Belgian workmen were true patriots is given below. Deliberately restrained language has been used to describe details which have been received from unquestioned sources.

ironworks were keeping open wherever the owners could give employment to the men on non-military work. The Germans offered good terms to any factory which would work for them, assuring masters and men that "they would only be employed on work for civilian use"; but since the "scrap of paper" incident, Belgians could hardly be expected to believe any German assurance, and they refused the proffered work.

Pressure is Applied

On April 26, 1915, a decree ordered the whole coal production of Belgium to be turned over to a "Zentrale" (central office), which distributed it according to German plans. This move struck at the very heart of all industries, and unemployment, which was already rife, increased daily. The next measure was aimed at the iron industry. On December 31, 1915, all steel, sheets, and other rolling-mill products were seized. On March 6, 1916, all electric motors and other apparatus had to be declared and their sale was forbidden, and on April 22 manganese, chrome, wolfram, nickel, etc., were seized. By now it was perfectly plain that the Germans were artificially creating unemployment and its attendant distress in order to secure



Belgian labor for their own purposes. Finding the workmen obdurate they increased the pressure. On July 5, 1916, all machine tools had to be declared; on July 8 all copper and tin had to pass through the Zentrale; on September 25 more machinery had to be declared; on September 27 driving belts and ropes were requisitioned; on September 30 high-speed steels were seized, and on October 20 the sale of metal-working machinery was forbidden.

Try Sequestration

The inevitable result followed. By October, 1916, between 350,000 and 500,000 men were out of work. Repeated offers were made to the manufacturers to re-start their factories, but, well understanding the advantages to be reaped by Germany from such a course, they refused. One automobile factory, mistrusting the usual pledge that the cars would not be used for military purposes, was first emptied of all its machinery, even the vises, then placed under sequestration and the business carried on by the sequestrator in such a manner as to put the firm into financial difficulties from which it can never recover. This is a typical instance, and the only hope for the sequestrated firms is that all the acts committed under those conditions will be pronounced null and void at the peace conference.

The name of twenty-nine sequestrated ironworks are known, and though the list may be incomplete, the various difficulties placed in the way by the population have doubtless contributed to reduce the number of factories worked by the enemy, even with imported German labor.

Work Under Guard

At the Chiers works (Longwy-Bas) for instance, Frenchmen have been imported and forced to work under military guard. The Germans have installed there a turbine of 7,200 h.p. with a dynamo of 12,000 volts which they took from a factory at Loos. This supplies electric current for the front. The leather driving belts of the Pieper works at Liege have all been sent to Germany, and though these works are now run by Germans they have only cotton or linen belts which stretch a great deal, especially when they get oily, and have constantly to be repaired. They are examined every evening between seven and eight o'clock, while the works are closed. There is also a shortage of boring drills and of American grinding wheels.

The greatest difficulty was still labor, as may be judged by the fact that at Etterbeek, though the Germans were running the Focquay works under a sequestrator, they nevertheless sent



Huns forcing prisoners to dig trenches—A typical Hun guard is shown in right-hand corner.

away £35,000 worth of machinery. Evidently they could not get men in Belgium to work it.

Horrors of Deportation

Subtlety having failed to secure Belgian labor, force was brought into play. On October 3, 1916, a decree was issued that "all who are fit to work may be compelled to do so even at a distance from their place of residence." This was first applied in the army zone, and on October 24 was extended to the whole country. Posters called upon the men between the ages of seventeen and fifty-two to present themselves at a certain place on a stated day, on pain of severe penalties. Here they were looked over like cattle and the fit men marched under escort to the station and entrained in cattle trucks for Germany or the Western front. At first there was some pretence of discrimination, men in employment or professional men being theoretically exempted, but in practice this rule was completely disregarded. In some places individual notices were sent and in a few towns street raids were organized. The wretched men who went to Germany had a slow journey, often lasting forty-eight hours, during which either one meal or none at all was served. They were herded into overcrowded camps where they suffered from the usual horrors of German prisons; underfeeding, cold and brutality.

Only Way to Escape

Their only way of escape was to take work as "volunteers" (the German idea of voluntarism would be ludicrous if it were not so tragic) in German factories. This they refused to do. Some work was obtained at the point of a revolver from gangs sent to coal and salt mines or set to draining marshes. The mortality was even higher in these places than at the

camps. The total number deported in the winter 1916-17 was between 150,000 and 200,000. Those who went to the Western front were simply set to work as slaves under threat of German machine-guns. They cleared the trenches, felled trees, etc. Many died from direct ill-treatment, and others were killed or wounded by Allied shell-fire.

In the Spring of 1917, finding the work obtained from the deportees in Germany most unsatisfactory, the Kaiser graciously yielded to pressure "from neutrals" and promised to send them back and deport no more to Germany. About half the deportees, all in a shocking state of health, were returned—presumably the others came up to the German idea of "volunteers." Deportations to the front, however, continued unabated, as they do from the army zone at the present moment. So the neutrals were bamboozled, while the Germans got rid of the invalids and continued to send fit men where they were most useful. In fact, everyone was satisfied except the person most concerned, the Belgian workman.

Deliberately Destroyed

The next object of the mailed fist (in this case it was generally applied in the guise of a steam battering ram) was the industrial plant. Under continued strain, German machinery was wearing out, but as long as a tool was left in the occupied territories this fact was not allowed to affect the output. The British blockade made raw materials scarce, but other people's good machines could still be broken up for shrapnel or melted down for bullets. As one German officer calmly remarked, "Why worry about the Belgians?" Though information is necessarily incomplete the names are known of forty-two firms whose works have been simply gutted,

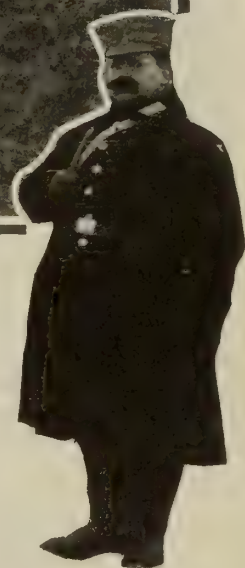
and others are mentioned in groups of ten and twenty.

As a typical example among the larger works we may mention that of the Societe John Cockerill, of Seraing, employing 2,339 men in peace time. A member of the staff of this company writes:

"Nearly all our machines are removed, all but four or five of our locomotives have disappeared, three of our blast furnaces are completely destroyed, our electric power station has met the same fate, our gantry cranes, blast machines, rolling mills, cranes—all are gone. The marine engines in course of construction have also been broken up for shrapnel. They have taken plans, designs, archives and trade secrets.

Smashed Machines

The Providence and Baumet Marpent blast furnaces, employing between them 20,000 men, are in a similar state. The weight of the machinery is no bar to the robbers. They took machines weighing 20 tons from Merxem-lez-Anvers, demolishing any walls and buildings which impeded the removal. At Thy-le-Chateau the cast-iron pilasters prepared for the Nord-Midi junction at Brussels were among the spoils and the cast-iron floor of the Givet copper works was removed bodily. In their frantic search for copper the Germans smash large machines, wrenching off the copper parts instead of





British cavalry going ahead before a drive by the Canadians.

taking the machines to pieces. Distracted engineers who have escaped from Belgium tell how the new American cutting machine at St. Trond, the model 4-cylinder of La Providence and the enormous blast-furnace of the Bonnehill works have been reduced to scrap-iron.

Germany has treated industries in exactly the same manner as nations. As soon as she realizes their importance (her growing navy covets Antwerp and Zeebrugge, her spreading industries demand Liege coal) she offers a perfidious alliance. When diplomacy fails force is used. The heroic military defence of Liege and its immediate result on the whole issue of the war are too well known to need mention. But the long-drawn-out resistance of the Belgian industrial workers to almost overpowering pressure has not been made so evident.

The Allies remember how, during the first year of hostilities, it seemed as if they could never attain equality of munition output with Germany. The odds were heavy against them, and if, in 1915, the 2,466,700 tons of pig iron, 334,750 tons of manufactured iron, 2,515,040 tons of steel ingots, 1,903,270 tons of rails, with the machine-tools and other items of the pre-war production in the Meuse district had been thrown in the balance against them, might they not have turned the scale? The machinery and skilled labor for vast munition production existed in the conquered provinces, and all means were employed to override patriotic scruples. That the men did not yield is to their eternal credit. If the defence of Liege gave breathing space to the Allied armies, do not let us forget that the resistance of Liege, Charleroi or Mons workmen left us time to organize our war industries. The civilized world is equally in debt to the patriots of the Belgian forts and the patriots of the Belgian factories.

Steel Manufacturers Will Try to Maintain Production

AT a meeting of the steel manufacturers of the United States and Government officials, Wednesday, the whole question of the Government's steel requirements was taken under review with a view to meeting every ounce of the actual demand, if that be possible.

The largest of the Government's steel requirements is that of the railroads; next, that of shipbuilders; third, the War Department; and fourth, the Navy. The question of supplying these demands in such fashion that there need be no curtailment of the actual war requirement for steel was put squarely before the manufacturers and all others concerned in any way with steel production.

What Will Be Done

To accomplish this it was decided that there must be:

First, greater conversion of mills to the production of steel that is required in the war program.

Second, an increase in the coal supply, particularly by-products coal, available for mills engaged on Government work.

Third, shutting off further steel shipments to industries other than those engaged in meeting war needs.

Fourth, more rigorous conservation in the handling of steel in the mills.

The steel men in the meeting promised to co-operate to their utmost in meeting the Government's steel requirements and virtually pledged themselves to so increase their output as to guarantee the needs of the war program.

Coal and coke supply still limit pig iron and steel output. The continuance of an adequate labor supply under the

new call for fighting men is a serious problem, and even more grave is the situation caused by the set purpose of labor leaders to bring about union control of the steel industry.

Making Big Changes

Washington is not so much concerned about the construction of new iron and steel capacity, which would be from 12 to 18 months in the building, as about getting the full fighting effect of existing plants. It is certain, therefore, that in the remainder of the year the changes in metal-working industries due to concentration on war work will be more marked than in the past six months.

The situation as to coal and coke and transportation does not measure up to the enlarged requirements of the war. With an average of 360 blast furnaces operating last month, the pig iron output was 110,000 tons a day. With an average of 335 furnaces operating in April, May and June of last year (25 less than in July, this year) the pig iron output for those three months also averaged 110,000 tons a day. Thus 25 more furnaces are required now to keep output up to the rate of last year.

Pig Iron Shortage

The pig iron shortage complained of for months grows more acute; but the proposal from Washington that the few remaining cold furnaces be started up will come to little. Operators of some of the small furnaces now blowing, particularly in the South, threaten to put

(Continued on page 38)

How to Keep Stocks Turning Over

Retailers Find That Moving Goods Around Often and Keeping Seasonable Lines to the Front is a Big Help—Having Goods Clean and Bright Always a Great Factor in Helping to Sell Quickly

RETAIL hardware dealers have frequently found that by putting themselves in the customer's place and endeavoring to get his viewpoint they can improve their stores and increase business. This idea is being followed out most successfully by several of the largest stores in the country, not only in hardware but in other lines. Several stores have found that it pays and pays well to keep what they call a store "shopper." His or her business is to go around to other stores and find out what prices are being asked, what lines of argument the salesmen advance, what display work is done and so on. Invaluable data for selling are thus obtained. Firms have frequently found that they were charging too much, or not charging enough, or that their salesmen had missed some good selling point or that they could display goods to better advantage.

A Big Problem

Retail hardware stores are now catering to women as well as to men. The business is widening out also in that many lines are now carried that were not handled formerly. One of the big problems of the dealer under present conditions is to keep his stock and store clean, bright, and attractive, in order that it may attract all classes of trade. An attractive store front is a prime factor in drawing people to the store. A neat interior arrangement, a good stock, and good fixtures are essentials in selling to them. A never failing factor in selling goods and one which is within the power of every retailer is to keep the stock "new."

One hustling retailer who has been steadily expanding his trade says that he has found that it pays to keep moving the goods in his store around as much as his facilities permit.

Seasonable Displays

"We have a line of tables on one side of the store, running about half way to the rear," he said. "These are used for the display of strictly seasonable goods. Part of the counter is used for the same purpose. During the latter part of May and early June these tables were used

for such goods as would appeal to people looking for wedding presents. Varying the display to suit the rapid change of the seasons and the vagaries of demand, we show paint, builders' hardware, skates, preserving kettles and so on. On entering the store, people are confronted with an array of the goods they are most likely to need. The goods are placed where they cannot be overlooked. They are almost in the way of the customer.

"We find this method of display is productive of the best results. Goods, which otherwise might have gone unnoticed, are purchased by customers. The prominence of the article calls it to the attention. It has an indirect effect on sales also. People who lack the immediate necessity for a certain article, come back later and purchase.

After Fall Business

"In accordance with our policy of 'interior rejuvenation,' we believe that in the fall the stove stock should be brought to the front. Accordingly this row of tables is swept out and the goods displayed thereon are relegated to less conspicuous places. The tables are placed temporarily in the cellar. The space thus rendered vacant is used for stoves and we find that the prominence thus given the line helps our stove sales.

"The same plan is followed in all parts of the store. We keep the goods moving. A rolling stove gathers no moss and a moving stock has no chance to accumulate dust and that long-in-stock appearance which sends the customer in search of another store.

Window Displays

"The same argument applies to the windows of the store. Displays should be changed often. Permanence in the interior arrangements is not nearly as damaging as permanence in window displays. People demand something new all the time as the price of their attention to the goods in your window. Give it to them. We make a point of dressing our windows at least every two weeks and the system is bringing the best of results."

Keeping Them Moving

There are many lines of hardware which are of necessity slow sellers. Owing to there being a call for them only occasionally they are certain unless shifted around often and cared for to become dust collectors. Nothing will make a store look run down or a good stock look old and out of date so quickly as neglected dust covered goods. Customers coming in, seeing the same goods in the same place all the time, especially if they are dusty, get a wrong impression and decide that the store is not a good one and the stock out of date. The impression made by a well kept, bright, attractive stock, on the other hand, is most striking. Even if the goods are old, if they are well kept and moved around often the customers get the idea that new lines are coming in constantly and that the merchant is a live wire and up-to-date. Moving goods around and keeping them in good shape means work but it is profitable work.

Has Other Results

There is another advantage attained besides creating the much desired air of "newness." By moving the stock around the most seasonable lines can always be kept to the front. The store which has the same goods in the same place week in and week out—you can find lots of this kind—may appeal to some of the people some of the time but there will be times when it will not appeal to any of the people. To appeal to "all of the people all of the time," it is absolutely necessary that the store should be featuring the most seasonable goods at all times.

RESTRICTIONS ON GRAPHITE

The American War Trade Board has extended the import restrictions on graphite for the balance of the current year. Present stocks and domestic productions are deemed sufficient to meet market requirements here for the balance of the year. Prices range roughly as follows: Mexican, \$75 per ton, Madagascar 10c to 15c per pound, Ceylon 7½c to 25c per pound, as to quality



Refrigerator Manufacturers Not Affected by American Restrictions

CANADIAN manufacturers of refrigerators will not be affected in any way by the order recently issued by the War Industries Board of the United States limiting the use of iron and steel. Representatives of Canadian firms stated to **HARDWARE AND METAL** that they are not in any way dependent upon the United States for their supplies and that the American refrigerators sold in Canada are so few as to be negligible from a competitive standpoint.

The Canadian firms were unanimous in stating that they have had one of the best years in their history. Educational advertising campaigns urging the importance of food conservation have boosted the sales of refrigerators and smashed all previous sales records. This work is being continued and the manufacturers look for another big year in 1919.

It was suggested to **HARDWARE AND METAL** that the Government by taking some action to compel store keepers to provide proper refrigeration equipment could conserve millions of dollars worth of food each year. Many firms, it was stated, depend upon their cellars alone and in this way huge quantities of food products are spoiled. The matter has been suggested to the Canada Food Board but so far no action along this line has been taken.

Not Using Steel

Canadian firms stated to **HARDWARE AND METAL** that they are using very little steel. Wood, glass, and galvanized iron are used to a great extent. The manufacturers have had to pay much higher prices lately for both galvanized iron and glass but have had no difficulty so far in getting supplies.

The schedule of regulations which manufacturers of refrigerators across the line have been compelled to adopt is as follows:

1. No manufacturer is to add any new patterns or styles to his line during the war.

2. Each manufacturer to reduce the number of grades in his line to not more than two. Grade one.—This line to consist of high-grade refrigerators lined with sheet metal, porcelain, opal glass, stone, monolithic, or other substances; not more than two of these linings to be used in this grade by each manufacturer. Grade two.—This line to consist of cheaper grade refrigerators, lined with sheet metal, either plain or enameled. No other kind of lining to be used.

Must Standardize

3. Each manufacturer to restrict his line of grade one refrigerators for the domestic wholesale and retail trade as follows: Single-door, lid-top icing, four sizes; three-door, front icing, three sizes;

four-door, front icing, three sizes; apartment house style, four sizes.

4. Each manufacturer to restrict his line of grade two refrigerators for the domestic wholesale and retail trade as follows: Single-door, lid-top icing, four sizes, plain and enameled lining; three-door, front icing, three sizes, enameled lining only; four-door, front icing, one size, enameled lining only; two-door, apartment house style, four sizes, enameled lining only; household ice chest, four sizes, plain lining only; grocers' ice chest, two sizes, plain lining only.

5. The manufacture of all-steel or all-porcelain refrigerators to be discontinued and wood used for all exteriors.

6. The manufacture of metal water coolers to be discontinued.

7. The manufacture of refrigerators with double lids to be discontinued.

8. The use of iron or steel to be restricted to ice racks, flues, and drain pipes, porcelain linings and shelves, wire for shelves, nails, screws, and trimmings, Sheet zinc to be used wherever practicable.

9. The use of pure tin for tinning shelves to be discontinued and an alloy containing not more than 60 per cent tin substituted.

10. Solder for galvanized parts to contain not more than 45 per cent. tin. For zinc parts not more than 50 per cent. tin.

11. The manufacture of removable shelves may be continued but these are not to be adjustable for height.

12. The use of galvanized iron for covering the under side of the ice chamber supports to be discontinued.

13. Each manufacturer to submit to this division a list of styles and sizes (outside measurement height, width, and breadth) that he will continue to manufacture.

British Firms Going After the Toy Trade

When it is recalled that in the last year for which German trade returns are available, 1912, the export of toys and games from Germany to the United Kingdom totaled £1,147,000, to the British colonies £268,400, and to all neutral countries (including the United States, £1,404,000) £2,487,500 it is at once apparent that Germany commanded the toy trade of the world, says the "British Trade Review." With the outbreak of war these exports, except in infinitesimal quantities to northern European countries and the United States, ceased. The effect was immediately felt in the United Kingdom during the Christmas season of 1914, and more acutely both in the Kingdom and in the colonies in 1915, when the full effect of the stoppage of sources of supply revealed itself. Had

it not been for the arrival of parcels of innumerable small mechanical tin toys, dolls, games, and particularly furniture sets; from Japan in the latter year there would have been a real dearth of toys in the important Christmas season.

The great cost of plant and machinery proved a drawback at first in the manufacture of clockwork trains and runabout metal toys. But, in spite of difficulties, some commendable lines are being put on the market. Carpet trains, "name" models, a great feature of the popularity of the Sonnenberg and Nuremberg houses, are being produced. One or two Birmingham and Liverpool firms have also shown adaptability in producing replicas of motor cars, omnibuses, tip wagons, etc. The headway made in constructional engineering sets calls for praise; here in post-war days British firms will be able to hold their own against outside competition, though, of course, the high selling price in the meantime prevents their purchase by the greater public. With the availability of small-part munition machinery after the war for British toy manufacturers, prospects in metal pull and runabout toys are good.

MANUFACTURERS WILL MAINTAIN PRODUCTION

(Continued from page 36)

them out if the pig iron price is not advanced by October.

Pig iron allocations in the week have been relatively small. Pending demand includes a round lot wanted for the first 500,000 semi-steel shells to be made for the Government.

The unusual pressure for production is shown in the placing with wire makers of a good percentage of the 82-mm. rounds wanted for shells to be shipped this month to France. Putting the lighter billet mills of these plants on munition steel will mean for the time being a very limited output of wire as the rate for months has been only about 60 per cent. of normal.

Increasing Output

For the forces in France 20,000 more cars have been bought. In bridge and building structural work, July bookings were about 210,000 tons or over twice the average of the first six months of the year; but fully two-thirds of the amount represents accumulations of fabricated ship work which has now been entered. Since August, 1917, an average of 127,000 tons of fabricated steel, including shipbuilding, has been done per month.

The B-4 priority rating for jobbers' purchases with ten priorities ahead of it, makes for slow replacement of the monthly disbursements to directly essential and preferential classes of war work. An effort is now being made to get a higher priority position, on the ground that otherwise the emergency service of the distributor will become negligible.

Machine tool dealers likewise are pressing for a better rating than B-4 on their record in speeding ship and munition work.

Current News in Photograph—No. 33

THE ROAD BACK

In the present war nothing has been more pathetic than the sight depicted in the accompanying illustration, the refugees driven out by the grim reality of war, returning on the heels of a retreating enemy to their desolated homes to take up their life again, within the sound and often enough within the reach of the guns. It is an instance of the indomitable spirit of the people of France. This photo was taken shortly after Foch's great drive began.



Wonderful New City is Rising From Halifax Ruins

Millions of Dollars Being Expended on New Buildings and Huge Terminals and Shipbuilding Plant—Maritime Provinces Never More Prosperous

"HALIFAX is the busiest city in Canada to-day," said Mr. T. M. Kinsman, of the MacLean staff, on his return from a two months' tour of the Maritime Provinces. "The government is spending \$30,000,000 on new terminals, millions are being spent to replace the homes and buildings that were blown away and \$6,000,000 is being expended on new shipyards. The new Halifax that is rising among the ruins of the old will be a more modern and better city in every way."

Mr. Kinsman found business conditions excellent all through the Maritimes. The crops have been good this year and the manufacturers, always hustlers, have been working to capacity, their output being only limited by scarcity of help. All are most optimistic regarding the future not only of their own provinces but of the Dominion.

There are no people more hospitable than the residents of Nova Scotia, New Brunswick and Quebec. Their hospitality has been shown liberally in the way they looked after the sufferers in the Halifax catastrophe, and in the way they are looking after the returned soldiers.

Generous Response

"It was good to see the prompt and generous response from all over Canada and the United States and England to

those who had lost everything in Halifax," said Mr. Kinsman. "Clothing came in in such quantities that it cannot all be used. Furniture and all sorts of necessities poured in in carloads. There are warehouses packed to capacity with furniture that will be provided for those requiring it as soon as their homes are rebuilt. This work is being done most systematically. The devastated area is being cleaned up and levelled as quickly as possible. In the meantime the people are living in portable houses. The new districts will be laid out by expert town planners and they will make a prettier city than the old one was. The authorities are ascertaining what kind of a home a man lived in before the explosion. They intend to provide him with a better one than he had before and one fitted to his position. It was good to see the way the business men of Halifax dropped everything and took hold of the problems of helping the sufferers. They did everything they could and with the help from outside accomplished wonders. The residents of Halifax have a warm spot in their hearts for the Americans who sent them such generous aid so promptly. The British government sent \$25,000,000. Large sums of money came in from cities and towns all over Canada and the United States. This is being expended in the best pos-

sible manner in looking after the needy and in rebuilding the city."

Prosperity Everywhere

Out in the country districts and in the various cities and towns in the Maritimes Mr. Kinsman found the same prosperity. In the fishing town of St. George he says there were so many autos that the council found it necessary to pass a by-law prohibiting autos from running on the main street on Saturday evenings as they were hindering business, there were so many. The population of St. George is only 1,200. Many of the farmers in the district Mr. Kinsman says have an auto for everyday use and a better car for driving around on Sundays.

Mr. Kinsman thinks there is room for a closer relationship between Ontario and the Maritimes. While Ontario firms are doing a good business there he thinks that a lot of trade that is at present going to the United States might be kept at home if steps were taken to bring about closer interprovincial trading.

While the people are keenly interested in the doings of the Hun submarines which have been busy off the coast Mr. Kinsman states that there is an entire absence of fear. The fact that the war has been brought home so close to them arouses an attitude of interest rather than one of fear.

The building of wooden ships is proceeding at many points along the coast and all are placed in commission as quickly as possible. The recent sinking of fishing boats and other small craft will have the effect of reducing the exports of fish temporarily but beyond that is of no account.

Output of Passenger Autos Likely to be Greatly Reduced

MANUFACTURERS of passenger autos, both Canadian and American, while hoping for the best, are preparing for the worst. The American manufacturers both of passenger cars and repair parts have come to an agreement with the War Industries Board to limit production during the last six months of 1918 to twenty-five per cent. of the total production of 1917. A letter to this effect has just been sent to the National Automobile Chamber of Commerce by the War Industries Board. The board gave notice that in order to permit this production it will extend preferential treatment for the obtaining of materials necessary to "match up" the stock on hand.

This development in the automobile situation leaves manufacturers as much in the dark as before. It was stated to **HARDWARE AND METAL** by several firms that it is impossible to tell just where they stand. They have the letter recently sent out by the War Board stating that it would be advisable for them to put their plants on a 100 per cent. war basis by January 1, 1919. No order to this effect has as yet been issued. Now comes the order limiting the production of passenger cars for the remainder of this year. All this, of course, has a direct effect on Canadian auto manufacturers, who are dependent on American firms for parts and supplies.

What It Means

Just what this latest order to cut the production of passenger cars to 25 per cent. of the total production for 1917 means may be understood better when it is learned that in 1917 approximately 1,800,000 automobiles of all kinds were manufactured in the United States. Of this number about 200,000 were motor trucks. On the basis of the first three months' production Geo. M. Graham, chairman of the National Motor Truck Committee of the National Automobile Chamber of Commerce, estimates that in 1918 there will be turned out 275,000 motor trucks. Of these at least 60,000 will go into war service overseas. There is an urgent call for more and it is to meet this and at the same time conserve supplies of steel needed for other war work that the War Board is cutting down the production of passenger cars. There is also the important question of conserving gasoline supplies for war purposes. As a war measure the manufacturers admit that the step planned by the War Board is logically sound. Winning the war is the big thing and putting the huge auto manufacturing facilities of the United States on a 100 per cent. war basis will not only hasten victory but will help in preparing the auto industry for the important part it has to play once victory has been attained.

Huge Orders Accepted

The American auto manufacturers will not suffer financial loss in any way. They have already accepted war orders

that total over \$900,000,000. At the present time the war requirements of steel and rubber exceed the supply but the War Board is making every effort to keep the output at its maximum by placing restrictions on non-essential industries and curtailing the production of pleasure cars.

As far as Canada is concerned the immediate effect has been to jump the prices of autos. The available supply of new cars is lessened. Canadian manufacturers, however, expect to be able to take care of a fair share of this year's business but are not making any promises as to the future. Already a big business is developing in used cars and this will automatically result in largely increased sales of auto accessories. Some firms declare it will be only a question of time when the big cars are off the market. Others take a more optimistic view of things and are hoping that the enormous production of steel across the line will eventually catch up with the requirements and that any restrictions which may be imposed will be modified.

Chance for Canadians To Develop Big Trade

There is a fine chance for Canadian firms dealing in auto supplies and motor spirits to develop a big trade in New Zealand. There is a marked shortage there of gasoline, benzine and other supplies. This is interfering to some extent with minor industries in the country, especially dairying and farming interests, since it is difficult to secure sufficient supplies to operate dairy and farm machinery that is now being operated extensively by gasoline motors.

The wholesale prices at the important ports average about \$5.72 per case of 10 gallons, but owing to the shortage double this price is asked at retail in some parts of the country.

It is estimated that in 1914 there were about 10,500 motor vehicles in the Dominion, while at the end of 1917 there were about 21,000, with imports of gasoline, benzine, and motor spirits at 6,840,975 gallons in 1914 with only an increase of about one-third for 1917.

Conserve Pig Lead Is Producers' Order

Clinton H. Crane, chairman of the Lead Producers' Committee of the United States, has sent the following notice to the trade.

The demand for pig lead for use on vital war work is now so acute that all possible conservation of the existing supply has become imperative. The Lead Producers' Committee for War Service earnestly requests the co-operation to this end of every manufacturer and dealer. All are asked to endeavor to eliminate non-essential uses of lead in order that there may be more available for

direct and indirect United States Government orders and for other work of national importance.

It is necessary that all consumers and jobbers refrain from accumulating any stocks except such as will allow a reasonable working margin. No pig lead whatsoever will be sold by producers for resale in carload lots. Re-melted or scrap lead is not to be sold at higher prices than the current market for virgin lead.

Retail dealers may be supplied solely on the basis of their agreement to resell only to customers whose requirements appear to be essential, and also to limit the price charged to one-half per cent. per pound in excess of the ruling wholesale price.

Turpentine Prices Climbing Steadily

Latest reports from Georgia indicate that prices of both turpentine and resin will go steadily upward and that it is likely only limited supplies will be available. *The Savannah Weekly Naval Stores Review* says: "It is no longer a question as to whether resins will go higher but rather as to how much higher they will go. Demand has set in briskly from all quarters and it is evident that the fall and winter calls for supplies will be beyond the production. Stocks are below what they were at this time last year and show a heavy falling off since the season opened. Dealers are eager for supplies and the week has seen the sharpest kind of competition among them."

Turpentine is keeping step, in a measure, with the increasing strength of resins and the week saw a more active demand than in some time past. As a result prices advanced from 55¼ to 60 cents a gallon, with the market cleaned up every day and unfilled orders carried over. Turpentine has suffered from a persistent propaganda against it, one might say, but it looks very much as though it were about to come into its own and move to a price level in keeping with its intrinsic merits as an article of general use and one whose cost of production has been doubled since the war began. Predictions of much higher prices before the season ends are quite common.

Turpentine Producers Hard Hit By Storm

Turpentine producers sustained heavy losses in the recent storm which swept Western Louisiana.

In some places the loss in timber amounted to 50 or 60 per cent. and several places will have to be abandoned entirely. Taking place in the section of the finest turpentine timber in the country this is serious. It is too early to give any definite figures as to the number of crops or the number of barrels of spirits decrease, but it is safe to say that several hundred crops will be curtailed by the storm at least 20 to 25 per cent. This is the territory which is making pale grades at this time of the year and will have a serious effect.

Canada Must Conserve Supplies of Steel

So Says Large Montreal Importer to "Hardware and Metal"

Readers—Exercise of Care in Use and Distribution—

Canada's Requirements 100,000 Tons

"Conserve every pound of steel" is the admonition of Beverly Robinson, president of the B. & S. H. Robinson Co. of Montreal, wholesale steel importers.

"The people of Canada do not realize the really serious shortage of steel all over the world to-day," said Mr. Robinson to **HARDWARE AND METAL**. "Many industries have already had to curtail their operations for want of material, and unless further supplies from the United States can be obtained, their activities before long may cease altogether.

"At the present rate of production in the United States enough steel cannot be manufactured to take care of war and other essential requirements. Further construction, under present conditions, presents almost unsurmountable difficulties, and there are other conditions such as labor and fuel, which have direct bearing on the situation.

"The minimum requirements of Canada during the next twelve months in light steel sheets, galvanized sheets, tin plates and material of this kind will be at least 100,000 tons, but we see no possibility whatever of securing anything like this tonnage. An effort, however, is being made with the assistance of the Canadian Government to get recognition by the United States Government of Canada's requirements, and we are hopeful that this can be accomplished and at least a proportion of the steel which Canadian manufacturers so urgently require permitted to be exported.

"We would like to impress upon all Canadian manufacturers and merchants the utmost importance of conserving every ton of steel and seeing that it is used only for absolutely essential purposes. As long as the war lasts an extreme shortage is ure to exist and unless the productive capacity of the United States can be materially increased, further supplies of steel will be increasingly difficult to obtain."

Rationing of Hardware Supplies Working Well in England

Discussing the rationing of hardware supplies, the *Ironmonger*, of London, England, says: "The system adopted about eighteen months ago of rationing various materials to distributors for the home and export trade has gradually been developed until it includes a considerable and still growing number of industries. The working of the system has the merit of simplicity. The residue of material that can be spared for any trade after national necessities are satisfied is rationed through the association of that trade if such a body exists, provided its employment as a rationing authority is satisfactory to the majority of the trade, and where no association is available a chartered accountant is usually employed. Mr. J. W. Madeley, of the Brassfounders' Employers' Association, has been entrusted with the rationing of brass for the whole country, and he acts jointly with Mr. Wright, secretary of the Birmingham Chamber of Commerce, for the rationing of black plates. Mr. Wright is also in charge of the distribution of steel plates for the hollowware trade and of tinplate for lamps. The rationing official in Sheffield deals with cutlery, sheep shears, files, rasps, machine knives, and saws, whilst the interests of the edge-tool makers are looked-after from Birmingham. The object of the scheme is, so far as the necessities of war will allow, to assist the general trade of the country which is not entitled to priority for its raw ma-

terial and to distribute the available material on as equitable a basis as can be arranged. The authorities, who are often in a position to allot a limited quantity of material for the uses of private trade, are anxious that no individual firm shall obtain an undue share of any such supplies which may be available in the open market and the would-be buyer must furnish on his application form elaborate particulars, involving the disclosure of what are generally held to be business secrets.

Objection has been taken in some quarters to the questions asked on the forms, but it is obvious that the rations must be apportioned on an intelligible and trustworthy basis, and the questions do not exceed what might reasonably be expected in the conditions under which the nation's trade is now carried on. It is true that many of the questions contained in the forms may seem to be inquisitorial and designed to exasperate the examinee rather than to elicit necessary information, but on the other hand the quantity of material that can be set aside for general trade is so limited that the authorities are justified in exercising the greatest care in ensuring that each participant receives only his due ration, and it may be urged with some reason that the appointment of independent rationing officers provides a sufficient safeguard against the improper use of the information extracted from the traders.

Sheet Zinc Prices are Approved by President

President Wilson has approved an agreement made between the producers of sheet and plate zinc and the price-fixing committee of the War Industries Board that the maximum base price of 14 cents per pound f. o. b. plant for plate zinc and 15 cents per pound f. o. b. plant for sheet zinc, shall be continued on deliveries from September 1, 1918, to January 1, 1919, subject to the usual trade discounts and extras or differentials that were in effect February 13, 1918. These discounts and extras shall be effective on all contracts executed between February 13, 1918, to January 1, 1919. Sheet zinc shall be considered as including all gauges of one-eighth inch thickness and less and plate zinc as including all gauges thicker.

The conditions are as formerly: First, that the producers of plate and sheet zinc will not reduce the wages now being paid; second, they will sell to the Allies, to the public, and to the Government at the same price; third, that they will take the necessary measures, under the direction of the War Industries Board, in the distribution of plate and sheet zinc to prevent it from falling into the hands of speculators, who might increase the price to the public; and fourth, that they pledge themselves to exert every effort necessary to keep up the production of plate and sheet zinc so as to insure an adequate supply as long as the war lasts.

Motorcycle Makers To Conserve Materials

Representatives of the United States motorcycle industry conferred this week with the Conservation Division on a program to effect economies in the use of metals and rubber in the manufacture of its product. The manufacturers agreed to put their experts to work on technical problems connected with various methods of effecting economies and to report within a few weeks, through the war service committee, which is to be organized by the industry.

The industry consumes a considerable amount of steel, copper tubing, brass tubing, tinplate, and rubber. The manufacturers were asked to suggest wherein it is practicable for them to use substitutes for the metals, particularly copper and brass, which are required in the war program.

PUT ON PREFERENTIAL LIST

Jobbers in electrical goods and supplies have been placed on the preferential list by the American War Industries Board, and will be accorded a degree of preference for their materials to enable them to operate, conditional upon their pledging themselves to limit their output to essential products.

Fire in the Gurney Foundry on Weston road, Toronto, on Thursday night caused a loss of \$1,000. Most of the damage was to the building.

EDITORIAL COMMENT

WOULD HELP RETAILERS

THERE has been considerable talk among certain sections of the retail trade regarding the setting of a permanent date for Thanksgiving Day. The general opinion seems to be that there is no logical reason for having it on a different date every year. On the contrary many retailers think that the plan works a hardship to many merchants. They also think that it would be advisable to fix the date earlier than has been the custom. They argue that as the festival is observed or rather is supposed to be observed to return thanks for bountiful harvest; that the proper time to do this is right after the harvest. Under the present system Thanksgiving may fall, in fact very often does fall, at a time when Christmas trade is interfered with. There is a spurring up of effort to boost Thanksgiving trade. The inevitable reaction occurs and trade is dull for two or three weeks. This limits the time in many cases in which merchants have to dispose of their Christmas stocks and throws upon them a volume of business which it is impossible to handle in a short time. The question may be taken up shortly by business men with the Government. It has been suggested that an expression of opinion be obtained from business men regarding what would be the best date to fix for Thanksgiving Day. If this is done by the Government it might go a long way toward solving what is proving to be a troublesome question for many retailers.

KEEPING UP THE GOOD WORK

EVEN the most optimistic of Canadians could hardly wish for better news than has been coming from the Western front for the past six weeks. The third great German retreat has been marked by so many unexpected features that the public hardly knows what to expect. Among business men there are those who believe that the whole great German war machine will collapse like a house of cards and that the war will end speedily. Against this is the opinion of others who argue that the huge orders which the Allies are placing for guns and equipment does not indicate any speedy termination of the struggle. There may be unexpected developments on the part of the German people. When they find how they have been tricked by news of false victories and how losses and defeats have been

kept from them, there is going to be trouble and this will be one of the tests of the power the militarists have over those at home. In the meantime the Canadian troops are taking a glorious share in the victory sweep that is marking the steady advance of the Allies. The *Chicago Evening Post* says editorially:—

"Trust the battle line of England, the Indomitable!

"Of all the peoples of history, none more than the English have known the strength that comes in the fight with backs to the wall. The last ditch is where England fights best, and there she will fight best to-day, if forced to it by the most tremendous military pressure the world has ever known.

"Thank God our boys are fighting at her side, even if it be but a few of them!

"May they carry to her the assurance of our faith and glory in her. May they sweep aside the ancient prejudices that have made us grudge England her fair meed of trust and honor."

A STAGGERING BLOW

THE German merchant marine amounted to 5,459,296 gross register tons on January 1, 1914. Shipowners have thus far direct and indirect losses of about 800 ships, with about 2,900,000 gross register tons, or more than 50 per cent.

If the ships still lying in neutral harbors are counted as lost as a precautionary measure about two-thirds of the entire German merchant marine would be done away with. The leading lines are now building about 950,000 tons altogether, which is not nearly enough to replace the losses of the German merchant marine during the war.

EDITORIAL BRIEFS

CANADIAN business men are noting with no small pleasure that owing to recent rains the crop conditions in many Western districts have greatly improved and will be much more generally satisfactory than conditions a few weeks ago seemed to indicate. Ontario farmers have just harvested magnificent crops and reports from the Maritimes are to the effect that everything is splendid. At a time like this when supplies are so urgently needed Canadians have real reasons to be thankful.

How Retailers Are Increasing Profits

Study of Principles of Business Efficiency is Boosting Sales—Importance of Putting Business on a Cash Basis—Mailing Lists Prove Big Pullers For Many Firms—Bookkeeping Essential in Retail Stores

THE whole business world to-day, and more particularly the retail business world, is being dominated more strongly than ever before by that tremendous force, "Efficiency." Selling efficiency as a vital factor in the retail merchant's success is receiving the very closest attention all over the country. It is a most interesting and profitable study, this work of analyzing the principles of successful merchandising, and while it has any number of phases and a multiplicity of problems it has been found that all may be grouped under the following eight heads:

1. Adopt a definite policy of selling and store management.
2. Save the wasted hours.
3. Departmentize and keep sales records.
4. Distinguish between "call and buy goods" and "go and get it" goods.
5. Develop and use a mailing list.
6. Widen the scope of your selling.
7. Acquire and maintain a reputation for service.
8. Install an accurate system of accounting.

Cannot Make Profits

A topsy turvy business cannot make profits and indifferent slipshod business methods always produce indifferent results. It is equally true that proper business methods properly applied will just as certainly produce successful results. Selling efficiency becomes apparent at once in an ever expanding business. A minor malady may gnaw the vitals out of your business just as surely as a disease brings the strongest man to the operating table. Perhaps you think there isn't a screw loose anywhere in your business. The question is, are you sure there isn't? Facts gathered by expert business investigators show some really amazing conditions. A recent analysis made in the United States showed that out of 250,000 firms approximately 190,000 made less than \$5,000 a year. Of the 190,000 approximately 100,000 were making very small profits and many others practically nothing.

How They Did It

Consideration of the methods that were making profits and success for other firms showed without exception the application of general business and especially of selling principles. One hardware merchant in a town of 1,400 whose sales totalled \$150,000, gave as the reasons for his success that he had a definite selling policy. He studied closely the needs of the people of his district and did a lot of careful mailing list work. He pays special attention to progressive store record systems and makes regular selling drives on special articles to such an extent that the people for miles around have come to look

for his announcements. Judicious granting of credit has been a great help in keeping his books free of long standing accounts and prompt collections have helped him maintain a financial status that is most satisfactory. He makes a constant study of attractive advertising and display and not satisfied with his already splendid records of sales is reaching out for more and still more business.

Selling Weak Point

Figures prove that the weak point with many retail merchants is selling. Selling is of course the keynote of success in business. Many retailers declare that if they devoted the same time and attention to window displays, attractive store arrangement and advertising that they do to figuring on contracts and large orders they believe they would be better off. One hears a lot these days about essentials and non-essentials. Some rather stringent actions have been taken by the governments with a view of curtailing non-essentials. Hardware retailers, at least many of them, are applying more or less the same principles. They are studying their trade. Firms used to load their shelves or their counters with a lot of goods that they often had to carry for a long time. The manufacturers are helping the retailers materially along this line. They are standardizing and in many instances this has meant a cut of fifty per cent. in the designs put on the market. Probably no lines have been more standardized in the last few months than paints and stoves. This will help in making for efficiency for the retailer. Formerly a leading jobber had designs and finishes of no less than 760 sets, door handles and latches, and 100 different kinds of padlocks. One-third of this number would have been ample to meet all the demands of and satisfy the most critical of his customers. Cooking utensils was another line where there was often a great deal of overlapping and many firms are realizing now in going over their stocks that they had twice the number of pieces in size and color that were needed for their department. Many firms did not realize until it was brought home to them through the needs of the war and conservation that they were overstocking and carrying large amounts of surplus goods, often at a loss or much smaller profits than they should have made.

Problem of Buying

While just at the present time it may be on account of war conditions and railway troubles, good business to buy for the future a tremendous lot of unnecessary buying was done in the past. Many retailers listened to jobbers who made them believe it was a business necessity. Mr. Jobber was looking out for himself and for Mr. Manufacturer

primarily. As a result he unloaded thousands of dollars worth of merchandise on the retailers. Good buying does not necessarily mean spending your time in obtaining the lowest prices. Proper selection is usually far more important. The most successful buyers are those who make a study of the needs of their trade and then select a proper assortment on this basis. Always keep in mind the fact that you are buying the goods to sell. The selling qualities and the price the goods will bring should be big factors in determining purchases. Although for some time past the public has been watching prices go up, up, up, it is well to bear in mind that there are fixed popular prices in the minds of most people and that the goods you are stocking may have to be marked more or less to conform with this standard.

Turning Goods Over

After the goods are in the store the next problem is proper display and advertising. The problem of store display centres in keeping as many staple goods as possible constantly before the public eye. This helps them to get the habit of coming to your store and of watching your windows. The more effectively you can keep them doing this, the more sales will be made. The most successful retailers aim to keep their windows permanently attractive and always have the interior of their stores clean and their stock well arranged. Advertising, special sales, the development and use of the mailing list will keep your stock turning over.

Watch Your Books

Next to selling, bookkeeping is one of the most important parts of the retail hardware business. Putting your business on a cash basis will go a long way towards solving half your troubles. It can and is being done to-day by retailers all over the country and will be done more than ever as merchants realize the losses and the trouble and annoyance they can save. An important thing for every retailer to watch is to make sure that all goods are charged before they leave the store. Often clerks are busy and the proprietor also and goods are handed out or the customer helps himself, the clerk or proprietor intending to look after the matter the minute he is at leisure. This may be small in itself, but if it is multiplied by 300 it amounts to a big loss. Costs are a very important part of bookkeeping. Every retailer should know exactly what percentage it is costing him to do business. Enter all your expenses, divide the amount of your sales into the total of your expenses and you have the percentage it is costing you. This should be constantly borne in mind in marking your selling prices and in marking all invoices.

EVENTS IN THE TRADE

Business Changes

Earl Grey, Sask.—The Earl Grey Hardware Co., Ltd., has been incorporated.

Fort William, Ont.—Caslett Hardware Co., hardware and implements, has been dissolved.

Macklin, Sask.—The firm of H. N. Smiles, hardware, furniture and autos, has been succeeded by Pantson Bros.

Montreal.—J. E. Marcille has assigned to Vinet & Dufresne.

Collingwood, Ont.—The Collingwood Hardware Co., Ltd., of which H. R. Breeze and W. H. Lont were owners, has been sold to D. B. Ritchie of St. Chrysostome, Quebec. The business will be continued under the present name and in the same store.

Drayton, Ont.—O. B. Henry & Co., hardware, Drayton, Ont., have purchased the general store and garage of D. Brocklebank at Arthur, Ont. The premises will be remodelled and used by the new owners for hardware retailing.

Fire Losses

Fire of mysterious origin caused a loss of \$6,000 in the sand sheds of the Steel & Radiation Co. at St. Catharines on Saturday.

Fifteen hundred tons of crude oil owned by the Imperial Oil Co. were burned at Montreal on Monday in a spectacular fire which destroyed the oil tanker Lake Manitoba of the C. P. R. Five hundred tons of copper were also lost. The Lake Manitoba was a steel steamer. The total loss is \$1,500,000.

Personal

Friends of Mr. G. G. Merrick, manager of the automobile accessory department for Merrick-Anderson Co., Ltd., Winnipeg, will regret to learn that he has been dangerously ill for the past two weeks. An improvement in his condition is reported.

J. E. Davis, formerly with the Canada Paint Co., covering Northern Ontario, has accepted a position with the Imperial Oil Co. His territory will be the Niagara Peninsula.

Charles A. Merrick Joins Cavalry Unit

Charles A. Merrick, who for the past fifteen years has been with the Merrick-Anderson Co., Ltd., Winnipeg, has severed his connection with the company

to enlist with the Royal North-West Mounted Police section of the Canadian Cavalry.

"Charlie," as he was familiarly known, joined the Merrick-Anderson Co. as office boy about fifteen years ago, coming from MacGregor, Man. When he had gone through the various stages in the office he decided that he wanted to learn the hardware business and he went out into the warehouse, started at the bottom again, working his way up through the various departments, such as order clerk, city shipper, etc. He showed such industry and attention to business that when an opportunity occurred for rep-



CHARLES A. MERRICK

resenting the house in Alberta, he was given the chance and he proved a mighty good choice. When he had been on the road for a few years he worked up a good connection and for two years led in point of sales, besides practically managing the Alberta business for the firm. He was very well liked by his customers, who had regard for him beyond business associations, and who are anxious to see him return and take up his former duties again.

He is the son of John B. Merrick, general merchant of MacGregor, Man., whose only other son, Harvey, a lad of eighteen, has just joined up with the forces.

Trade Notes

H. Stewart, general manager of the Gourock Ropework Co., Ltd., Montreal, is on holidays on the east coast.

The Niagara Tool and Machinery Co. has been granted a charter. The head office of the firm will be at St. Catharines.

The Safety Stovepipe Co. of Toronto has secured a charter and plans to manufacture stove pipes, stoves, gas and electric ranges and electric fixtures.

The E. I. DuPont de Nemours Co. announces that the paint sales office of the

Harrison Works will be located at 21 East Fortieth street, New York City.

Fed by large quantities of paints and varnish fire swept through the upper floors of the building of Samuel H. French & Co., paint manufacturers, of Philadelphia, recently causing a loss of \$25,000.

Winteringham Bros. of Glen Ewen, Sask., hardware, are going after the auto and auto accessory business in their district and have started work on a large, new garage which will be equipped for making all repairs and will carry a complete stock of accessories.

The garage proprietors of Sarnia, Ont., are the latest to fall in line with the move for Sunday closing. They have advised customers to buy all the oil, gas and accessories required during the week as the garages will no longer be open on Sundays.

Geo. A. Marshall, manufacturers' agent, 70 Lombard street, has purchased the Perfection Sanitary Brush Co. and is amalgamating the Gladstone Brush Co. of which he is president. The firms will be carried on under the name of Perfection Sanitary Brush Co., 1118 Queen street west, Toronto. They are the original makers in Canada of all kinds of twisted wire brushes for domestic and automobile purposes, and also manufacture dustless dusters, mops, etc.

A provincial charter has been granted to the Veteran Mechanical Farming Co., Ltd., of Toronto. The firm plans to deal in hardware and implements used in farming, gardening and land clearing and also to carry on the business of iron and brass founders and metal working.

Montreal News Notes

B. B. Tudor, of the Sherwin-Williams Company is away from the city on holidays.

Royal Cluxton, manager of the Canada Paint Co., Montreal, is a visitor in Toronto this week.

Thomas C. McCrae, with the Eagle Lead Pencil Co. of New York, was in Montreal this week.

J. E. Doane, managing director of Cadillac Motors, Ltd., Montreal, is spending a week in Toronto.

A. Orsali, lubricating sales division of the Imperial Oil Co., Montreal, returned from his holidays this week.

J. A. E. Bureau, of Bureau and Richardson, manufacturers' representatives, Montreal, is in Quebec this week.

S. M. Ward, trade sales manager for

the Canada Paint Co., is away in the States on a month's holiday.

J. H. Conover, Ontario branch manager of the Martin-Senour Company, was here from Toronto visiting the head office in Montreal.

W. J. Wix, Toronto, manager of the International Varnish Co. there, was in Montreal and visited the offices of the Martin-Senour Co. this week.

Corporal Sydney Morris, late of the office staff of the Northern Electric Co., and who went overseas with the Irish-Canadian Rangers, has been wounded.

Thos. Mortimer, representing J. Rabone and Sons, Harpers of Willenhall, Root-Heath Corporation of Plymouth, Mich., and others, was in Montreal recently.

Mr. McIntyre, of McIntyre and Taylor, Toronto, makers of asbestos stove linings and cements, was in Montreal this week. Richardson and Bureau have been appointed their Montreal and Quebec agents.

Pte. Arthur Lynn, a former employee of the Gillette Safety Razor Co. of Canada, Ltd., has been admitted to the General Hospital, suffering from gas. He went overseas with the Irish Rangers.

Pte. Arthur C. Doyle Is Killed in Action.

Pte. Arthur C. Doyle, who was employed in W. A. Steiper's stove store, St. John, N.B., before enlisting early in 1916, has been officially reported killed in action.

Lt. Lyle S. McGowan of H. L. & J. T. McGowan Ltd., "The St. John Paint Store," is reported suffering from a severe gunshot wound in the arm and a bayonet wound in the leg.

Sgt. William A. Alward, formerly employed with James Pender & Co., Ltd., St. John, N.B., has been admitted to a hospital in France suffering from gunshot wounds in the leg.

Nickel Shipments to Start in a Few Days

The first shipments of refined nickel and copper from the big new plant of the International Nickel Co. of Canada at Port Colborne will be made in a few days. When the refinery is in full blast it will turn out from 15,000,000 to 20,000,000 pounds of nickel and 8,000,000 pounds of copper annually. About 40,000 pounds of copper have already been refined and by next winter the company expects to be able to turn out 20,000 pounds a day.

Gasoline Prices Put On More Solid Basis

The fuel administration in the United States has called upon the public east of the Mississippi to stop using gasoline for passenger automobiles, motorcycles and motorboats on Sundays until further notice.

Westwoods, Ltd., of Winnipeg, Purchase Business of Ackland & Son

D. ACKLAND & Son, Limited, have retired from the manufacturing end of their business, having sold out to Westwoods, Limited, Winnipeg. Ackland's started manufacturing years ago on a small scale on Higgins Ave., and met with big success in such lines as wagon and carriage woods. Within recent years, however, the wholesale branch of the business has grown steadily, and since the addition of implement repairs, plow shares and other special lines, the firm found its business assuming such proportions that a readjustment of its activities became necessary.

It was felt that the wholesale end of the business required their entire atten-

tion and it was decided to retire from manufacturing. Recently the machinery and equipment were transferred from the Ackland plant to the new factory of Westwood's, Limited. The manager is C. W. Furrow, who has been connected with Acklands for two years past, getting acquainted with Western conditions prior to taking over the business.

D. Ackland & Son, Ltd., will continue business as wholesalers, handling blacksmith supplies and tools, implement repairs, plow shares and auto supplies. Other lines will be added later. They will also continue the sale of hardwoods and wagon and carriage woods, as in the past.

News of St. John, N.B.

The semi-annual dollar day was observed in St. John this week with results eminently satisfactory to the merchants. More stores than ever displayed the dollar day signs and the volume of business was large.

Work is under way on the new \$110,000 church building for St. David's Presbyterian congregation in St. John. The contract for the copper and other metal work has been awarded to James McDade and for the heating, plumbing and ventilating to J. H. Doody.

Valuable copper areas at La Tete, Charlotte County, N.B., will be developed on a large scale if negotiations now in progress are consummated. Tests of ore taken from a property owned by Lewis Connors of Black's Harbor showed an assay of \$95.30 per ton. An adjoining vein of lead showed a value of \$53.99 to the ton of ore. A Boston mining corporation has been negotiating for the rights, with the intention of shipping the ore to New Jersey to be refined.

The campaign for greater food production made itself felt directly in the hardware business in St. John this year. Local dealers report that sales of farm and garden implements were larger this year than ever before. Considerable of this business was due to the home garden efforts of city people but the farmers also made heavier purchases of equipment of various kinds. The shortage of labor has made the sale of labor saving devices for farm work unusually easy.

At a meeting of the Fredericton Retail Merchants' Association this week it was decided that no attempt would be made this fall to put on a dollar day.

The second unit of T. McAvity & Sons, Ltd., new plant in Rothesay avenue, St. John, is almost completed and soon will be in operation. The company is planning to use women workers on a larger scale in the new plant and has made elaborate plans for their comfort and convenience. A trained social worker has been engaged to look after their interests.

RUBBER IMPORTS LIMITED

The amount of crude rubber to be licensed for importation from overseas during the month of September has, by a ruling of the American War Trade Board, been limited to 16,666 tons. This amount will be allocated by the Bureau of Imports along the general lines of the previous allocation, certain changes having been made to take care of new manufacturers and increased government requirements.

MAY GET STEEL PLANT

For some weeks there have been rumors circulating through the mining country in British Columbia to the effect that the Consolidated Mining and Smelting Company, or the interests behind that concern, were contemplating the establishment of an important steel industry in the mountains. A big order for material for this purpose was being placed, said report. Whether the new plant would be established in connection with the company's smelter at Trail or whether it would go to some other point was a matter for conjecture.

Late reports confirm the earlier rumors and indicate that the plant will be erected at Trail.

MERCANTILE YEAR BOOK

The 1918 edition of The Mercantile Year Book and Directory of Exporters is off the press. This work, edited by Walter Lindley-Jones, F.R.G.I., is of great value to export houses who are looking for further development of overseas trade. The features include a list of importers abroad; the goods imported and names and addresses of the European representatives of the importing houses. The price in Britain is 15/6; the publishers' address is 16, St. Helen's Place, London. E.C. (3)

MUNITIONS DIRECTOR

First Assistant Secretary of War Benedick Crowell has been made Director of Munitions for the U. S. by Secretary Baker, with complete authority to procure and furnish all munitions necessary for military operations.

THE CLERKS' DEPARTMENT

DIGGING UP DIVIDENDS BY CARE OF EMPLOYEES' TEETH

Strict Attention to Trifles Has Been One Means of Making a Five Million Dollar Taxi Business
For John Hertz

Good teeth, good humor, good manners, good business, and conversely with bad teeth reverse the adjective all along. Briefly there is one of the trifling details by taking care of which John Hertz built up his taxicab business from \$50,000 capital in 1910 to \$5,000,000 rating in 1918 with a record for prompt payment of dividends. John Hertz is the biggest man in the taxicab business in America. Though not yet forty years of age he is vice-president and general manager of the Walden W. Shaw and Yellow Taxicab companies of Chicago. He runs the famous black and white taxis in New York, Buffalo, Cleveland, and Philadelphia. And he does it all on the principle that courtesy pays, and that proper care of employees pays. That is why he has a dentist in residence at his principal garage in Chicago, an expert to attend to every ache and pain of the dental equipment of his army of taxi drivers. He has also shoeshine stands in connection with his garages and insists on a spick and span appearance on the part of all his drivers. For he argues, lots of fares are ladies, and ladies don't care to be driven around town by shabby, untidy looking chauffeurs. No more do particular men for that matter. The principle is right, sound business, and it pays as has been proved.

Converted "Cabbies"

Many of Hertz's men are converts from the cab-stand, former wielders of the whip. Hertz has his work cut out to instill his ideas into some of their heads. Now they admire, even adore him. For he showed them the way to efficiency, self-respect, higher wages, independence. In the course of the education process he faced much disappointment and trouble. But he never gave in. John Hertz is another of the remarkable army of brilliant business men who began by selling newspapers on the streets.

Born on the west side of Chicago, he struggled long for recognition. His education was not of the book and blackboard type to any great extent. But what it lacked in bookishness it gained immensely in business value. It was the education of the busy street corner where Johnnie Hertz battled with far

bigger boys for the right to sell his wares and attract his customers.

Perhaps he got his idea as to the importance of the transportation business when he was driving a delivery wagon. No doubt he got his 'finishing' in education in the newspaper office where he rose to be assistant sporting editor at a good salary. Then he met Walden W. Shaw, and went with him into the auto sales business. In the course of the business cars lay idle in the garage. These Hertz figured could be made to earn while they awaited purchasers. He put them on the streets for fares. They ate up their profits in repairs. That set him thinking. He was thinking of the taxicab business. This repair problem would have to be settled, he could see. He decided, says Richard S. Shapira in the American Magazine, that there must be a solution for this problem, so he obtained a catalogue of auto parts and compiled a list of every article used in a complete car, with an estimate of the total cost of these things.

The result was that he decided it was better for him to build his own cars. And no sooner had he decided upon this plan than he began to carry it out; so to-day Hertz is the builder of his own taxicabs.

Going Into It Big

After operating the Shaw Cab Company for several years, and seeing that big money could be made in the taxi business, Hertz decided to go after it on a large scale. In the East, however, taxi companies were barely paying. Many were being forced to the wall and capital refused to be interested in new companies. There was no big company after which Hertz could model his own, so he decided that he would have to be a pioneer in the field.

"I felt that more people should use the taxicab," he says; "but to make this possible, I could see the rates would have to come down. And to make that possible, unnecessary operating expenses, such as exorbitant hotel and club-stand rentals, must be eliminated. If people would forgo the useless frills of luxuriously appointed limousines, and still receive the same service and the necessary comforts, we could have lower rates."

Lessons From Europe

Because he had been working fifteen and eighteen hours a day, Mr. Hertz broke down, and was advised to go to Europe for a rest. He hesitated; but, reflecting that Europe had extremely low cab rates and that its cab business was successful, he decided to combine business with pleasure, and made the trip. He came home after several months with plans of the best engineers for an ideal machine for taxicab service, the original cost of which would be small and the upkeep low. Upon these plans he began building cars.

Existing rates were \$4 an hour, or 70

cents for the first mile and 40 cents for each subsequent mile. Mr. Hertz announced rates of \$2.50 an hour and 30 cents per mile. To create a sensation, to hit hard and make the city talk, he painted the body of the car a bright yellow, and the upper part black. Then he put his yellow cab ads in the newspapers, in street cars, and on the billboards. The name was easy to remember; and the car, once seen, was quickly recognized.

But his competitors chuckled derisively. "It couldn't be done," they said. "Cut the rate one-half and make money? Never!"

Mr. Hertz replied with a radical departure from existing practice. He announced that he would have a car at one's door ten minutes after the call, no matter where. If necessary, the car would go five miles to pick up a fare, drive one mile for thirty cents, discharge the passenger, and not charge for the return five-mile "dead haul." Others always charged for this; but through John Hertz's enterprise, it is now illegal to charge for the return haul.

"Poor Johnny!" sympathized other owners. "It had to come. He's been working too hard of late. Why, man, he's crazy! They'll go out of business in a month."

However, the response was instantaneous. The business grew by leaps and bounds. Mr. Hertz, backed by Mr. Shaw, and the directorate—which, by the way, gives him full power to act—answered his critics by putting more and more cabs on the street, as fast as his factory could turn them out. Competitors became alarmed and slashed prices. But the Yellow Company continued its policy of giving service and saving money. Then came the grand finale, the climax!

The company announced that it was making a handsome profit at the thirty-cent rate—which was by far the lowest ever given Chicago at that time. It said that the company had decided to try to operate at twenty cents a mile; this rate went into immediate effect because Mr. Hertz was striving for one thing—as constant use of his cars as possible.

Small Profits Big Turnovers

While others were waiting for passengers or making empty return trips, Yellows, hailed from the streets, sidewalks, from the doors of clubs, and hotels, picked up anywhere and at any time, were doing a capacity business. Incidentally "fares" no longer ordered a cab from the hotel stands and, as orders at these stands decreased, rentals were forced down. One Chicago hotel received \$20,000 a year for stand privileges. In New York, hotels were charging as much as \$30,000 a year. But the system of business inaugurated with the appearance of the Yellows broke the grip these had on the taxi companies, and rentals came tumbling down. This cut overhead expense and aided toward lower rates.

Mr. Hertz had learned that one secret of success in business was to go after a small margin of profit and a huge volume of business. By continual use of a car there was no "dead" expense. In New York, recently, a new rate was made for the short haul. Formerly, if a man wanted to take a taxi a few short blocks from a theatre to a hotel, for example,

it cost him thirty cents. Now it will cost him only ten. Taxicab rates are constantly changing, however, so that the experiment of a ten-cent haul may not be found profitable or practicable, after a few months' trial.

In Chicago, to shorten as far as possible any empty trips, sub-stations have been established all over the city. Thus, an employed cab, instead of traveling miles back to the business sections, would speed to the nearest branch, where, if a call didn't await it, it would wait for a call. Electric light and telephone signals were placed on buildings at stated distances along the principal streets. Drivers watch these lights. If flaming, the driver stops his car, opens the telephone box with his pass key and receives the order. This saves an empty trip to the home station and also the expense of sending a car out especially for the call. Once a passenger hung up the telephone receiver just as the ordered car pulled up to his door, "I must have rubbed Aladdin's lamp," the man said; "this is wonderful service."

The company receives approximately 3,000 telephone calls a day and its 600 cabs in Chicago carry on the average 24,000 persons each twenty-four hours. It is this same kind of efficiency program which has cut taxi rates in New York, Philadelphia, Washington, Buffalo, Minneapolis, Cleveland, Kansas City and other cities, though the rates in each city differ according to the conditions in each community.

No "Booze and Gasoline"

A staff of men and women ride incognito in the cabs daily, note the treatment they are accorded, and engage in conversation with the chauffeurs to learn if they are satisfied with their positions. Mr. Hertz figures that a driver with a grudge against the company cannot render good service. So the wrong, if fancied, is explained; if real, it is righted.

A mechanical device checks the chauffeur should he become suddenly obsessed with the idea that he can break existing speed records. This gives confidence to passengers. Then, too, a chauffeur is not permitted to drink while on duty, and the practice of drinking at all is discouraged by Mr. Hertz. In fact, he has recently issued a warning that men who are regular hangers-on of saloons will be summarily discharged.

"Booze and gasoline in company are more dangerous than powder and a match," says Mr. Hertz. "A drink while on duty means a discharge slip."

When it comes to the company checking the men, to avoid being cheated by them, Mr. Hertz says it is right here that fair dealing with employees is actually a paying principle. "The honesty of my men is our greatest protection," says Mr. Hertz. "They are so well paid, and their life is made so livable, they don't want to lose their jobs. Naturally, then, for the sake of a small sum they will not steal and endanger their positions. They realize, of course, that we have checkers all along the line."

Clean Cars Count

Adriver must not tinker with his car. Should he become stalled he must telephone immediately for the repair car.

"Chauffeurs are not mechanics; they are not supposed to be," Mr. Hertz continues. "Our car is so made that we can take out the entire engine in an hour and put in another one. Thus, a machine is not in the garage for several days awaiting repairs. Every possible waste had to be eliminated in this business, and that included waste of time for the car and the driver."

The car's interior, with the exception of the cushions and drapery, is aluminum. This permits of a thorough soap and water scrubbing every night. The machines are also oiled after each day's

run. This treatment keeps the car in good running condition, gives it a clean, bright and inviting appearance.

Mr. Hertz put his drivers on a commission basis, giving them a straight twenty per cent. of their gross receipts. They pay for their own gasoline, but meet this with a fifty per cent. commission on extra fares. As a result, the driver feels as if he is working for himself, and strives for all the business he can get. Here is a typical case:

A chauffeur took a party to one of the beaches on a hot Sunday afternoon when lockers could not be had. The prospective bathers were perplexed. The driver, ever ready for more business, pulled down the shades of the cab, permitted the occupants to change clothes, and was hired to wait two hours, with their clothes in the cab, until the bathers should be ready for the drive home. In this way he received about seven dollars which otherwise would have been lost to the company.

These innovations, theories, and "hobbies" have made possible this large company, the most prosperous of its kind in the country.

From 40 Cabs to 600

Less than three years ago the Yellow Cab Company started in Chicago with forty cabs. Now it operates six hundred in Chicago alone and is rushing out more each month. The company invaded New York, Philadelphia, and other cities with the same standard of service; but soon it was realized that the human element, so necessary for success, could not be maintained by a company whose operations grew too large. So these were sold at good profits, and taxicab systems are now being sold in many cities. The company puts cabs on the streets, operates them as its own for six months or a year, until the business is established, and then sends its efficiency experts to another city. So that, while Hertz established the Black and White and the Yellow cabs in these various cities, he does not own or run them except in Chicago.

All this would not be possible if it were not for the wonderful co-operation of the men. Every one of them is for Hertz and they all know that he is for them. When they or their families are ill he has physicians and nurses visit the men's homes. To lower the cost of living, the company buys groceries at wholesale and charges employees only one per cent. of their purchases to cover the expense.

STEEL MANUFACTURE

COMMENTING on the latest phases of the steel and iron situation this week "Iron Age" says:

The meeting of the special sub-committee of steel manufacturers with Government representatives at Washington, and the holding of a general meeting of steel manufacturers in New York on Wednesday point to the taking of new and important steps to meet the demand for ship, munitions and railroad steel.

Coal and coke supply still limit pig iron and steel output. The continuance of an adequate labor supply under the new call for fighting men is a serious problem, and even more grave is the situation caused by the set purpose of labor leaders to bring about union control of the steel industry.

Making Big Changes

Washington is not so much concerned about the construction of new iron and steel capacity, which would be from 12 to 18 months in the building, as about

getting the full fighting effect of existing plants. It is certain, therefore, that in the remainder of the year the changes in metal-working industries due to concentration on war work will be more marked than in the past six months.

The situation as to coal and coke and transportation does not measure up to the enlarged requirements of the war. With an average of 360 blast furnaces operating last month, the pig iron output was 110,000 tons a day. With an average of 335 furnaces operating in April, May and June of last year (25 less than in July, this year) the pig iron output for those three months also averaged 110,000 tons a day. Thus 25 more furnaces are required now to keep output up to the rate of last year.

War Board Imposes Restrictions on Tin

New regulations governing the issuance of licenses for the exportation of tin and tinplate have been issued by the United States War Board. Applications will be received only from the manufacturer, or when the purchase has been made directly by the applicant from the manufacturer. Exportations to Canada will be considered only when the tin is to be used for the same purposes as permitted in the United States, and to South America, British Colonies, West Indies, China and Japan only for making food containers for use by the nations at war with Germany, or for oil containers when the oil is to be furnished to those nations.

While these regulations will affect Canadian manufacturers they are not unlooked for and paint firms and others who have been using the containers have been preparing for some time and have arranged in many cases for substitutes. They are also meeting the shortage in tin by standardizing their lines to a large extent, thus cutting out many sizes which required thousands of tons of tin for containers.

TO MEET IN CLEVELAND

At the meeting of the executive board of the International Association of Master Painters, held in Chicago yesterday, it was decided to hold the 1919 convention in Cleveland "some time between February 7 and 20." The high cost of travel was considered as likely to prevent a representative attendance at New Orleans, the city originally selected for the meeting.

HUGE ORDER FOR MOTORS

The largest individual contract for battleplane motors awarded by the United States Government, calling for 10,000 Le Chrono motors, involving an expenditure of between \$30,000,000 and \$40,000,000, is being filled by the Westinghouse Air Brake Company.

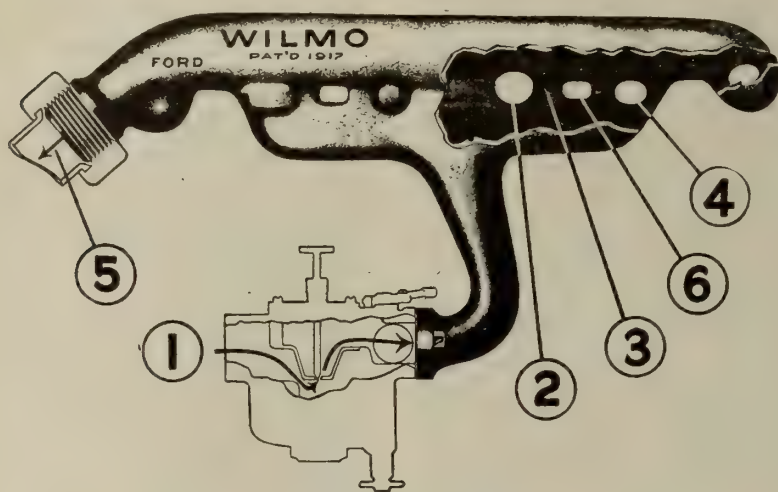
The first payment of liquidation on the stock of the Ontario Portland Cement Company of Brantford, may be one of \$25, and it is stated will be paid before September 1.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

THE WILMO MANIFOLD

W. W. Hicks, manufacturer's agent, Winnipeg, has been appointed Canadian distributor for the Wilmo manifold, made by the Whittier Co., of Chicago.



The Wilmo Manifold

The chief claim made for this manifold is that it vaporizes gasoline, resulting in the following effects, which the manufacturers guarantee: (1) Wonderfully increased mileage, (2) smooth running car at all speeds, (3) carbon greatly reduced, (4) greater horse power.

The manufacturers point out that it is the poor grade low test gasoline which to-day is responsible for low mileage. This is because it only partly vaporizes. Only vaporized gasoline produces the actual mileage. The rest is unconsumed fuel, producing trouble-making carbon.

The makers claim that official tests have shown mileage increase of 42 per cent. to 54 per cent. as a direct result of using the Wilmo manifold.

THE BEST WEATHER STRIP

The Best Weather Strip Co., 11-13 Ferguson Ave., Hamilton, is putting on the market an all metal weather strip for which the claim is made that it is more easily applied than any other style of strip. It is all metal, standard, fits any window or door and is said to be the first permanent weather strip ever introduced.

UNIVERSAL HOSE CLAMP

It is claimed for the Universal Hose Clamp that it will fit any size or any shape of hose. The clamp is made in one piece and is said to grip the hose evenly all round without buckling in

any way or cutting the hose. The device is made of cold rolled ribbon steel. The clamp ribbon has holes one-half inch apart along the middle portion. Between the holes are perforations and

these, it is claimed, facilitate the bending of the ribbon. The clamps are made in two sizes, "Senior" and "Junior." It is stated that the clamps are used on steam, water and air hose under ex-



Universal Hose Clamp

ceedingly high pressure with most satisfactory results, and it is claimed they are the only clamps made to be used in series, that is that can be joined together and used on hose and pipe connection of greatly varying diameters. It is also claimed that they are most useful to automobile owners. The clamps are made by the Universal Industrial Corporation of Hackensack, New Jersey.

THE NIAGARA JACK

The Niagara Jack for medium-sized autos will, it is claimed, lift up to 3,000 pounds and is one of the handiest auto

accessories on the market. The jack is single acting and works on short downward strokes. It works between six and twelve inches and the main lift operates between 10 and 16 inches. The

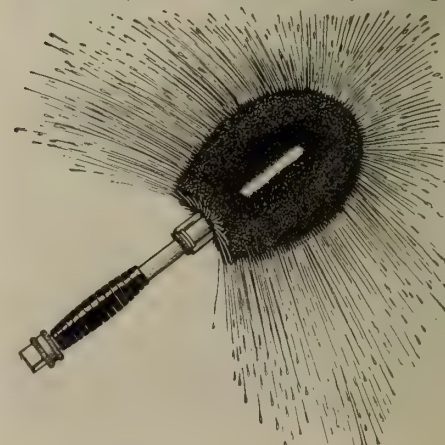


The Niagara Jack

jack is made of malleable iron and has steel pins and steel springs. It is handled by Samuel Trees & Co., Ltd., of Toronto.

SANITAX FOUNTAIN BRUSH

The Sanitax Fountain Auto Brush is for automobile owners and liverymen and the claim is made for it that it will remove all sand, dirt, grit and dust instantly and without scratching. It is stated that it will wash any car, truck, carriage, coach or motorcycle in one-third of the time required by a sponge and that it is not necessary to wet the hands in any way. The "Sanitax" is heavily plated and when attached to any ordinary hose nozzle it is claimed it provides a forceful brush-like spray which is most effective in cleansing. The brush is manufactured by the Sanitax Brush Co., 2731 Wabash Ave., Chicago.



Sanitax Fountain Brush

Glass Prices Likely To Continue Very High

The steadily advancing prices of glass have already been pointed out in **HARDWARE AND METAL**. One of the large Canadian glass importers and manufacturers in Montreal states that the manufacturers' prices in the States are being advanced considerably on both sheet and fancy glass. The increased cost of transportation has also to be added to this before it can be laid down in the Canadian market.

"Competition for labor in the United States has advanced labor costs a great deal," he said. There is a competitive demand for all available labor and the workman naturally goes where his services will command the biggest return. This has affected glass makers and they have had to pay more money or else let someone else take their men.

"Fuel saving has been as big or even a greater factor, and with production so reduced it means that glass prices must be high. The tendencies on plate glass are also very strong."

It is not likely that advances may have to be made again in the cost of glass to the trade in the Canadian market.

Directing All Efforts Toward Winning War

"The spirit of the American manufacturer is bent on winning the war first and winning it quickly," said John S. Fraser, sales manager for Lewis Bros., Ltd., wholesale hardware merchants, Montreal, to **HARDWARE AND METAL** on his return from a trip to New York.

"I was talking with a large manufacturer of automobiles and he was very emphatic about the war. All our resources are at the service of the government," he said, "and if it is necessary we will gladly close up until the end of the war, if by so doing this will help the Allies win more quickly. We not only must win the war, we must win it quickly."

Mr. Fraser stated that the enthusiasm of the American people was manifest on every hand. The campaign of New York salesmen was in progress, and the plan of selling \$25,000,000 worth of War Savings Thrift Stamps was making great headway.

GASOLINE PRICES

A plan has just been made effective through the cooperation of the National Petroleum War Service Committee and United States Fuel Administration that is intended to result in stabilizing the price of crude petroleum both to large and small refiners and maintaining the flow of crude oil in its present channels. It is believed that the arrangement will

prevent any radical change in consumers' prices of gasoline and other oil products.

The details are to be handled by committees on conciliation and co-operation of the various producing fields.

Car Shortage Hits Turpentine Imports

Commerce figures just prepared show that the sales of turpentine from the United States have greatly decreased this year. This was not because there was no demand but because it has been impossible to get the turpentine owing largely to transportation difficulties. Canadian dealers have been doing their best to meet the demands by parceling out what goods they have among as many as possible.

The latest advices indicate that there will be no substantial relief for some time. The dearth from which both dealers and consumers are suffering indicates that the yield of 1918 will be entirely used up and large drafts made on supplies carried over from the previous year.

Last year up to this time the imports totalled 22,157 casks of fifty gallons each. This year Canadian firms have only been able to secure 19,357 casks. There are many large orders only partially filled.

MAY CANCEL BIG ORDER

As the United States Railroad Administration has obtained greater service from tank cars by putting them under unified control it was indicated yesterday that orders for 15,000 tank cars now on manufacturers' books, calling for an expenditure of more than \$4,000,000, probably will be sharply reduced or even cancelled.

AUSTRALIAN GLASS IMPORTS

As no window sheet glass is manufactured in Australia there is a good market there for Canadian firms. No figures regarding imports since the war are available but in 1912 Australia imported 13,826,786 square feet valued at \$422,845, and in 1913, 15,337,722 square feet valued at \$559,701.

May Save Millions By Silk Substitute

The Ordnance Department of the United States hopes to save \$35,000,000 by using chemically treated cotton cloth as a substitute for silk gunpowder bags.

Heretofore, silk has been depended upon for these bags for the reason that no other cloth material has been found that would meet the peculiar conditions required.

Owing to the great scarcity of silk, however, the cost of this material has increased enormously. This shortage is felt by all the warring powers.

HARDWARE LETTER BOX

Briarcliff Auto Tires

Can you inform me who makes or sells Briarcliff auto tires? Alfred Gilles, St. Jacobs, Ont.

The Briarcliff auto tires are made by the Van der Linde Rubber Co., Ltd., West Toronto, Ont.—Ed.

Princess Clothes Wringer

Can you inform me who makes the Princess clothes wringer? C. B. Spear, Sussex, N.B.

These are made by the Princess Manufacturing Co., Cincinnati, Ohio.—Ed.

Domo Cream Separator

Will you please forward enclosed order for a repair to the agent in Canada for the Domo cream separator made by A. B. Salenius Werkstader, Stockholm? Allaire E. Bleau, St. Boniface, Man.

Order has been forwarded to P. T. Legare, Ltd., Quebec, Q.—Ed.

Screen Blinds; Metal Weather Strip

Will you please advise name of manufacturer making screen blinds such as would fasten to top of window and when window is pulled down screen is pulled into its place. Also name of manufacturer making tin stripping such as would be put around windows to protect wind from blowing in, saving expense of storm sash. O. B. Henry, Drayton, Ont.

Screen blinds are manufactured by the Invisible Roll Screen Co., Long Island, N.Y., and E. T. Burrows Co., Portland, Me. Metal weather strip is made by Best Weather Strip Co., Hamilton; Chamberlain Metal Weather Strip Agency, Toronto; Higgin Mfg. Co., Toronto; Moore Weather Strip Co., Toronto.—Ed.

9-20 Queen Range

Please let us know the name of the company being in a position to furnish us repairs for range No. 9-20 Queen, 1908, formerly made by the Canadian Heating and Ventilating Co., Owen Sound.—La Fonderie de L'Islet, Ltd., L'Islet Station, Que.

Answer.—The Empire Stove and Furnace Co., Ltd., Owen Sound, Ont., are successors to the Canadian Heating and Ventilating Co., and are in a position to supply repairs for all the patterns of this range.

Printers' Gauge Pins

Can you advise us where we can procure spring tongue gauge pins? —, Toronto.

This is a printers' gauge pin manufactured by E. L. McGill Co., New York City, and handled in Toronto by Miller & Richard.—Ed.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

FURTHER advances have been made in both black and galvanized sheets during the week.

Present quotations range from 25c to 50c per 100 pounds over those previously ruling. The situation in regard to deliveries of supplies from United States mills shows no improvement and jobbers' stocks are reaching the vanishing point.

This is a serious situation in more ways than the possible loss of revenue to the various jobbers. It must be remembered that manufacturers engaged in various war industries have drawn their supplies practically altogether from the jobbers and in not a few instances production has been maintained at high levels only through the action of jobbers in having stocks on hand.

Virtually all supplies now in jobbers' warehouses are held for war work of some kind and unless replacement is permitted on this basis, various war enterprises may have to suffer through scarcity of materials. It is possible shipments may be released at an early date and the function of the jobber as a cog in the successful operation of the war machine should not be overlooked.

A decline of from 5 to 10 cents per pound in ingot tin has been recorded during the week, following a sharp break at primary points. Some talk

of fixed prices continues to go the rounds but no announcement is yet forthcoming. Supplies are very fair and though not plentiful, manufacturers are able to sustain operations. The break in tin may influence prices on solder to lower levels.

Late advices last week included notice of a sharp advance in spades, shovels and scoops. It develops that this amounts to about 12½ per cent. and covers all lines. In an endeavor to conserve labor and materials, manufacturers announce that only unpolished goods will be turned out until the close of the war. This, it is indicated, should work no hardship whatever on the retailer nor on the public at large, an unpolished shovel, spade or scoop being in every way equal to those polished or half-polished.

Many other important lines affecting the hardware trade have been revised in price. Warehouse trucks show an advance and grindstones are up about 50c per 100 pounds, one of the biggest increases yet made in these. One manufacturer announces a curtailment of the sizes and styles of garbage cans he will turn out. Meat stuffers, roofing caps, brass butts and knife handled wrenches are other lines to be revised upward. Business on fall lines is proceeding favorably, jobbers reporting a very good movement of oil heaters, electric heaters, stoves and ranges, horse blankets, automobile lap robes and many kindred lines.

MONTREAL MARKETS

MONTREAL, August 29.—Price changes are numerous and of an upward nature. Shovels, spades and scoops are moved higher, brass cup and screw hooks and fishing lines have also advanced. Tin is down in London and this softened the price here somewhat; solder may decline as a result of this. Stoves will be advanced immediately. Gun grease, electric irons and bread makers have been readjusted. Handles of various kinds are up, too. Various advances are made in auto accessories also.

Activity in many lines of hardware is beginning to manifest itself very noticeably. Orders are being despatched to the country and city business is taking on a new lease of life. Securing stock is causing jobbers some concern and delays in shipping orders may be expected. This very fact is responsible for earlier ordering on the part of some, who evidently hope that by placing their orders in advance they may secure the needed goods in ample time for consuming demand.

Fishing Lines Higher; Farriers' Tools, Too

Montreal.

FARRIERS' TOOLS, FISHING LINES.—Advances are being made in the price of Heller Brothers farriers' tools, but their rasps are not included; new prices are not yet worked out. Linen fish lines are scarce and the prices have advanced materially. One of the largest makers in advising this change said: "United States government has taken over all linen products as well as the total production of the spinning mills." The outlook promises smaller supplies and higher prices.

Gun Grease is Higher; Picture Hooks And Wire

Montreal.

GUN GREASE, PICTURE WIRE.—Advances are made for Winchester gun grease. The list price now is \$21.60 per gross subject to 12½ per cent. discount. Picture wire also is advancing although

the net increase is not yet available. Brass cup and screw books are up also, the advance in these being about 25 per cent.

Electric Irons Up 20%; Bread Makers Adjusted

Montreal.

ELECTRIC IRONS, BREAD MAKERS—Advances were made in the price of electric heating irons. This applies to Canadian Beauty make and amounts to approximately 20 per cent. Bread maker prices have been readjusted in price, the No. 4 selling at \$38.10 and the No. 8 at \$46.40 per dozen net.

Shovels, Scoops And Spades Make Advances

Montreal.

SHOVELS, ETC.—Advances were made in the price of shovels, spades and scoops through a revision of the discount. The former discount of 50 per cent. is now reduced to 25 per cent. In future all finish will be confined to black only, but the quality will be the same. Steel snow shovels are also marked higher. The old quotation was 5 per cent.

from list and this is changed to 7½ per cent. advance on list.

\$1.25 Advance is Made For Various Handles

Montreal.

HANDLES.—A straight advance is made in the price of scoop and shovel and also in spade handles. This applies to the D and long pattern, the old price of \$6.25 per dozen being superseded by a price of \$7.50 net.

Cylinder Gaskets Up; Luggage Carriers, Too

Montreal.

AUTO ACCESSORIES.—Advances were made in the price of cylinder head gaskets No. 82. The old trade price of \$1.50 is advanced to \$1.83; in lots of ten to \$1.72, and for 50, \$1.58. These prices are net. Luggage carriers No. 55 are also higher. The former price on single lots was \$2.48 and this is advanced to \$3.60; for lots of 6 this is advanced to \$3.44 from \$2.30.

Sight Feed Oilers Advance About 25%

Montreal.

SIGHT FEED OILERS.—Advances are made in the price of sight feed oilers. The following are the comparative prices the old price being first and the new price following: No. 1, each, single lots, \$1.47-\$1.80; lots of 6, \$1.37-\$1.69; lots of 24, \$1.26-\$1.55; No. 2, each, \$1.63-\$2.07; lots of six, 1.53-\$1.94; lots of 24, \$1.41-\$1.78; No. 3, single, \$1.77-\$2.27; lots of six, \$1.65-\$2.13, and lots of 24, \$1.52-\$1.95.

Unit Chains For Tires Marked Higher

Montreal.

TIRE CHAINS.—There is some change on the price of unit chains for auto tires. This applies to Dominion made and for type A single solid tire, the old and new trade prices are 82½c and 75c. Type B, dual solid, 3x3½ is down to 90c from 94c. Single solid 7 and 8 is \$1.24 from \$1.20. Type D, 4 and 5 dual solid are now \$1.46 from \$1.35, and 6 and 7 dual solid is \$1.54 from \$1.50. These prices are net.

Sectional Vulcanizers Make Big Advances

Montreal.

TIRE VULCANIZERS.—A very considerable advance is made in the price of Improved Sectional Adjustment Vulcanizers, No. 8 pattern. New prices are as follows: No. 31938, \$322.53; No. 31939, \$330.53; No. 31940, \$339.80, and No. 31941, \$339.80.

Advanced Freights Add To Rope Makers' Costs

Montreal.

CORDAGE AND ROPE.—The new freight rates have added somewhat to the rope manufacturer's cost. This is considerable, it is stated, and while there is no reason why this should be sustain-

ed entirely, at least by him, no immediate changes to cover this are contemplated. Some interest is still manifested in the attitude which the United States may take with regard to hemp. It is expected that there will be a more defined and clarified position in this respect than there has been for many weeks. Pure manila base price is still 39c; British manila 33c, and sisal 27½c. The change in base size and the advances over base for various sizes as published in these columns last week applies to Montreal markets as well. The change is, in short, that an extra half cent per pound is to be added on ½ inch and all smaller sizes.

Wire Nails Are Firm; Selling Freely

Montreal.

WIRE NAILS AND WIRE.—There is quite a considerable movement of wire nails considering the usual volume of business for this line in August. The undertone of the market is a firm one and one jobber reported that there would be no great surprise if an advance were made soon. Standard wire nails are based still at \$5.35 per 100 pounds and cut nails at \$5.60. Standard steel wire No. 9 is unchanged at a base price of \$6.25 per 100 pounds.

Stove Prices To Advance; Outlook For Supplies

Montreal.

STOVES AND WARES.—The outlook is one which gives the stove makers some concern. There is not a great lot of material in sight yet to make more stoves and just what can be reasonably expected is not yet clear. In any case the prices on stoves and ranges will be higher in the immediate future, the revisions probably to be made this week. On other lines of wares there is still a firm price basis but there are no changes.

Steady Prices Prevail For Gasoline and Coal Oil

Montreal.

GASOLINE AND COAL OIL.—The sale of gasoline continues on a steady and active basis. There has been a good supply here all summer and prices have ruled without change for some time. The indications are that there will be plenty of supply and the same is true with regard to coal oil. Motor gasoline is unchanged at 34c per gallon and coal oil still is selling at 19c per gallon for Royalite and 22c for Palacine and Electroline.

Present Stocks of Steel And Iron Bars Lighter

Montreal.

STEEL AND IRON.—The supplies of steel and iron in jobbers' hands are smaller than they were for stocks cannot be kept up to normal standard in view of the delays in securing delivery. This is a condition that causes some worry but it is expected that the needs will be forthcoming, even though a little late.

The tone of the market is a firm one and sales are made on the basis of unchanged prices.

Common bar iron, per 100 lbs.	\$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20 -0 21

Sheet Supplies Low With Many; Some Movement

Montreal.

SHEETS AND PLATES.—The scarcer sheets become—and it is evident that they are scarcer from week to week—the more difficulty there is in showing a fair range of quotations. Some have been selling supplies on hand at prices that were conceded to be low. However, a fair range is still quoted and supplies of various sizes and gauges are still available, but in smaller quantities. It is quite certain that some sizes will be harder to get in the near future than they are to-day.

BLACK SHEETS—		Per 100 lbs.	
10 gauge	\$. . .	\$9 75-\$11 50	
12 gauge	9 75	9 65-11 00	
14 gauge	8 25	9 00-7 95	
16 gauge	8 35	9 15-8 00	
18-20 gauge	8 60	9 25-8 05	
22-24 gauge	8 75	9 60-8 10	
26 gauge	9 70	9 75-8 15	
28 gauge .....	....	9 90-8 25	

GALVANIZED SHEETS—			
10½ oz.	\$10 00	\$10 50-\$10 75	
28 gauge	10 20	10 25-10 40	
26 gauge	9 90	10 00-10 10	
22 and 24 gauge .....	....	9 75-9 90	
20 gauge .....	....	9 60-9 70	
18 gauge .....	....	9 45-9 70	
16 gauge .....	....	9 35-9 55	

Steady Demand For Scrap At Maintained Price

Montreal.

OLD MATERIAL.—There is quite a movement of scrap iron and also of lead and copper. This is a direct result of the great activity in the States and also here. Prices, while unchanged, are firm and steady. The outlook indicates that there will be a continued steadiness to the market for some time at least.

Dealers' Buying Prices—

Tea lead	0 06½	
Heavy lead pipe	0 07½	
Yellow brass	0 15½	0 14
Red brass	0 23½	0 24
Light brass .....	....	0 08
Scrap zinc	0 06½	0 06¾
Heavy copper	0 24½	0 24¾
Wrought iron, No. 1, per gr. ton	27 00	
No. 1 machinery cast	38 00	40 00
Heavy melting steel	22 00	23 00
Pine scrap	18 00	20 00
Stove plate, per ton	26 00	28 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes.	0 08¾	0 08½
Overshoes, lumbermen's rubbers .....	....	....
boots	0 07	....
Rivete tires	0 04½	0 05
Automobile tires	0 05	0 05¾

Decline in Tin May Ease Solder Prices

Montreal.

LEAD PRODUCTS.—There is not a great deal of real activity in this mar-

ket. At the same time prices on lead products of all kinds are still firm and the tendencies high. On the other hand the weakness of tin in London has been reflected here and it is possible that solder prices will be revised to lower levels in the near, if not in the immediate future.

Lead pipe, lb.	0 15
Lead waste pipe, lb.	0 16
Lead traps and bends	Net-list
Lead wool, lb.	0 14
Lead sheets, 2½ lb. s. ft., lb.	0 14½
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 14½
Lead sheets, 4 to 9 lbs. sq. ft., lb.	0 13½
Cut sheets ¾ lb. extra, and cut sheets to size, 1c lb. extra.	
Solder (guaranteed)	0 60
Solder, strictly, lb.	0 55
Solder, commercial, lb.	0 50¾
Solder, wiping, lb.	0 50¾
Solder wire (8 gauge)—	
40-60	0 61
45-55	0 66½
Zinc sheets, casks	
Do., broken lots	

Tin Lower Again; Antimony And Lead Strong

Montreal.

INGOT METALS.—The condition of trade is not very brisk but there is some movement. The feature of the week is that of a decline in the price of tin in London. This has had the effect here of

making prices easier. Lead and antimony are strong and the general undertone of the various lines is firm.

COPPER.—Some trading on the basis of 30 to 31c per pound is being transacted and the market is steady and unchanged.

TIN.—There was a decline of £14 in the London market this week. The outlook is better and prices here, in sympathy with the lower cables from across the water, are better with sales made at 95c to \$1 per pound.

SPELTER.—This item is firm and importers think the present position will hold. Prices quoted are from 10½ to 11½c per pound.

LEAD.—There is not a great deal of lead available yet, and as a consequence the market is steady and strong. Prices are still characterized by a spread and run from 10 to 10½c per pound.

ANTIMONY.—A strong undertone is characteristic of this ingot. The prices hold unchanged at 15 to 16c per pound.

ALUMINUM.—Since the demand for this is erratic and as many buyers will not take a car lot at a time the spread is a little wider at 50 to 55c per pound according to quantity.

TORONTO MARKETS

TORONTO, August 29.—Many important changes have been made in lines going forward to the retail hardware trade. In all cases these provide for advances, some of the lines to be affected during the week including meat stuffers, knife handle wrenches, grindstones, warehouse trucks, garbage cans and roofing caps. New net prices have been worked out on shovels, spades, and scoops at the new discounts reported in **HARDWARE AND METAL** last week. Stoves have gone up another five per cent. in some quarters, effective September 1. A higher level of prices has been named on galvanized and black sheets also, with jobbers reporting stocks reaching the vanishing point.

Business is said to be very good. A general movement of all fall lines is in progress, oil heaters, lanterns, horse blankets, stoves and ranges, heaters, etc., being among the lines to move. On the whole business is considered excellent.

Net Prices Named On Shovels, Spades, Scoops

Toronto.

SHOVELS, SPADES, SCOOPS.—Net prices have been figured out on shovels, spades and scoops at new discount of 25 and 25 per cent. which became effective last week, and announcement of which appeared in **HARDWARE AND METAL**. The advance in net prices represented by the present discount is about 12½ per cent. It is also to be noted that unpolished shovels spades and scoops will form the entire output of the manufacturers. When present stocks of

polished and half polished are exhausted there will be no more available, at least until after the war. Best informed authorities indicate that this is a move in the right direction and there is no reason to believe this will work any hardship on dealers or the public at large. Net prices now prevailing are given as follows:

Shovels—Jones, Bull Dog No. 2, \$16.30 doz.; Burns, No. 2, \$15.75 doz.; Olds & Fox, No. 2, \$14.10 doz.; Black Cat and Star, No. 2, \$13.50 doz.

Scoops—Black Cat, No. 2, \$18.00 doz.; No. 4, \$18.50 doz.; No. 5, \$18.75 doz.; No. 6, \$19.00 doz.; No. 8, \$19.50 doz.; No. 10, \$20.00 doz.

Jones Socket—No. 4, \$19.90 doz.; No. 5, \$20.15; No. 6, \$20.40; No. 8, \$20.90; No. 10, \$21.40.

Snow Shovels Also Revised; Furnace Scoops, Too

Toronto.

SNOW SHOVELS FURNACE SCOOPS.—Instead of a discount on snow shovels and furnace scoops, new net prices on these two items are determined by an advance of 7½ per cent. advance on list. Conditions of manufacture affecting the regular lines of shovels, scoops, etc., apply on these as well, the prices now prevailing are: Price \$9.65 per dozen; Queen, \$11.85; King, \$12.90; Moore, \$16.20; furnace scoops, L.H. or D.H., \$10.75 per dozen.

Long and D shovel handles are now being quoted to the trade at \$7.50 per dozen net.

Trucks Go Higher; Roofing Caps

Toronto.

TRUCKS, ROOFING CAPS.—New prices have been named on different styles of trucks. These represent advances and are attributed to continued increase in cost of wood, iron and steel with growing scarcity apparent. Watson trucks are now selling to the trade as follows: Handy No. 1, \$4.95 each; Western No. 1, \$7.65, and Western No. 2, \$9.55.

Roofing caps have again been changed and the new price of \$7.75 per 100 pounds provides for an increase over previous quotations.

Wrenches Another Notch Up; Brass Butts, Too

Toronto.

WRENCHES, BRASS BUTTS.—Another increase has been reported in wrenches the change this time being in W. & B. knife handles which are now being quoted to the trade as follows: 6-inch, \$13.75 per dozen; 8-inch, \$16.50; 10-inch, \$19.25; 12-inch \$24.75; 15-inch, \$33.00; 18-inch, \$44.00; 21-inch, \$53.65. Higher manufacturing costs combined with scarcity of raw materials are factors in this present advance.

Brass butts have undergone further revision to higher levels and present prices show an advance of about 10 per cent. over previous quotations.

Garbage Cans Up, Range Curtailed; Crenoid

Toronto.

GARBAGE CANS, CRENOID.—Higher prices have been named on Samuels garbage cans and the manufacturers announce a decided curtailment in the range of sizes and styles to be offered to the trade. Concentration of production on styles maintained will, it is thought, prove more satisfactory under present conditions when material is so hard to get. The numbers retained with prices to-day are: No. 2, \$1.50 each; No. 3, \$1.85; No. 50, \$5.20; No. 60, \$5.70.

A change in prices on Crenoid, used for spraying horses and cattle, has been made, ½ gallon tins selling at \$7.25 and 1 gallon tins at \$9.25 per dozen in full case lots.

Advance Made in Meat Stuffers; Grindstones Up

Toronto.

MEAT STUFFERS, GRIND STONES.—Revised prices have been named on Enterprise meat stuffers. These are now higher than former quotations by a substantial amount, the No. 25 selling at \$11.00 each and the No. 35 at \$13.50 each.

Grindstones are again in the lime-light, a further advance being put into effect during the week. The present basis of quotations provides for an increase of about 50c per 100 pounds, one of the biggest changes made for this

line. Those under 40 lbs. are now being quoted at \$3.25 and from 40 to 200 lbs. at \$3.00 per 100 pounds.

Lubricating Oils Under Further Revision; Gasoline

Toronto.

OILS, GASOLINE.—Further revisions in some lines of lubricating oils have been found necessary and it is thought that when complete figures are available other items may be included in the list to show advances. Imperial cylinder at 71c per gallon and Capital cylinder at 54c per gallon are up 4c per gallon; machine oils ranging from 29 to 39c per gallon are higher by 2c per gallon. It is possible fuel oil may be affected when costs have been figured out on the basis of present freight rates.

Coal oil is held very firm at unchanged price levels, quotations ranging from 18 to 21c per gallon, according to grade. A very heavy demand is in evidence and this is expected to show an increase with the coming of fall and winter trading. Gasoline is also moving very freely. Supplies are equal to demands and price is unchanged at 33c per gallon. That higher prices may be named on both coal oil and gasoline is a possibility.

Five Per Cent. Advance Made in Stoves; Wares

Toronto.

STOVES, ENAMELWARE.—A five per cent. advance has been made in stoves and ranges; effective September 1, in some quarters. This has been under consideration for some time and it is indicated that this is a moderate increase under existing conditions. The outlook is that fall business will be fairly well taken care of but conditions surrounding the manufacturing of stoves show no improvement, consequently the future is uncertain. Retailers show a desire to take delivery of their orders fairly early and movement of all lines is expected to be general in another week or two.

Fall trade on enamelware, tinware, Canada plate, stove pipes and elbows, etc., shows considerable activity and manufacturers are getting their orders away now. Plans for next year's business, usually well advanced by manufacturers at this time, are not shaping up very well owing to difficulty in getting materials and the outlook is considered serious. The usual sources of supply will not commit themselves in respect to delivery of orders on hand and are accepting no more business for the future. The results are soon bound to show.

Cordage Shows Little Variation; Twines Firm

Toronto.

CORDAGE, TWINES.—There is little variation to the cordage situation. The past month has been rather quiet, a seasonable condition, with prices holding firm and unchanged. The present basis of quotations is for pure manila, 39c

per pound; British manila 33c per pound, and sisal, 27½c per pound.

Binder twine business is over for this year and a very satisfactory tonnage has been handled. Twines show an advance in United States markets during the week but this has not been reflected here and no immediate change is expected.

Nails Very Firm; Barb Wire Demand Easier

Toronto.

NAILS, WIRE.—Conditions surrounding the nail situation remain very firm. No easing away in the matter of supplies is reported by manufacturers whose troubles lie in that direction and labor shortage is also an important factor in decreased output. Prices on wire of \$5.30 base and cut of \$5.65 base per 100 pounds show no change.

The wire markets are unchanged, smooth steel being based at the unchanged figure of \$6.25 per 100 pounds. An interesting little sidelight is brought to notice in a despatch from one of the big steel centres of United States. It announces that the call for barb-wire for defensive purpose is falling off tremendously among the Allied forces since Marshal Foch took the offensive on the

STOVES ADVANCE 5 PER CENT.

As this report is made up, announcement is made to the effect that stoves and ranges will be immediately advanced five per cent. This bears out the definite tendencies pointed out for some time in the columns of **HARDWARE AND METAL**. Just what the available stocks of stoves and ranges will be for this fall is not clear at the moment, but manufacturers have been promised some relief and this is now awaited with interest and hopefulness.

West. Mills that were working on this are getting instructions to turn more to other war lines.

Business Brisk in Waste and Oakum

Toronto.

WASTE, OAKUM.—Manufacturers report a brisk demand for cotton waste, orders coming along plentifully and production as a result maintained at high levels. It is intimated that conditions warrant an advance in price, materials used in the manufacture of this line showing continued increases, but no change locally is looked for just now. Prices shown in current market quotations are firmly held.

Sales of oakum are also being maintained at very satisfactory levels. Prices hold without change at figures shown in current market quotations.

Movement in Iron And Steel Bars Continues

Toronto.

IRON AND STEEL.—The movement of iron and steel bars to the trade repre-

sents a very satisfactory total and as a whole jobbers are well pleased with volume of sales. Quotations are held without change as follows:

	Per 100 lbs.
TORONTO—	
Common bar iron	\$ 5 25
Common bar steel	5 50
Refined iron	5 65
Angle base	5 75
Horseshoe iron	5 50
Tire steel	5 70
Mild steel	5 50
Norway iron	11 00 13 00
Toe caulk steel	6 25
Sleigh shoe steel	5 50
Band steel, No. 10	5 75
Do., No. 12	6 00
Spring steel	9 50 11 50
Mining drill steel	19 00 30 00
Sheet cast steel	0 42 0 45
Tool steel	0 20 0 42

Price Revisions Made in Black, Galvanized Sheets

Toronto.

SHEETS, PLATES.—Some revisions in prices of both black and galvanized sheets have been made during the week, advances ranging from 25c to 50c per 100 pounds. Jobbers face a period of vanishing stocks and the situation is that there is no chance of increased supplies coming to Canada. That being the case, the only thing is to make the available supplies go to the points where the most essential work is being carried on from the viewpoint of the war officials. It has been a hard matter for the Canadian allotment of steel to be sustained week by week. In fact there have been times when there has been a falling off, and it looks as though this may be even more pronounced. The outlook to-day is serious in more ways than from the jobbers' standpoint. It is true that they will lose the revenue from sales if supplies do not reach them but it is also true that to the jobbers' foresight in getting stocks belongs in a large measure the successful and continued operation of many war industries. Jobbers have worried and fretted over getting shipments through and have kept various war enterprises supplied when otherwise they would have had to shut down. Delays in allowing jobbers to replenish their depleted stocks may interfere with the war program. Prices being quoted to-day range as follows:

BLACK SHEETS—	Per 100 lbs.
10 gauge	\$10 00
12 gauge	10 00
14 gauge	\$7 95 8 40
16 gauge	8 07 8 05
18-20 gauge	8 05 8 30
22-24 gauge	8 10 8 35
26 gauge	8 15 8 40
28 gauge	8 25 8 50
3-16 inch plate	10 10 10 25
¼ inch boiler plate	10 00

Prices shown are for full cases. An extra charge of from 25c to \$1 per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—	10 00	\$10 25	\$10 50
10½ oz.	9 70	9 95	10 20
U.S. 28	9 40	9 65	9 90
U.S. 26	9 25	9 50	9 75
22 and 24	9 10	9 35	9 60
18 and 20	8 95	9 20	9 45
16	8 85	9 10	9 35

Prices shown are for full cases. An extra charge of from 25c to \$1 per 100 lbs. is made for less than case lots.

Stocks Corrugated Sheets Decreasing; Prices Firm

Toronto.

CORRUGATED SHEETS, EAVE-

TROUGH.—Stocks of corrugated sheets are decreasing somewhat, manufacturers experiencing great difficulty in maintaining a sufficient stock of flat sheets to keep up production. Prices of galvanized sheets are higher and this provides a very firm undertone to the corrugated sheet market though quotations are held without change at levels shown below.

The same conditions apply to eave-trough and conductor pipe, the scarcity of galvanized sheets having a tendency to curtail production. This has not yet made itself felt in a distinct scarcity of the manufactured lines as yet and is not

inch, have reached the local market during the week. These, it is thought, will help out the shortage existing for so long very materially, though distribution will be largely under government supervision. Prices shown herewith are without change.

BOILER TUBES—		Cold Drawn	Lapweld
1	inch	\$36 00	\$.....
1 1/4	inch	40 00	.....
1 1/2	inch	43 00	36 00
1 3/4	inch	43 00	36 00
2	inch	50 00	36 00
2 1/4	inch	53 00	38 50
2 1/2	inch	55 00	42 00
3	inch	64 00	50 00
3 1/4	inch	.....	58 00
3 1/2	inch	77 00	60 00
4	inch	90 00	75 00



"COMPLETE ACCORD," OR, ALL DONE BY KINDNESS
From "Punch."
Imperial Trainer (to his dog Karl).—"Now, then, no nonsense; through you go!"

expected to for some little time. Prices shown in current market quotations are unchanged.

TORONTO—		Per 100 Sq. Feet
Corrugated Sheets—		Gal'zed Painted
No. 23 gauge	\$ 9 00	\$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7 1/2 per cent.

Wrought Iron Pipe Very Firm; Boiler Tubes In

Toronto.

WROUGHT IRON PIPE, BOILER TUBES.—There is no relief apparent in the situation as it affects wrought iron pipe. Stocks continue to reach even smaller proportions as production is greatly curtailed through scarcity of materials. Prices shown in current market quotations are unchanged.

Shipments of boiler tubes, mostly 2-

Easier Tendency in Solder; Lead Products Steady

Toronto.

LEAD AND ZINC PRODUCTS.—A reduction in prices of tin has brought about an easier feeling in solder. This has not yet resulted in a lowering of present quotations but that a reduction from high levels ruling to-day may come seems possible.

The market on manufactured lead products may be looked on as steady. The fact that a price has been determined upon by producers of pig lead with the sanction of the government will serve to stabilize the market. Quotations range as follows:

Lead pipe, lb.	.....	0 15
Lead waste pipe, lb.	.....	0 16
Lead traps and bends	.....	Net list
Lead wool, lb.	0 15 1/2	0 16
Lead sheets, 3 to 3 1/2 lbs. sq. ft., lb.	.....	0 13 1/4

Lead sheets, 4 to 8 lbs. sq. ft.	0 12 1/2	0 13
Cut sheets, 3/4 c. lb. extra and cut sheets to size, 1 c. lb. extra.	.....	.....
Solder, guaranteed, lb.	0 60	0 65
Solder, strictly, lb.	0 55 1/2	0 71
Solder, commercial, lb.	0 51	0 62 1/2
Solder, wiping, lb.	0 55	0 60
Solder, wire, lb.	0 70	0 85
Zinc sheets, per lb.	.....	0 26

Scrap Prices Firm; Market Rather Quiet

Toronto.

OLD MATERIALS.—No changes are noticed in scrap values this week. It might be imagined that there would be a lot of scrap in the way of turnings from shell plants because the volume of material going through these plants is very large at this moment. However, it does not reach the scrap metal trade, its disposition being arranged beforehand by the War Board authorities. Information received from outside points shows that there is a decided shortage in many foundry yards, and there is nothing in sight in the trade that is going to relieve it.

American points state that there is difficulty in securing transportation even when a lot of scrap is found, the carriers claiming that they are overloaded now with business that they consider to be more pressing.

Other lines are very quiet, trade being within rather narrow lines just now.

Dealers' Buying Prices—

Tea lead	\$0 05 1/4	.....
Heavy lead pipe	.....	0 08
Yellow brass	0 12	0 13
Red brass	.....	0 21
Light brass	.....	0 09 1/2
Heavy zinc	0 05 1/2	0 06
Heavy copper	0 22	0 23
Stove plate, per ton	.....	25 00
Old cast iron, per ton	.....	30 00
Overshoes, trimmed Arctics	.....	0 06 1/2
Auto tires	0 04 1/2	.....
Bicycle tires	0 03 1/2	.....

Per gross ton.	
No. 1 railroad wrought	26 00 27 00
No. 2 railroad wrought	15 00 16 00
Pipes and flues	..... 12 00
No. 1 busheling	16 00 17 00
No. 2 busheling	..... 12 00
Country mixed scrap	..... 16 00

Tin Registers Decline; Lead, Spelter Steady

Toronto.

INGOT METALS.—Tin has registered a decline during the week, this furnishing the feature of the metal markets. Lead is now stabilized on agreed price of producers. Spelter is steady though ruling with a firm undertone.

COPPER.—Little interest attaches to this market. Prices hold unchanged at 30-32c per pound, though higher levels are looked for when "price-fixing time" comes around again. Production seems equal to war demands at least, though little is being released for commercial requirements.

TIN.—A decline of from 5 to 10c per pound making to-day's prices \$1.05 to \$1.15 per pound featured this metal during the week. Supplies continue to come along sufficiently well to take care of most urgent demands.

SPELTER.—The market continues to rule with a very firm undertone and supplies continue light. Production has been

curtailed and the present demand absorbs output quickly. Prices remain at 11c per pound.

LEAD.—The agreement reached among producers as to price of lead seems to carry government approval and this has served to steady the market. Prices hold at 10½ to 11c per pound locally and supplies, though light, equal most urgent needs.

ALUMINUM.—No new developments are recorded and prices show no change

from 50c per pound basis ruling for some time past.

ANTIMONY.—Conditions surrounding this market are mainly without change. The demand is very good and price steady at 18c per pound.

PIG IRON.—Production will, it is thought, show a falling off for the month. Supplies are largely being used in war work and this is bound to be the predominating factor in distribution of output for some time to come.

LONDON MARKETS

LONDON, August 29.—New discounts have been established on spades, shovels, and scoops and net prices figured out at the new discounts are given below. Higher prices have also been named on hockey sticks, splitting wedges, nail pullers, oyster shell, stop cocks, bull rings, compression bibs and other lines. Manufacturers and jobbers are busy shipping fall and winter lines and merchants generally show a disposition to take early deliveries. Business is said to be reasonably good and as a whole retailers and jobbers are both well satisfied with the amount of business being handled.

Compression Bibbs, Stop Cocks at New Discounts

COMPRESSION BIBS, STOP COCKS.—It has been found necessary to revise quotations on compression bibs and the new discount issued on the hose and plain patterns of 47 per cent. provides for an advance in net prices.

A new discount has also been named on rough stop cocks and stop and waste cocks of 50 per cent. This also provides for higher net prices and is said to be brought by higher manufacturing costs.

New Discounts on Shovels, Spades, Scoops

SPADES, SHOVELS, SCOOPS.—New discounts have been issued on spades, shovels and scoops which show an advance of over 10 per cent. in net prices. This was indicated as possible in a recent issue of **HARDWARE AND METAL** when an advance was put into effect on the various kinds of handles and definitely announced in last week's issue. It is further intimated that after the present stocks of polished and half polished spades, shovels, and scoops are exhausted there will be no more available. This action is taken by the manufacturers as a conservation measure and the best authorities are agreed that this should work no hardship on the trade. The present discount applying to these lines is 25 and 25 per cent., which provides for net prices on the unpolished goods as follows:

Shovels, 1sts—Jones, \$16.31; Bull Dog, \$16.31 doz.

2nds—Burns, \$15.75 doz.

4ths—Olds, \$14.07; Fox, \$14.07; Black Cat, \$13.50; Star, \$13.50 doz.

Jones and Bull Dog Draining Spades and Post Hole Spades—\$16.31 doz.

Burns, do., \$15.47 doz.

Black Cat Scoop Shovels—No. 2, \$18.00; No. 4, \$18.50; No. 5, \$18.75; No. 6, \$19.00; No. 8, \$19.50; No. 10, \$20.00 doz.

Jones Socket Scoop Shovels (black)—No. 4, \$19.91; No. 5, \$20.16; No. 6, \$20.41; No. 8, \$20.91; No. 10, \$21.41 doz.

Snow Shovels, Furnace Scoops Also Revised

LONDON.

SNOW SHOVELS, FURNACE SCOOPS.—New prices on snow shovels and furnace scoops have also been named, quotations being based to-day on a 7½ per cent. advance on list. The following are net prices to the trade:

Snow shovels—Prince, \$9.55; Queen, \$10.65; King, \$12.75; Moose, \$15.95; Furnace scoops, D. H. and L. H., \$10.65 dozen.

Hockey Sticks Go Up; Whip Stocks Too

LONDON.

HOCKEY STICKS, WHIP STOCKS. A new list of prices has been issued on hockey sticks which is in line with other wood products. Prices have been influenced upward. To-day's prices range as follows: Boys' red or white at \$1.25 per dozen; Men's Practice No. XX, at \$3.20 per dozen; Spalding's Championship, \$5.75 per dozen.

Hickory whip stocks have also undergone revision upward and new price to-day is \$1.25 per dozen.

Nail Pullers Change; Splitting Wedges Higher

LONDON.

NAIL PULLERS, SPLITTING WEDGES.—The wide range of products affected by present conditions as regards scarcity of raw material and labor is shown in the many miscellaneous lines affecting the hardware trade from time to time. During the week a revision has been made in Sure Grip nail pullers, and quotations now being made to the trade are at \$1.35 each.

Another line which is now being quoted at a higher figure is splitting wedges, the common pattern selling at 14c per pound and the Truckee pattern selling at 14c per pound.

New Prices on Bull Rings; Oyster Shells

LONDON.

BULL RINGS, OYSTER SHELL.—Copper bell rings have suffered a further advance in new prices issued this week. Quotations now being made are at the following figures: No. 21 x 2½ inches, \$3.35 per dozen; No. 22 by 3 inches, \$3.75; extra heavy, ¾ by 2½ inches, \$5.00 per dozen; heavy self-piercing, No. 52½ by 2½ inches, \$5.25.

Oyster shell has also gone to higher levels and is quoted to-day at \$1.45 per 100 pounds.

New prices have been issued on rubber tires for Bissell sweepers, this line now selling to the trade at 90c per dozen.

Oil Heaters Moving Freely; Stove Boards Firm

LONDON.

OIL HEATERS, STOVE BOARDS.—Some activity is being experienced in oil heaters which are now selling quite freely for the fall trade. Indications are that booked orders are pretty well taken care of and retailers not protected under this basis are now getting under cover. No change in prices have yet been made, the Perfection No. 545 selling at \$6.50 list and No. 530 at \$7.25 list, less 25 per cent. The Hot Blast Heater is being quoted at \$28.08 per dozen net.

Stove boards are another line in which the trade is interested for fall business. These are now enjoying a very good sale and quotations to the trade show no change in the present discount of 40 per cent. List prices on this line which take the 40 per cent. discount are given here-with:

Stove Boards (Elite)—24 in. square, \$18.50; 26 in. square, \$21.00; 28 in. square, \$23.50; 30 in. square, \$25.50; 33 in. square, \$28.00; 36 in. square, \$30.00; 18 x 28 in., \$19.00; 24 x 32 in., \$25.00; 26 x 34 in., \$26.50; 26 x 38 in., \$28.50; 28 x 44 in., \$40.00; 30 x 48 in., \$50.00 doz. list. Discount 40 per cent.

Flashlights Selling Well; Lanterns are Steady

LONDON.

FLASHLIGHTS, LANTERNS, LOADED SHELLS.—Shorter days are influencing the demand for flashlights and batteries, the trade reporting a splendid movement of these lines. The Eveready Daylos and batteries are holding firm at discount of 33 1/3 per cent., which represents an unchanged basis of quotations.

Lanterns are also selling for fall and no change in prices has been made, the regular cold blast plain selling at \$12.50 and the short globe pattern plain also holding at \$12.50 per dozen.

Loaded shells are moving forward freely. Crown black are quoted at \$31.40 per M and Sovereign smokeless at \$39.00 per M. These prices represent no change.

White Lead in Oil Firm; Window Glass Steady

LONDON.

WHITE LEAD IN OIL, WINDOW GLASS.—There has been no change in

the white lead in oil situation during the week. The pure is being quoted at \$17.80 per 100 pounds in ton lots and \$18.15 in less than ton lots; Elephant pure is selling at \$18.30 per 100 pounds in ton lots and at \$18.65 in smaller quantities.

Window glass is holding in a very firm position and there is every indication that a higher scale of quotations will be reached in the near future. Market conditions are very strong and the recent advance in the United States is almost sure to be reflected here. For the present these is no change, single diamond being quoted at 25 per cent. discount, double diamond at 25 per cent. discount, and cut lights at 10 per cent. discount.

Linseed Oil Firm;

Turpentine Unchanged

London.

LINSEED OIL, TURPENTINE.—A

WINNIPEG MARKETS

WINNIPEG, August 29.—Price changes for the week are again numerous, all lines registering increases. Included in the list are the following articles: tapes and rules, screw drivers and automatic drills, whiffletree hooks, end irons, centre clips and rings, Peerless horse shoe nails, solder, hand horse clippers, and Universal food choppers. Business for the past week shows sales to be about normal with a good demand for threshers' supplies in evidence. Some movement of fall lines is also reported, oil heaters, horse blankets, and kindred lines now going forward to the trade.

Sheets Holding Firm;

Harder to Get

Winnipeg.

GALVANIZED BLACK SHEETS.—Owing to the difficulty of getting stocks of galvanized and black sheets, jobbers report stocks as very low compared to normal times. Present indications are that these lines are daily becoming harder to procure due to the heavy demands for war purposes and practically all the sheets at present coming into the county are being devoted to war needs. Prices in the meantime remain firm at the following figures:

Galvanized Sheets—10½ oz., \$11.70; 28 ga., \$11.40; 26 ga., \$11.10; 24 ga., \$10.95; 22 ga., \$10.95; 20 ga., \$10.80; 18 ga., \$10.80; 16 ga., \$10.65 per 100 opunds.

Black Sheets—28 ga., \$9.45; 26 ga., \$9.35; 24 ga., \$9.30; 22 ga., \$9.30; 20 ga., \$9.30; 18 ga., \$9.30; 16 ga., \$9.45; 14 ga., \$9.45; 12 ga., \$9.45; 10 ga., \$9.45 per 100 pounds.

Higher Prices Reached

For Horse Nails

Winnipeg.

HORSE NAILS.—Prices on Peerless horse shoe nails which have remained firm for the past year, have just been revised. This is due to increased costs of production as well as higher freight rates. New prices now ruling are given herewith: No. 5, \$5.50; No. 6, \$5.25; No.

steadier position seems to be developing in linseed oil and quotations for the week show no change. The seed market in Winnipeg shows some variation but consensus of opinion here is that this is not great enough to influence prices either up or down. Under the circumstances quotations remain unchanged at the following figures:

1 to 2 bbls., raw \$2.17, boiled \$2.20 per gallon; 3 to 5 bbls., raw \$2.16, boiled \$2.19 per gallon; 6 to 9 bbls. raw \$2.14, boiled \$2.17 per gallon; less barrels, add 10c gallon.

Primary points recorded further advances since last week but the market seems to have steadied again and the market is holding at firm levels. Quotations locally have shown no change from the figures reported last week, single barrel lots selling at 95c per gal., 2 to 4 barrel lots 94c per gal., and 5 gal. lots \$1.05 per gal.

7, \$5.00; No. 8, \$4.75; No. 9, \$4.50; No. 10, \$4.50 per box of 25 pounds.

Whiffletree Hooks, End and Centre Irons Up 5%

Winnipeg.

WHIFFLETREE HOOKS, END IRONS.—Due to further increased costs of production prices on whiffletree hooks, end irons, centre caps and rings, as well as centre irons show an increase of approximately 5 per cent. over former quotations. To-day's selling prices are as follows:

Whiffletree Hooks—No. 3550C, \$1.75 doz.; No. 3555C, \$2.00 doz.; No. 3550D, \$2.05 doz.; No. 3555D, \$2.45 doz.; No. 3550E, \$2.35 doz.; No. 3555E, \$2.70 doz.; No. 3550F, \$2.55 doz.; No. 3555F, \$2.95 doz.

Neckyoke Centre Irons—No. 3600A, \$4.05 doz. Neckyoke End Irons—No. 3605B, \$1.50; No. 3605D, \$1.90; No. 3605F, \$2.15 doz.

Centre Clips and Rings—No. 3520A, \$3.75; No. 3520B, \$2.45; No. 3520C, \$2.35; No. 3520D, \$2.10 doz.

Five Per Cent. Advance Made in Food Choppers

Winnipeg.

FOOD CHOPPERS.—New prices are just to hand covering Universal food choppers, which move up approximately 5 per cent. over previous prices. These are quoted to-day as follows: No. 0, \$21.00; No. 1, \$25.50; No. 2, \$31.00; No. 3, \$40.00 dozen; stuffing attachments for do., No. 2, \$1.00; No. 3, \$4.00 dozen.

Screw Drivers, Breast Drills, Automatic Drills Up

Winnipeg.

SCREW DRIVERS, BREAST DRILLS.—New prices just issued by North Bros. Mfg. Co. show further advances in their line of screw drivers, breast drills, automatic drills, etc. This is said to be due to difficulty of obtaining high grade material, together with advanced freight rates. The increase ranges between 5 and 10 per cent., make to-day's selling prices as given below:

Screw Drivers—No. 10 x 2 inch, \$6.40; 4 inch, \$8.80; 6 inch, \$11.30; 8 inch, \$13.00 doz. No. 15 x 2 inch, \$7.20; 3 inch, \$7.80; 4 inch, \$8.40 doz.

Spiral Screw Drivers—No. 30, \$32.00; No. 130, \$36.40; No. 35, \$24.40; No. 135, \$28.80 doz. Screw Driver Bits for No. 30, 60c set. Chucks and Drills—No. 30, 95c set. Countersinks—No. 30, \$2.60 doz. Breast Drills—No. 555, \$9.80 each. Automatic Drills—No. 41, \$30.40; No. 44, \$33.60 doz. Drill Points for No. 41, \$10.20 doz. sets.

Horse Clippers Show Slight Advance

Winnipeg.

HORSE CLIPPERS.—Prices on hand horse clippers have again shown a slight increase in price. This, it is thought, is due to the fact that the demand during the past year has been greatly in excess of the supply. Stocks in general are reported low. Prices ruling to-day are as follows: Coates' No. 159, \$3.40 pair; Handicap, \$1.70 pair; Goodwood, \$2.10 pair; Grand BB., \$2.60 pair; Newmarket, \$2.30 pair.

Rules, Tape Measures Undergo Revision Up

Winnipeg.

RULES, TAPE MEASURES.—Prices on rules and tape measures undergo a further change after remaining firm for the past six months, the advance, however, being very moderate. Prices now ruling are given herewith:

Tapes—No. 710, \$4.05; No. 713, \$5.40; No. 714, \$6.45 doz.; No. 263, \$4.20; No. 265, \$5.45; No. 266, \$6.80 each; No. 100, \$2.95; No. 103, \$4.40; No. 105, \$6.15 each; No. 603, \$2.85; No. 604, \$3.20; No. 606, \$4.55 each; No. 240, \$2.65; No. 243, \$3.75; No. 245, \$4.80; No. 246, \$6.00 each; No. 1033, \$12.80; No. 1035, \$16.75 doz.

Pocket Tapes—No. 143, \$7.10; No. 145, \$9.65; No. 165A, \$1.60; Marvel, \$4.35 doz. Zig-Zag Rules, Yellows—3 ft., \$3.00; 4 ft., \$4.00; 5 ft., \$5.00; 6 ft., \$6.00 doz.

Boxwood Rules—No. 32, \$7.05; No. 36, \$4.60; No. 62, \$9.20; No. 84, \$6.40; No. 52, \$7.40; No. 53, \$4.60; No. 54, \$8.90; No. 69, \$1.80; No. 68, \$2.15; No. 7, \$6.00; No. 61, \$2.70; No. 66½, \$6.10; No. 66¾, \$15.40; No. 66¼, \$7.05 doz.

Solder Makes Advance of 3c per Pound

Winnipeg.

SOLDER.—The market price of tin continues high, while stocks are reported as almost depleted with the result that solder has again undergone a further revision in prices. The present increase amounts to 3c pound, making to-day's selling price as follows: Half and half, case lots, 69c pound; less than case lots, 70c pound.

Linseed Oil Holding Firm; Turps Steady

Winnipeg.

LINSEED OIL, TURPENTINE.—The market price on flax seed still remains very high with the result that linseed oil prices are holding firm and no immediate reduction is looked for in the face of present crop reports. To-day's market price is as follows: Raw linseed oil, \$2.30 gallon; boiled linseed oil, \$2.33 gallon in barrel lots.

Turpentine still continues firm and shipments are reported as normal for this season of the year. Stocks are reported equal to present demands. Prices now ruling are as follows: Barrels, \$1.10 gallon; ½-barrels, \$1.13 gallon; 5-gal- \$1.15 gallon, plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Aug. 29.—Testimony given last week by departmental representatives to Congressional committees, considering "man-power" or draft legislation, that the war can be completely won before the end of next year by America's whole force being put into the work, furnished the steel industry no new view of the situation. For some time past the preponderating view in the steel trade has been that the war would be won before the end of next year. This view obtained despite the fact that the steel trade well knew that the war machine is preparing for five years of war.

Requirements Increasing

What is to be observed at the present moment is that the steel requirements for the war are increasing, as to the total. Few military purposes for which steel is required have been entirely fulfilled. Even the cantonments, for the preliminary training of men, while completed long ago according to the original plans, are now in some cases being enlarged. Shipbuilding grows constantly, of course. Many of the shipways are not completed yet. The furnishing of equipment for ships must increase greatly, as many ships recently launched are awaiting equipment. This includes engines, boilers and a thousand and one minor items. Shell manufacturing is increasing. Railroad operations in France contemplate a larger and larger scale. In addition to many small cars ordered in the past two or three months for the A. E. F. orders for 20,000 additional cars have just been approved and the distribution is now being made, while rumor has it that 30,000 or 40,000 more cars may be ordered in the near future as part of this program. For the rebuilding and enlarging of the two railroads across France allotted to the A. E. F. 150,000 tons of rails were ordered about a year ago. Other and smaller orders followed, and in the past few weeks 200,000 tons additional have been placed. Including the light rails required for the narrow gauge trench railways the orders for the A. E. F. to date doubtless total more than 500,000 gross tons, this being entirely apart from rails furnished the French authorities.

This Is Splendid

Through the change in the character of the military operations the demands for barb wire have been lighter in recent months, and Marshall Foch's principle of keeping always on the go seems to preclude any large demand. It may be remarked parenthetically, however, that so precisely does the machinery for employing the steel industry for war purposes work that this does not make wire more plentiful for civilian use, since immediately there is provided an offset. Orders for a large tonnage of 82 mm. rounds for France have just been dis-

tributed, and a large part of the business has been given to wire plants, whereby such plants will change rolls on their small billet mills, to roll the rounds, and the small billets will no longer be available for the rod mills, so that wire production, lately no more than 60 per cent. of capacity, will be reduced further.

In Total Figures

Thus while available information is quite fragmentary and very far removed from being complete, it affords entirely satisfactory grounds for viewing with profound respect the current estimates of the War Industries Board that 20,000,000 to 22,000,000 net tons of finished rolled steel is required for the present half year, and not less than 20,000,000 tons for the first half of next year. The estimates, of course, include some allowances, perhaps rather meager, for the commercial industries at home that must be maintained to keep up the country's war efficiency.

Production

Production has been somewhat heavier in the past ten days, through a partial recovery from the backset given by the extremely hot weather of the first fortnight in August, but the month as a whole will probably show smaller production than July. September, however, will probably see the restoration of the June rate or even a higher rate. There is more dissatisfaction with blast furnace performance, as the output is out of line with the large number of furnaces in blast. Questions of coke supply, coke quality and labor performance are being studied still more carefully. While new construction has been considered, it is held full performance of existing manufacturing facilities must first be attained. It may still be estimated that the output of finished rolled steel in the present half year should be fully 18,000,000 net tons.

Distribution to Jobbers

Jobbers are receiving even lighter shipments of finished steel than was expected as a result of the July orders relating to jobbers, which provide a B-4 priority rating, first for August shipments to an amount equal to one-sixth the tonnage received during the first half of the year, and then for subsequent months an amount equal to the tonnage distributed by jobbers the preceding month against priorities and the preference list. The jobbers have received scarcely any merchant steel bars or sheets, and their receipts of standard steel pipes and of wire products have been less than expected. This exemplifies the shortage of steel, since B-4 is a high degree of precedence. It yields to most of the priorities, but comes before the entire preference list.

Earl Carpenter of Chinook, Alta., has taken a position in the hardware store of M. F. Ranchman at Viscount, Sask.

F. W. Otton of H. H. Otton & Sons, hardware, Barrie, Ont., was a Toronto visitor this week.

C. E. Hadden, hardware dealer of Picton, Ont., was in Toronto during the week.

Stevenson J. Hunter, hardware, Kingston, Ont., have added a tinsmith department to their business. It will be in charge of Edwin Ada.

PAMPHLET ON ELECTRIC SOLDERING IRONS

"Preventing Lost Motion in Soldering" is the title of a very attractive booklet issued by the Clemens Electrical Corporation of Canada, Limited, Hamilton, Ont., which is an exposition on electrical soldering tools. The pamphlet is printed in two colors and gives a lot of valuable information on this new method of soldering. The various types of soldering irons are described and illustrated in a very complete manner. The pamphlet contains twenty pages with artistic embossed blue cover. Copies may be had on request to the company.

Trade Inquiries

482. **Motor-car accessories.**—A Liverpool firm of motor accessory factors would like to hear from Canadian manufacturers of motor-car accessories with a view to post-war business.

483. **Asbestos fibre.**—An English firm, considerable importers of asbestos fibre, ask to be placed in touch with exporters, with a view to post-war business.

484. **Padlocks.**—An English firm would like to hear from exporters of padlocks with a view to post-war business.

485. **Hollow-ware.**—An English firm would like to hear from exporters of hollow-ware, with a view to post-war business.

487. **Dolls and toy wooden goods.**—A Glasgow firm wishes to hear from exporters of the above, with a view to post-war business.

488. **Baling iron.**—A New South Wales company requiring quantities of baling iron invites correspondence from interested firms in Canada who will supply samples and quotations as per particulars appearing in report from Canadian Commercial Agent at Sydney in this issue.

657. **Mild steel sheets.**—A Japanese firm situated in Yokohama wishes to obtain steel sheets as follows:—

3 ft. x 6 ft. BWG. 11; 4 ft. x 8 ft. BWG. 11; 5 ft. x 10 ft. BWG. 11; 4 ft. x 8 ft., 1-16 in.; 3 ft. x 6 ft., 1-16 in.; 5 ft. x 10 ft., 1-16 in.

658. **Close annealed sheets.**—A firm in Japan would like to be put in touch with Canadian manufacturers of close annealed sheets, 3 feet by 6 feet, as follows:—

3, 4, 5, 6, 7, 8, 9, 10, 11, 12 and 13 sheets in bundle of about 112 pounds.

659. **Wire nails with checkered heads.**—Wire nails with checkered heads are desired by a Japanese firm of good standing in the following sizes:—

BWG. Gauge. No. 17, 3/4-inch—14 casks; No. 17, 7/8-inch—14 casks; No. 16, 1-inch—43 casks; No. 15, 1 1/4-inch—43 casks; No. 14, 1 1/2-inch—86 casks; No. 13, 1 3/4-inch—43 casks; No. 13, 2-inch—28 casks; No. 12, 2-inch—29 casks; No. 12, 2 1/2-inch—42 casks; No. 11, 2 1/2-inch—43 casks; No. 10, 3-inch—28 casks; No. 9, 3 1/2-inch—29 casks; No. 8, 4-inch—14 casks; No. 8, 4 1/2-inch—15 casks; No. 7, 5-inch—14 casks; No. 6, 6-inch—15 casks.

500 casks at 133 pounds each.

660. **Galvanized iron wire.**—A party in Yokohama would like to receive quotations on galvanized iron wire in the following sizes; packing to be one coil of 112 pounds and burlapped: B.W.G., 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22.

WEEKLY PAINT DEPARTMENT

No Comeback to This Argument

Retailers Doubling Sales This Fall by Pointing Out Patriotic and Economic Duty of Everyone to Preserve Materials and Make Everything Last as Long as Possible While the War is on

WHILE the retail hardware dealer always has strong and convincing reasons why the farmers should do a lot of painting in the fall, there are two talking points available this autumn that should greatly increase the business of every merchant. Both are absolutely irrefutable. They permit of no "comeback" at all on the part of the farmers. It can be pointed out forcibly and demonstrated in a dozen ways if necessary that it is the patriotic and economic duty of every farmer to conserve materials in every way possible. Everything should be made to last as long as possible in order that wood, steel and other materials may be available for winning the war. Every farmer should paint his implements and take care of them because never in the history of the work has there been such demand for steel and if the farmers allow their implements to rust and go to ruin, they are not only injuring themselves but taking supplies of steel for new appliances that are badly needed by the boys on the firing line.

No one has felt the shortage of help more keenly than the farmers so they will appreciate just what it means when they are told that unless they take proper care of their implements, buildings, etc., they are not only using up materials that are needed for war purposes but also taking help that is required in the manufacture of war necessities.

One Western Ontario dealer has emphasized the conservation idea forcibly during the week by placing in his windows some very badly rusted pieces of farm implements. Beside them he placed other pieces which had been preserved and freshened up by paint. Show cards draw attention to the cheapness of painting, the urgent need of conservation just now, the nation's duty to the boys in the trenches and so on.

The farmer's favorite arguments that it costs too much money to paint can be combatted successfully by the conservation arguments given above and also by pointing out that he has been obtaining prices all year that he never even dreamed of a short time ago. Also that

he has had an unlimited market for everything he produced. Many dealers are making a round-up this season of farmers who in other years have been putting off painting on the ground that they had not had a good year and paints were high. The dealers are going right out after these men and are pointing out to them that with the money they have been getting this year and the shortage of materials of all kinds it is little short of criminal for them to allow implements and buildings to fall a prey to the elements. They report good business and several firms who have obtained substantial orders for paints plan to keep following up these men and showing them how they have been losing money by not painting oftener. They plan in this way to have these delinquents paint regularly in future.

Every opportunity is taken to impress upon prospective customers that in view of the shortage of help on the farms that there is no reason why they cannot do all their painting themselves. This is a strong point to make with the farmer, especially the man who has just finished harvesting rich crops and is feeling like making improvements with some of the money he has earned. The retailers urge that all work be done this fall, if possible, as owing to war conditions supplies are not only going up in price but many are almost off the market. They urge the farmers to make sure that all wagons, plows, implements and buildings are painted and that their paint needs in the home are looked after. The preservative and large utility value of painting is being urged this fall where in previous years very often the appeal was made along the line of purely decorative and preservative values. The decorative value may also be emphasized as well this season especially where prospective customers are planning painting their homes. A little instruction regarding the use of brushes, the better results to be obtained by sandpapering, rubbing in, allowing reasonable time for drying and similar hints always proves time well spent and also helps the customer in getting better results and in feeling that he has got good results for his time and money.



Moore's Varnishes and House Colors for *Inside Painting!*

Early this Fall your customers will begin their annual "clean-up and paint-up" within their homes.

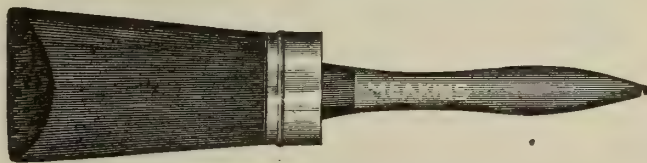
In addition to your House Color and Muresco trade you will find a new demand for **Benjamin Moore Varnishes**. You'll find them giving the usual Moore satisfaction, too.

Spread the good news about Moore's Varnishes wherever opportunity offers. You'll reap your reward in bigger business.

BENJAMIN MOORE & COMPANY, LIMITED WEST
TORONTO

*Every Line Of
Trade Requires*

*One Or More Of The Different Styles
Of Meakins' Brushes*



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Why not familiarize yourself with the Meakins' Catalogue and catch the bulk of sales you are now missing.

There are prospects for Meakins' Brushes in every factory or manufacturing plant in your locality.

Get our catalogue and sell from it! You do not have to carry stocks of every variety of brush.



MEAKINS & SONS
LIMITED

Hamilton, Ontario

Warehouses : Winnipeg, London, Toronto, Montreal

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Aug. 29.—Paint markets are steady and firm. The position on linseed oil is one which prevents the crushers selling in any but limited lots. Spot seed is scarce and it is doubtful if a much better price basis will be reached before new seed is received. Quotations are still within the range given last week but the quoted prices for November and December delivery are better. The arrival of more turpentine is responsible for a shading of prices about three cents per gallon. Mixed paint and white lead in oil are rather quiet and the prices are firm. Putty is unchanged.

Linseed Oil Scarce; Future Prices Lower

Montreal. LINSEED OIL.—There is less available oil here than there has been for some time past. This is the immediate result of a decreasing seed supply. The present market is therefore firm and the tendency is to ask for more money, although quotable changes are within the ranges of last week. Bookings are being accepted for future delivery, that is, in November and December, at around \$1.95 per gallon for raw and the usual advance for boiled. Spot seed is obtainable only at a considerable premium. The situation is quiet, however, and not a great deal of oil is used at the present time.

Linseed Oil.	Raw Imp. gal.	Boiled Imp. gal.
1 to 4 barrels	2.05-2.15-2.22	2.07½-2.18-2.25

With Little Movement Putty Market Steady

Montreal. PUTTY.—The markets are not marked by any feature of outstanding interest. It is just a bit too early to expect active demand from the trade and what orders come to hand are mostly those of a sorting nature for present requirements. Prices are firm and the undertone a strong one, with the strong likelihood of revision to higher levels being an actuality ere long.

Standard Putty—	Per 100 lbs.	5 ton	1 ton	Less
Bulk, in barrels	\$4.00	\$4.15	\$4.35	
Do., ½ barrels	4.15	4.30	4.50	
Do., 100 lbs ..	4.85-5.20	5.00-5.35	5.20-5.55	
Do., 25 lb.	4.85	5.00	5.20	
Do., 12½ lb.	5.10	5.25	5.45	
3 and 5 lb. tins	6.85	7.00	7.20	
1 and 2 lb. tins	7.35	7.50	7.70	
Pure linseed oil putty, \$2.00 per 100 lb. advance on above prices.				
Glaziers' putty—\$1.60 per 100 lb. advance on above prices.				
Terms: 2%, 15 days, net 60.				

Turpentine Now 95c; Supplies Ample

Montreal.

TURPENTINE.—There is a somewhat easier feeling in the market and prices have declined two to three cents per gallon. This is in view of the fact that the supplies are in better shape as a result of better shipments. In view of the added fact that there is not a great deal of demand from the trade, the situation is less interesting than it was. At the same time, there has been much relief for the paint maker and his needs are now fairly well met.

Turpentine.	Per. Imp. Gal.
1 to 4 barrels	0 95 1 00
5 barrels and over	
Small quantities	1 02 1 07

Little Present Business For White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—There is not a great deal of movement. It is possible that there will be more business within the next few weeks for the sale of white lead is frequently stimulated late in the season if favorable weather obtains. The quotations are steady and the undertone firm with standard lead in five-ton lots selling at \$17 per 100 pounds; ton lots at \$17.35 and small lots \$17.85.

Mixed Paint Trading Somewhat Lighter Now

Montreal.

MIXED PAINT.—The season has been a very excellent one and while there is still some nice business offering, the volume is not so great as it was and the orders are usually for filling in quantity. The undertone is steady and firm and it is expected that this condition will rule, any change that might be made necessary to be of an advancing nature. Naturally, the present high price for oil is one which tends to make manufacturing costs pretty high.

TORONTO

TORONTO, August 29.—A decidedly firm undertone is noticeable in turpentine following recent advances in prices at primary points. Rosin is also very strong, new quotations for the week reaching about \$2 per barrel over last week's figures. Linseed oil stocks are considered very light and

a firmer price on spot stocks would not come as any great surprise. The outlook for the immediate future is not considered any too bright in the matter of supplies, though requirements are being fairly well met just now. Glass is very strong and the situation in all lines of brushes is very strong.

Linseed Oil Holds Firm; Outlook Uncertain

Toronto.

LINSEED OIL.—The market holds very firm, and whereas the seed market shows variation up and down during the week the tendency is toward higher prices. No general change in the oil has been made though an advance of 1c per gallon has been reported in some quarters—this falling within range of prices show below. That higher figures on spot oil may come seems well within the realm of possibility. Indications are that stocks are becoming depleted with little opportunity of replacement owing to scarcity of seed, and crushers face an outlook for the immediate future which is considered none too good. Prices range as follows:

Linseed Oil.	Raw Imp. gal.	Boiled Imp. gal.
1 to 2 barrels	\$2 07-\$2 17	\$2 09½-\$2 20
Less than barrel lots 10c per gallon higher than single barrel prices.		

All Turpentine On Same Basis; Very Firm

Toronto.

TURPENTINE.—All quotations for turpentine are being made at 95c per gallon in single barrel lots, a decline of 5c per gallon from prices ruling in some quarters last week. Prices on turps at primary points show an advance for the week and this has served to provide a very firm undertone locally. Some little variation in the market is to be expected from day to day, and should a withdrawal of negro labor under the new man-power bill result in further decreased production, higher levels may be reached. Under present conditions, however, the market will, it is thought, show little change, either up or down. An element to be considered under influence of good war news is possibility of a couple of ships being loaded for overseas, in which case sharp advances may be looked for. Producers have held stocks for some time looking forward to renewal of export trade, and when it comes turpentine will very likely reach very high levels. Quotations locally hold as follows:

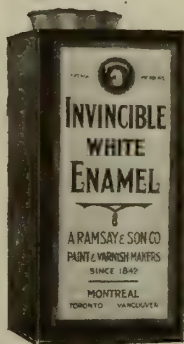
Turpentine.	Imp. gal.
1 barrel (barrel included)	\$0 95
2 to 4 barrels (barrel included)	0 94
5 gallon lots	1 05



SOME OF

RAMSAY'S

Fall Business Getters



THE RIGHT PAINT OR VARNISH
TO PAINT OR VARNISH RIGHT

A. Ramsay & Son Company

Makers of Paints and Varnishes Since 1842

TORONTO

MONTREAL

VANCOUVER

Mixed Paints Hold Firm And Unchanged

Toronto.

MIXED PAINTS.—The outlook is for firm prices on unmixed paints, quotations on all ingredients holding at high levels. The market, however, seems steady and the feeling prevails that no further advance in prices may be looked for in the immediate future. Business at the present time is quiet, though the volume of orders handled has been surprisingly good all summer. Figures appearing in current market quotations are unchanged.

Sales White Lead in Oil Have Been Good

Toronto.

WHITE LEAD IN OIL.—One source reports the volume of sales for white lead in oil during the past couple of months as remarkably good. No change in prices has been made, quotations reached a couple of weeks ago still holding. The agreement reached by producers as to price of pig lead may have a tendency to stabilize the market somewhat, though other factors have to be taken into consideration as well. Today's quotations are: for pure, \$17.75 per 100 pounds in ton lots, and \$18.10 per 100 pounds in less than ton lots. The various brands are listed in current market quotations.

Glass Holds Firm; Putty Unchanged

Toronto.

GLASS, PUTTY.—The market on a revision to higher levels will, it is thought be made in the near future.

Prices in the United States, Canada's present source of supply, are higher and this will undoubtedly influence quotations here. An improvement in sales is looked for for fall trade. Putty holds firm and unchanged. The demand is small but an increase in volume of goods going forward is looked for this fall. Prices are steady, ranging as follows: Standard, bulk in barrels, selling at \$4.70 per 100 pounds and 25-lb. and 100-lb. irons being quoted at \$5.35. Pure putty is \$2.00 per 100 pounds higher than figures on standard.

Situation in All Lines Brushes Difficult

Toronto.

BRUSHES.—There is no single item entering into the manufacture of brushes which shows an easier tendency. Horse-hair, bristles, fibres are all exceedingly difficult, the United States government requisitioning very heavy supplies of all lines which results in commercial requirements being that much harder to take care of. Manufacturers are paying higher prices for their supplies all the time and this extends even to lumber which, besides being quoted at very high figures is decidedly hard to get. Under present conditions no easing away of window glass continues very strong and quotations can be looked for; in fact, further advances are possible though immediate changes are not figured on.

Rosin Continues To Climb; Very High

Toronto.

ROSIN.—Prices at primary points continue to soar and during the week advances of \$1 to \$2 per barrel have been made. Even at high levels prevailing to-day it is not thought the limit has been reached, though some indicate that the peak cannot be far off. Under present conditions of heavy demand and limited production, however, much easier prices are certainly not looked for.

TUNGSTENLESS TOOL STEEL

After some years of experimenting an English firm has announced that it has produced a tool steel equal in durability and hardness to high-speed steel, but which does not contain tungsten. The new alloy is made by adding cobalt to chromium-carbon steel and possesses the red-cutting hardness so essential in tools. It is called cobalt-chrome, and is hardened at a temperature several hundred degrees lower than that required to get the best cutting efficiency from tungsten high-speed steel. In fact, most milling cutters and other tools in the engineering world are still manufactured from carbon steel, it is said, because of the difficulty experienced in hardening tungsten at the necessary high temperature. Tests seem to indicate that the new product is suitable for twist drills, reamers, taps, automatic forming tools, screw cutting, machining gun metal and yellow metals, as well as for high-endurance drawing and blanking dies, lathe centers, shear blades, and so on.



Suggestions for a seasonable paint display that will boost fall sales.

WESTERN CROPS ARE BETTER NOW BY 25 PER CENT.

"EXCEPTIONALLY favorable weather conditions have improved all crop prospects in Saskatchewan by 25 per cent. during the past two weeks."

This good news comes direct by wire to THE FINANCIAL POST from Hon. W. R. Motherwell, Minister of Agriculture for Saskatchewan.

"Encouraging news also comes from other sources," writes F. M. Chapman, editor of the "Farmers' Magazine," in his regular report on crops secured from the most authoritative sources throughout the Dominion, and published each week in THE POST.

Adverse weather conditions did much harm to the crops at critical stages, but better weather has arrived to help the recuperative powers of the Western wheat-fields.

This does not argue an outlook for opulence and extravagance, but the president of a great Canadian financial concern who is a close reader of THE POST, and values its business news and far-seeing comment, declared that he anticipated little hardship as a result of crop shortages, and looked forward to good business in the coming six months. Speaking of THE FINANCIAL POST he said: "Your paper is doing good work in giving business men the right attitude to Canadian affairs of importance."

CONTENTS OF THE POST THIS WEEK

Just note these headlines from THE POST of August 24th. They do not include all POST contents, but indicate some important matters:

New Issue of Victory Loan at 100 Flat.
Hon. Mr. Motherwell Says Crop Better by 25 P.C.

Steel Plant Contemplated at Trail, B.C.
Better to Adapt Old Houses Than to Build New.

Victory Loan Funds Needed to Pay War Debts Abroad.

New Stock for Arrears in Macdonald Company.

B.C. Electric Co. is Now Defied by Mayor Gale.

Canada Bread Had a Surplus After Dividends.

No Early Sign of Paying Off Canada Car Dividends.

British Producers Opposed to Aliens.

Canada's Exports of War Munitions Show Decline.

Building of Pleasure Cars May not Go On.
Reciprocal Trade Compact With United States.

St. Catharines Gas Plant Lost \$8,000 a Year.

Western Cities Show Falling Off in Bank Clearings.

Bank Manager Wants Privilege of Selecting Girls.

Banks Worried Over Bunders Made With Bonds.

Digging Up Dividends by Care of Employees' Teeth.

Why New York Funds Are at a High Premium.

Clearing the Decks for Campaign of Next Victory Loan.

South Vancouver Demands Recall of Commissioner.

Canada's Coal Ration From the United States.

Besides these special articles, there are many other business news items and articles, also a full service of news of Canadian Securities, advice to investors and important figures in relation to investments. Send for a free copy and trial subscription to THE POST. Use this form.

The MacLean Publishing Company,

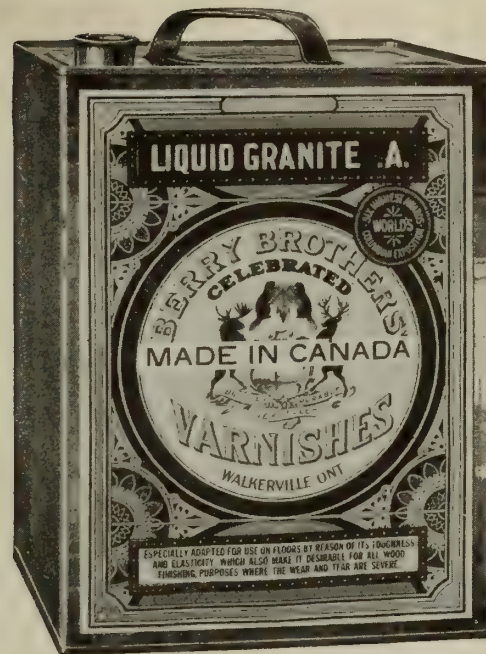
153 University Ave., Toronto.

Send me my first copy of THE FINANCIAL POST of Canada FREE, and enter my name for subscription at \$3.00 per year. I will send payment on receipt of bill or you may draw on me for this.

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THE BERRY LABEL

Discriminating buyers have long since learned that all Varnishes, Enamels and Stains bearing the Berry label can be safely trusted for quality and uniformity.

"Berry" brands have behind them a record of sixty years for absolute dependability. They are safe to recommend and easy to sell, because the Berry label is so widely recognized among all classes of varnish buyers as a guarantee that all products sold under it are always reliable and true to description.

The "Berry" line is a safe basis for a large and cumulative varnish business.

BERRY BROTHERS

(INCORPORATED)

World's Largest Varnish Makers

Established 1858
Walkerville, Ont.

677



Kindly mention this paper when writing
to advertisers

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps
25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells
"Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.
B.M. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.35; 22 long smokeless, \$7.50; 22 long rifle, smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, \$72.25 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$76; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½, \$3.60; Nos. 1 and 2 (100 in box), \$3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (250 in box), \$3.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80; new No. 4, \$5.50; U.M.C., 33, \$5.50.

Shot, standard, 100 lbs., Toronto, \$17.35-\$19.75; Montreal, \$18; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16.....	\$ 6.00	18/16.....	\$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½%.
off list in Catalogue No. 10, 1905.
F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.....	\$13 25	\$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00

Bench—No 2, doz...	12 50	13 20
No. 3, doz...	13 50	14 29
No. 4, doz...	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to \$1.15 a lb.

BARS, CLOTHES

No. 4, dozen	\$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb., \$1.40-\$1.75
Cut Lace Leather, lb., 1.60-1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.....	\$4 00
No. 2 x 50, lb.....	5 00
No. 3 x 60, lb.....	7 50
No. 4 x 100 lb.....	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	\$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz...	\$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts (\$1 list), ¾ in. dia. and smaller, 10%.
Carriage Bolts (\$1 list), 7-16 in. and larger, net list.
Machine Bolts, ¾ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, net list.

Fancy Head Bolts, net list.

Shaft Bolts, (\$3 list), net list.

Stev Bolts, large head (\$3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list, \$1.50.

Nuts square, tapped, add to list \$1.75.

Nuts hexagon, blank, add to list \$1.75.

Nuts hexagon, tapped, add to list \$2.

Stove bolts, 55%. Tire bolts, 35%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crvstal Borax, lb....12-14%

F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base \$0 43

Rods, base ½ to 1 in., round, 38-44

Tubing, seamless, base.....45½-50

Tubing, vim pipe size, base ¾ in. and up to 3 in.....45½-50

Copper tubing, iron pipe size, base. ¾ in. up to 3 in.....47½-53

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy\$14.50-\$17

30-gal. Standard 14 00

BOARDS (Wash), Zinc Doz.

Pony\$2 25

Improved Globe 4 90

Neptune 4 90

Standard Globe 4 90

Original Globe 5 40

Jubilee 5 50

Newmarket King 5 50

Diamond King (glass).....	6 00
Western King (enamel)	7 00
Beaver (brass)	7 00

F.O.B. Newmarket.

BUTTS

Wrought Steel:—	
No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4.....	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5,000).

33 1-3%

Chicago Relax Floor (6,000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3,000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

Fire Welded Fire

CHAIN Proof Coil Welded

Mont'l Tor'to Mont'l Tor'to

3-16 in...\$22.75 \$21.35 \$.... \$27.35

¼ in. 16.75 17.70 21.75 23.70

5-16 in. 14.15 14.60 19.00 18.35

¾ in. 13.00 13.40 15.90 17.15

7-16 in. 12.75 13.10 15.65 16.45

½ in. 12.50 12.80 15.50 16.15

¾ in. 12.35 12.75 15.25 16.10

¾ in. 12.25 12.60 15.10 15.95

¾ in. 12.05 12.50 15.00 15.85

1 in. 11.90 12.40 14.85 15.75

Electric Welded

B.B. B.B.B.

3-16 in...\$18.00 \$19.00 \$.... \$....

¼ in. 14.95 16.00 16.20

5-16 in. 12.55 13.50 13.80

¾ in. 11.35 12.25 12.60

7-16 in. 11.10 12.00 12.35

½ in. 10.95 11.80 12.20

¾ in. 10.70 11.55 11.95

¾ in. 10.40 11.25 11.65

Montreal and Toronto

American Proof Coil Chain

B.B. B.B.B.

3-16 in. \$17.25 \$....

5-16 in. 14.25 17.25

¾ in. 13.00 16.00

7-16 in. 12.75 15.45

½ in. 12.55 15.25

¾ in. 12.25

Electric Welded B.B.B.—Chain.

¼ in., \$13.75; 5-16 in., \$12; F.o.b. Toronto.

Cow ties, 5, 10%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains 37½%; stall fixtures, No. 1 or heavy, \$2 dozen; stamped, No. 3 or Dominion, \$1.40 dozen; breast chains, No. 220, \$16 dozen vairs.

F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement per bbl., \$2.80 in car-

lots; \$3.40-\$3.50 bbl. in small lots.

Paris plaster, five-barrel lots \$3.50; single barrel, \$3.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0.

\$9; No. 1, \$9; No. 2, \$10; No. 3,

\$11; No. 4, \$13; No. 5, \$16.

List prices power churns—No. 0

\$11; No. 1, \$11; No. 2, \$12; No. 3,

\$12; No. 4, \$17; No. 5, \$20.

Discount of 20% f.o.b. Toronto

Hamilton, Fergus, London, St.

Theraps.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD Universal(doz.)

No. 0 \$19 20

No. 1 23 20

No. 2 28 40

No. 3 38 40

F.O.B. Montreal, Toronto.

Russwin—

No. 0 \$19 20

No. 1 23 20

No. 2 28 40

No. 3 38 40

CLOTHES LINE (Galvanized)

No. Per 1000 ft.

17—7-strand, 100 ft. lengths..\$7 80

17—7-strand, 50 ft. lengths... 8 00

18—6-strand, 100 ft. lengths.. 5 40

18—6-strand, 50 ft. lengths.. 5 45

19—6-strand, 100 ft. lengths.. 4 75

19—6-strand, 50 ft. lengths.. 5 00

F.O.B. Montreal, Toronto, London.

COPPER Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in....\$43 50 \$43 00

Plain sheets, base, 16

oz. and heavier... 48 00 48 00

Copper sheet, tinned,

14x60 in., 14 oz... 49 00

Copper sheet, plan-

ished, base 16 oz.

and heavier 58 00 49 00

Braziers' in. sheets,

6x4 base 46 00 48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, \$1.55; No.

121, \$1.70; No. 122, \$2.25; No. 127,

\$2.25; No. 100, \$2.80 per dozen.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb. 72

No. 7, lb. 71

Nos. 8, 9, 10, 12 70

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Reasons Why You Can Place Your Orders for Babbitt Metals With Us

1. We are the largest manufacturers of Babbitt Metal in the Dominion of Canada.
2. All our Babbitt Metals are made under the supervision of a skilled metallurgist.
3. Our facilities for manufacturing are superior to any other firm in the Dominion.
4. We can buy larger quantities of raw material than any other firm and can therefore give favorable quotations.
5. All raw material is tested for purity before being used. Anything not coming up to our high standard is rejected.
6. When satisfied that our raw material is right we melt thirty-five tons of metal at once, thus making thirty-five tons of any one grade at one heat. During the process of melting many tests are taken and checked up in our laboratory to absolutely guarantee a uniform alloy. After the alloy is satisfactory, the metal is poured, but before being passed as perfect the Babbitt Metal is tested on a friction testing machine and must stand up to severe tests before being passed as O.K.
7. Our Babbitt Metals are lower in specific gravity than most all other metals of similar grades. Our Imperial Genuine is the highest grade of Babbitt Metal manufactured and is lower in specific gravity than any other genuine babbitt manufactured. It contains no lead.
8. We manufacture for some of the largest and most discriminating users of Babbitt Metals in the Dominion.
9. We guarantee our Babbitt Metals to give excellent service.
10. We can deliver promptly from stock and guarantee a uniform alloy.
11. Our prices are as low as is consistent with the high quality.
12. Dependability is our motto.

We Manufacture All Grades of Babbitt Metals. Write for Complete List.

THE CANADA METAL COMPANY LIMITED

HEAD OFFICE AND FACTORY **TORONTO** FRASER AVENUE

HAMILTON

MONTREAL

WINNIPEG

VANCOUVER



“WARRANTED” PURE LINSEED OIL

Backed by our own guarantee

**The Canada Linseed Oil Mills,
LIMITED**

MONTREAL and TORONTO

DOORS, SCREEN

Kasement, No. 1, \$24.84 to \$27.24
-doz.; Nos. 2 and 3, \$28.20 to \$30.00
doz. F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of

Nov. 1, 1899.	%
Great Western, Amer.	50
Kearney & Foot, Arcade.	50
J. Barton Smith, Eagle.	50
P.H. and Imperial.	50
Disston Brand.	40
Globe.	50
Nicholson.	30-32½
Black Diamond.	32½
Delta Files.	20
Firth Files.	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb. Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	\$7 50
Three heat, round	8 25

F.O.B. Toronto.

GRINDSTONES

Over 40 lbs. and 2 in. thick.	\$3 00
Under 40 lbs.	3 25
Bi-Treadle, each	6 25

HALTERS (SNAP AND RING)

Russet rope shank, 1", \$11.25-\$12.75	
Russet rope shank, 1¼ in., 13 85	
Black rope shank, 1 in., 13 75	
Black rope shank, 1¼ in., 12-50-13 85	
Hand sewn, no shank, 1 in., 17 40	
Hand sewn, no shank, 1¼ in., 20 20	

HALTERS (Sisal)

7-16 in. gross, \$24; 9-16 in., \$36.
F.O.B. Toronto, London—7-16 in., \$2.10 doz.; ½ in., \$2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	\$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under.	22 50
Napping, up to 2 lbs.	25 00

HANDLES (WOOD)

All hickory handles, net list. Fork, hoe, rake and shovel handles 20%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 10%.

F.O.B. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

Atlas, No. 0	\$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.O.B. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

HINGES, TEE AND STRAP

	Heavy, Net Prices.	Strap	Tee
		Doz. pairs.	
4-inch	\$2.55-\$2.70	\$2.18-\$2.30	
5-inch	3.15-3.30	2.72-2.85	
6-inch	3.40-3.55	3.06-3.20	
8-inch	4.60-4.85	3.49-3.65	
10-inch	8.16-8.55	6.20-6.50	
12-inch	10.12	9.86-10.35	
14-inch	11.56	10.03	

Light, Net Prices, figured at discount 10%; 15% discount also offered.

3-inch, doz. pairs.	\$0 90	\$0 90
4-inch	1 10	1 00
5-inch	1 25	1 15
6-inch	2 25	1 35
8-inch	2 25	1 60
10-inch		

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., \$4.30; 8-in., \$4.80; 10-in., \$6.40; 12-in., \$7; 15-in., \$7.50; 18-in., \$11; 21-in., \$12.40; 24-in., \$16; 27-in., \$17.20; 30-in., \$18.50; 33-in., \$21.50; 36-in., \$24.50.
Discount, 25%.

HAY KNIVES

Spear Point	\$14 00
Lightning	12 50
Heath's	12 50
HOES, Grub	10 00

HOOKS, GRASS

	English	Canadian
	Fox	Fox
No. 2, per doz.	\$3 40	\$5 00-\$5 50
No. 3, per doz.	3 50	5 50-6 40
No. 4, per doz.	3 50	6 00-7 40
Little Giant	5 25	
Berden	5 25	

F.O.B. Montreal, Toronto.

HORSESHOES

	Price per keg
	No. 2 and No. 1
	larger and smaller
Patterns made	Less 20c
Light iron	0-7 \$6 75 \$7 00
Long heel light iron	3-7 6 75
Medium iron	1-8 6 75 7 00
Heavy iron	6-8 6 75
Snow	1-6 7 00 7 25
New-light "XL" steel	1-6 7 20 7 45
Fetherweight "XL" steel	0-4 8 60
Special counter-sunk	0-4 9 10
Toe-weight (front only)	1-4 9 60

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.O.B. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2, and larger, sharp and blunt, \$2.25 to \$2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	\$17 50
Corrugated, ¾ in., 100 ft.	20 50
Corrugated, 1 in., 100 ft.	23 50
Corrugated, 1 in., 100 ft.	35 00
Less 5% for full reels, 500 ft.	

F.O.B. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross.
F.O.B. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.
72x30 up to 24 gauge, case lots
72x30, 26 gauge, case lots.
Less than case, 50c per 100 lbs. extra. F.O.B. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japaned, doz.	1.40-1.50
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up.	7 00
Sad irons, common, plated.	5 50
Princess Electric, each	4 00
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each.	4 25

F.O.B. Montreal, Toronto, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Crescent	0 19
Household	0 19
Standard, 4-12 ft.	0 21
Electrician	0 30
Heavy duty	0 47
Extension	0 35
Perfect, 6 to 10 ft. only	\$0 31
Hercules, 4 to 10 ft.	0 33
Hercules, 12 to 14 ft.	0 28
Faultless, 4 to 10 ft. only	0 29
Ontario, 4 to 10 ft. only	0 26
Shelf Lock, 4 to 8 ft. only	21

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00
F.O.B. Toronto, Hamilton, London.	
Extension Ladders	Per ft.
Up to 32 ft.	0 23
36 to 40 ft.	0 26
F.O.B. Toronto, London, Montreal, Stratford.	

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	\$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	7 00
Little Bobs	2 10-4 20
F.O.B. Toronto, Hamilton, London, Montreal.	

LANTERN GLOBES

	Dozen
Cold blast, short	\$0 95-\$1 10
Cold blast	0 95-1 10
3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.	
Cold blast, short ruby.	4 00-4 20
Cold blast, common ruby	4 00-4 20
Less 5c a doz. in 6 doz. lots.	
F.O.B. Toronto, London, Hamilton, and Montreal.	

LATCHES

	Per doz.
Steel Thumb, No. 2, per doz.	1 85
Steel Thumb, No. 3, per doz.	2 40
Steel Thumb, No. 4	4 70
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10
F.O.B. Montreal, Toronto, London.	

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	\$ 9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A.	16 50
New Century, style B.	18 00
Playtime, engine drive.	19 50
Ideal Power	28 00
Seafom, electric	102 00
Seafom, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand.	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50

Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	\$1.00-\$1.75
Carpenters', No. 3	5.50
F.O.B. Montreal, Toronto, Hamilton.	

MATTOCKS

Cutter, doz.	\$12 00	\$12 50
Pick, doz.	12 00	12 50
F.O.B. Montreal, Toronto, London, Hamilton.		

MIXERS, BREAD

Canuck—	
No. 4, dozen	\$29 40
No. 8, dozen	33 60
Universal—	
No. 4, doz.	\$34 65
No. 8, doz	39 60

MOPS

O-Cedar, doz, net	\$12 00
Spruxtex, No. 2, doz.	\$8 00
S.W. Mops, complete, doz.	5 00
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz.	3 35
Crank wringing, doz.	6 90
F.O.B. Montreal, Toronto, Hamilton, London.	

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%
F.O.B. Toronto, Guelph, London Hamilton.	

NAILS

List adopted July 10, 1912.
Advances over base on common wire nails in kegs.

1 inch.....\$1	2½ inch.....15c
1½ inch.....1	3 inch.....10c
1¾ inch.....65c	3½ inch.....10c
2 inch.....40c	4 inch.....5c
2½ inch.....40c	4½ inch.....5c
3 inch.....30c	5 inch base.
3½ inch.....30c	5½ inch base.
4 inch.....15c	6 inch base
6½ to 12 inch-2	Ga. and heavier,
25c over base.	
Standard Steel Wire Nails, f.o.b.	
Toronto, London, Hamilton, Milton,	
\$5.30 base.	
Freight equalized on above points.	
F.o.b. Montreal, Gananquo, Col-	
lingwood and Owen Sound, \$5.35	
base.	

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, \$5.30 base.

Freight equalized on above points.

F.O.B. Montreal, Gananogue, Colingwood and Owen Sound, \$5.35 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich.

f.o.b. factory prices, carload freight allowed, \$5.42½.

Sault Ste. Marie, Port Arthur, Fort William, \$5.05-\$5.35 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slatting, Box.

Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Clinch Nail's and Sash Pins, 75c per 160 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, \$5.70 base; Toronto, \$5.65 base; London, \$5.60; Hamilton, \$5.65; no equalization of freights.

Roofing Nails—American, large head, keg, \$9. London, \$10.

F.O.B. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

C Brand

Size

Capewell—

No. 5

No. 6

No. 7

No. 8

No. 9 and up

Per 100 lbs.

\$22 00

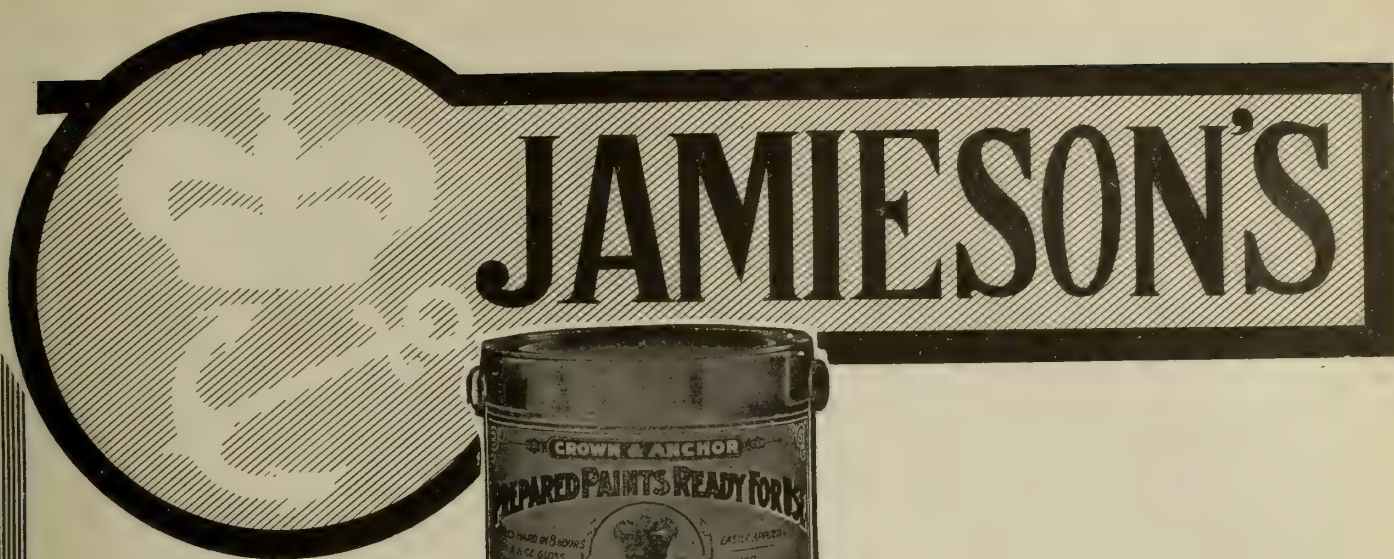
21 00

20 00

19 00

18 00

Discount, 10%.



**Covers
More Space
At Less Cost
Than *Any Other* Paint**

Customers who keep a diligent eye to the practice of ECONOMY, and demand RELIABLE PRODUCTS, are invariably users of Jamieson's Anchor Brand Paints and Varnishes.

As the "Anchor" holds the ship from drifting, so does Jamieson's paints hold customers to your store by sheer strength of quality and durability.

Write To-day.

R. C. JAMIESON & CO., Limited, Montreal, Canada

ESTABLISHED 1858

CALGARY

Owning and Operating P. D. DODS & CO., LIMITED

VANCOUVER

"M.R.M." BRAND

No.	Net Price List	Per box
	Lengths	of 25 lbs.
3	1 1/2"	\$19 00
4	1 3/4"	9 00
5	1 5/8"	4 00
6	1 7/8"	3 75
7	2 1/8"	3 50
8	2 1/4"	3 50
9	2 1/2"	3 25
10	2 3/4"	8 25
11	3 1/8"	3 25
12	3 1/4"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.	
12 inch...\$1 80	48 inch...\$ 6 20
18 inch...2 65	60 inch...7 70
24 inch...3 40	72 inch...9 20
30 inch...4 00	84 inch...10 50
36 inch...4 75	96 inch...12 00
42 inch...5 50	

1 1/2 inch mesh and 19 ga. wire.	
12 inch...\$3 50	42 inch...\$10 50
18 inch...5 00	48 inch...12 00
24 inch...6 30	60 inch...15 00
30 inch...7 75	72 inch...18 00
36 inch...9 90	

1 inch mesh and 20 ga. wire.	
12 inch...\$4 00	42 inch...\$12 00
18 inch...5 50	48 inch...14 00
24 inch...7 00	60 inch...17 00
30 inch...8 50	72 inch...20 00

3/4 inch mesh and 20 ga. wire.	
24 inch...\$10 50	36 inch...\$15 00
30 inch...12 75	

1/2 inch mesh and 22 ga. wire.	
24 inch...\$16 50	36 inch...\$24 00
30 inch...20 10	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been with drawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

Per rod

Invincible—1640 \$ 0 75

1848 0 85

2060 0 95

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

OKAUM

Best (American) \$21 00-\$22 00

U.S. Navy (unspun) 21 00

Clipper (spun) 19 50

Clipper (unspun) 19 50

U.S. Navy (unspun) 21 50

U.S. Navy (spun) 21 50

Plumbers (spun) \$9 00-10 50

F.o.b. Montreal, Toronto

OLD MATERIALS

See weekly report.

PACKING

Per lb.

Fine jute \$0 20

Coarse jute 0 15

Hemp 0 34

Square braided hemp 0 38

No. 1 Italian 0 44

No. 2 Italian 0 36

F.o.b. Montreal and Toronto.

PAPER

Per 400-ft. roll

Dry Fibre, No. 1 roll 1 20

Dry Fibre, No. 2 roll 0 65

Anchor Brand 1 20

Rosin Sized Sheeting, red... 1 05

Do., blue 1 10

Tarred Fibre, No. 1 roll 1 30

Tarred Fibre, No. 2 roll 0 83

Surprise Fibre 0 71

Tarred felt, per cwt. 4 10

Cyclone (dry) 1 20

Cyclone (tarred) 1 30

Joliet (dry fibre) 0 65

Monarch Sheathing (per 100 lbs.) 4 00

Asbestos sheeting (per 100 lbs.) 0 12 0 14

Carpet Felt, 16 oz., per 10 lbs. \$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz. \$10 75 \$11 80

6 to 7 lbs., doz. 11 50 12 60

7 to 8 lbs., doz. 12 25 13 50

Rock—

7 to 8 lbs., doz. 12 50

F.o.b. Montreal and Toronto.

PINS, CLOTHES

Per case

5 gross, 4-in. (loose) 1 15

4 gross (cartons), 4 1/2 in. 1 15

F.o.b. Montreal and Toronto.

WROUGHT IRON PIPE

Price List No. 36

Black Galvanized

Per 100 feet

Standard Butt weld

1/4 in. \$ 6 00 \$ 8 00

1/2 in. 5 22 7 35

3/4 in. 5 22 7 35

1 in. 6 63 8 20

1 1/4 in. 8 40 10 52

1 1/2 in. 12 41 15 56

2 in. 16 79 21 05

2 1/2 in. 20 08 25 16

3 in. 27 01 33 86

3 1/2 in. 43 29 54 11

4 in. 56 61 70 76

4 1/2 in. 71 76 88 78

5 in. 85 02 105 19

Standard Lap weld

2 in. 29 97 36 45

2 1/2 in. 45 05 55 28

3 in. 58 91 72 29

3 1/2 in. 73 60 91 54

4 in. 87 20 108 45

4 1/2 in. 99 06 123 82

5 in. 115 40 144 50

6 in. 149 80 187 20

7 in. 195 20 243 95

8 in. 205 00 256 25

9 in. 236 20 295 20

10 in. 282 90 353 25

10 L in. 262 40 328 00

10 in. 337 80 422 30

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2 1/2 inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4 1/2" and larger, 40%.

4" and under, running thread

25%.

Standard couplings, 4" and under, 35%.

4 1/2" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain

List

2 in., in 10-ft. lengths, list \$8 00

3 in., in 10-ft. lengths, list 9 70

4 in., in 10-ft. lengths, list 12 80

5 in., in 10-ft. lengths, list 17 50

6 in., in 10-ft. lengths, list 21 30

Net List

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Montreal Toronto

% %

Medium and extra

heavy, 6" and under 35, 2 1/2 30

8" soil pipe 30 25

Medium and extra

heavy fittings, 6"

and under 40, 2 1/2 40

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl. 8 50

Navy pitch, per bbl. 6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list. 3 00

12-oz. bottles, doz., list. 6 00

1-qt. can, doz., list. 15 00

1/2-gal. cans, doz., list. 24 00

1-gal. cans, doz., list. 36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz. \$2 00

12 oz., doz. 4 00

32 oz., doz. 8 40

64 oz., each 1 20

128 oz., each 2 10

F.o.b. Toronto, London.

PUMPS

Pumps, Well

Cistern Pumps

Set Lengths

Brass Lined Cylinders

Brass Body Cylinders

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned.

25% Iron Burrs, 25%.

Copper rivets, usual proportion

of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, 1/2 lb.

pkgs., 1c per lb.; 3/4 lb. pkgs., 2c

lb. Coppered Rivets, net extras, 2c

per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

Per square

Samson, 1-ply, roll \$2 00

Samson, 2-ply, roll 2 69

Samson, 3-ply, roll 3 20

R. S. Special, 2-ply 1 20

R. S. Special, 3-ply 1 48

Amazon, 1-ply 1 95

Amazon, 2-ply 2 25

Amazon, 3-ply 2 55

Everlastic, 1-ply 1 65

Everlastic, 2-ply 1 95

Everlastic, 3-ply 2 25

Good Luck, 1-ply 1 60

Good Luck, 2-ply 1 80

Good Luck, 3-ply 2 10

McCombe Sp., 1-ply 1 35

McCombe Sp., 2-ply 1 55

McCombe Sp., 3-ply 1 75

Black Cat, 1-ply 1 85

Black Cat, 2-ply 2 15

Black Cat, 3-ply 2 45

Black Diamond tarred felt, 3 50

Black Diamond Ready Roofing,

2 ply 1 12

Black Diamond Ready Roofing,

3 ply 1 38

Liquid roofing cement, per gal.

in barrels 0 31

5 and 10 gal. lots, per gal. 0 44

Coal Tar, bbl. 7 25

Roofing Pitch, per cwt. 1 20

F.o.b. Toronto, London, Montreal.

ROPE

Pure Manila basis 30

British Manila basis 32

New Zealand hemp basis 32

Sisal basis 27 1/4

Above quotations are basis prices

3/4 in. and larger diameter. The following

advances over basis are made for smaller sizes:—

1/4c: 9-16 to 7-16 in. inclusive 1c:

3/8 in., 1 1/4c; 1/2 in. and 5-16 in., 2c:

3-16 in., 2 1/2c extra.

Single lath yarn basis 27 1/4

Double lath yarn 28

Yacht marine, tarred 57

Halyards 50

Hemp, deep sea line basis 50

Hemp, tarred ratline basis 48

Hemp, tarred bolt rope basis 45

Marline and Houseline 45

Italian rope basis. On application

Cotton, 3/8 in. 0 73 0 77

5-32 in. 0 72 0 75 1/4

3-16 in. 0 69 0 72 1/4

1/4 in. and up 0 68 0 71 1/4



DON'T BUY COW TIES

until you have had a chat with your farmer customers about the barns they will erect. Estimate the quality of cow ties and chains you will require—then mail your order to Moose Jaw.

WHILE TALKING TO THE FARMER

get his order for barn paint, i.e., for sun-proof barn paint. It is a good seller and equal to any paint on the market.

There's money in MORRISON-BLACKWOOD lines.

Order direct:

MORRISON-BLACKWOOD HARDWARE LIMITED
MOOSE JAW, SASK.



See the C.C.M. Exhibit at the Toronto Exhibition (north end of the Transportation Building)

C.C.M. Bicycles may be had with any of the following name plates:

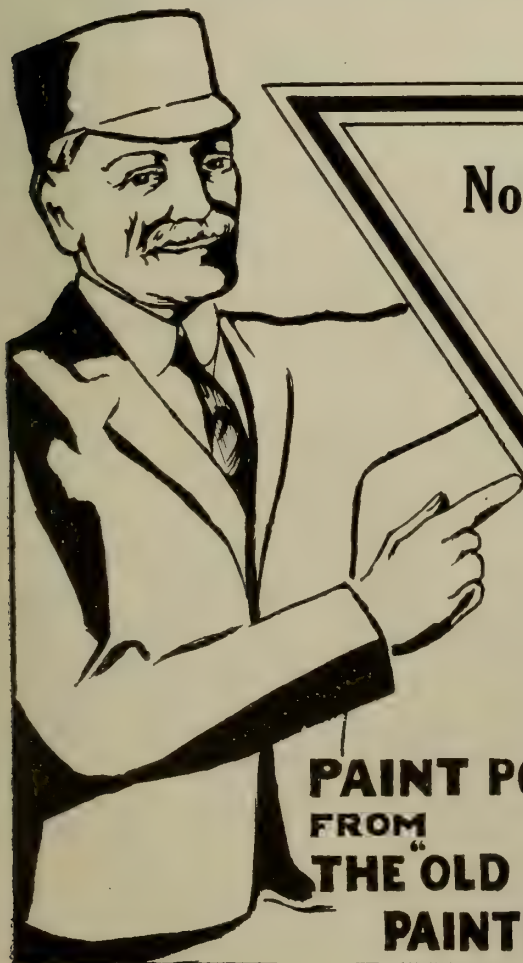
Massey, Columbus, Perfect, Cleveland, Brantford, Red Bird, Ivanhoe, Gendron.

A few desirable agencies are still to be had in certain districts.

Canada Cycle & Motor Co. Ltd.

Makers of GOOD Bicycles

Montreal Toronto WESTON, ONT. Winnipeg Vancouver



Now is The Right Time to Paint!

FALL PAINTING FALL PROFITS

Help to make the paint department an all year round profit earner.

MAPLE LEAF PAINTS

will hold your trade all year round with the value of Service given.

**PAINT POINTERS
FROM
THE "OLD TIME
PAINTER"**



The Imperial
Varnish & Color
Co., Limited
Toronto, Canada
Winnipeg
Vancouver



SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades.....	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	
Hollow Back Scoops	25 and 25		25 and 25
Sand Shovels	25 and 25		25 and 25
Hollow Back Shovels	25 and 25		25 and 25
Hollow Back Coal Shovels	25 and 25		25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	\$29.00	\$28.00	\$25.00
Draining Tools, No. 2, black.....	29.00	27.50	
Hollow Back Scoops, No. 2, black..	34.50		32.00
Coal Shovels, Hollow Back, No. 2, black	32.00		30.00
Sand Shovels, No. 2, black	27.50		24.00
Hollow Back Shovels, No. 2, black ..	27.50		24.00
Riveted Back Scoops, No. 2 black ..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50		

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

Bissell's Doz.

American Queen, Nickeled Fittings, Cyco Ball Bearing	\$43 00
Boudoir, Nic., Cyco B.B.	40 00
Club, Jap. Cyco Bearing	96 00
Champion, Nickeled Fittings	35 00
Champion, Japanned Fittings	31 00
Elite, Nic., Cyco B.B.	46 00
Grand, Nic., Cyco B.B.	56 00
Grand, Jap., Cyco B.B.	52 00
Grand Rapids, Nic., Cyco B.B.	40 00
Grand Rapids, Jap., Cyco B.B.	36 00
Parlor Queen, Nic., Cyco B.B.	46 00
Princess, Nic., Cyco B.B.	41 00
Standard, Nickeled Fittings	37 00
Standard, Japanned Fittings	33 00
Universal, Nic., Cyco Bearing	38 00
Universal, Jap., Cyco Bearing	34 00

SWEEPERS, VACUUM

Bissell's Doz.

Grand Rapids, Nic.	\$84 00
Household, Jap.	72 00
Superba, Nic.	99 00

SWEEPERS (ELECTRIC)

Steel frame	36 40
Aluminum frame	43 90
Attachments, set	8 25

TACKS

Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks.....	60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Upright, with rack \$6 40 |

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.

TROUGH (EAVE)

O. G. Square head and half round. Size in girth	Per 100 ft.
8 in.	\$ 6 90
10 in.	7 70
12 in.	9 10

TRAPS (GAME)

Victor, No. 1 2 20 || Jump, No. 1 | 2 95 |
| Hawley & Norton, No. 1 | 3 45 |
| Newhouse, No. 1 | 4 70 |

TWINE (BINDER)

500 ft. \$0 23½ || 550 ft. | 0 25¼ |
| 600 ft. | 0 26½ |
| 650 ft. | 0 28 |

In 5-ton lots ¼c discount from

above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 69-72 || 4-ply, wrapping, lb. | 73-76 |

WOOD TUBS

No. 0, per dozen	\$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES

Ground work	42
Compression work, standard	47
High grade	41
Cushion work	49
Fuller work, standard	45
High grade	35
Basin cocks, No. 0 Standard	40
High grade	40
Bath cocks	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard	10% advance on list

Radiator valves, standard.... 10
High grade .. Net
Patent quick opening valves. 30
Globe, angle and check valves, standard .. Net
Do., Jenkins Disc, 5% advance on list

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%. White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list plus 30%.

Plain and Jap Sprinklers, list plus 20%.

Stamped Ware, plain, 50%.

Stamped Ware, retinned, 45%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 50%.

Tinners' Trimmings, retinned, 45%.

Tinners' Trimmings, general, list plus 10%.

Factory Milk Cans, list plus 50%.

Milk Can Trimmings, list, plus 60%.

Cream Cans, list, plus 25%.

Railroad Cans, list, plus 20%.

Pieced Tinware, C.B., list, plus 50%.

Sheet Iron Ware, list, plus 10%.

Pieced Ware, ordinary, list, plus 30%.

Fry Pans, 40 and 10%.

Spiders, steel, 10%; cast iron, 10%.

Fire Shovels, Japanned, list, plus 10%.

Steel Sinks, painted, list, plus 10%.

Steel Sinks, galvanized, list plus 15%.

Light Galv. Pails and Tubs, list plus 20%.

Heavy Galv. Pails and Tubs, list, plus 10%.

Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove Pipe, patent, per 100, 6 in., \$20.36; 7 in., \$21.83.
Common, made-up, per 100, 5 and 6 in., \$21.00; 7 in., \$23.00.
Polished, made-up, per 100, 5 and 6 in., \$23.00; 7 in., \$25.00.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., \$21.80; 5-16 in., \$18.50; ¾ in., \$16.30; 7-16 in., \$13.55; ½ in., \$13; 9-16 in., \$12.15; ¾ in., \$11.70; 11-16 in., \$11; 13-16 in., \$11.70; 15-16, \$11.70; 17-16 in., \$11.70. 50 lbs. of one size, \$2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

Tor'to Lond'n Mont'

Sectional, 1 lb.	per 100 lbs.	\$5.50-\$5.85	\$5.50	\$5.35
Section, ½ lb.	per 100 lbs.	5.50-5.85	5.50	6.00
Solid, 3 to 30 lbs., per cwt.	4.00-4.25	4.00	4.25	

WHEELBARROWS

Navy, steel wheel, doz. \$37.50-51.50 || Garden steel wheel, doz. | 51.00-75.00 |
| Light garden, doz. | 37.00-54.00 |

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs.	
No. 9	\$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18 9 00 || No. 19 | 9 50 |

Hay Wire in Coils

No. 13	6 85
No. 14	7 00
No. 15	7 20
No. 16	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25 |

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$2.50; bright, soft drawn, 15c; charcoal (extra quality), \$1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, \$1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	\$5 00	No. 26	\$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25 \$3 00 |

Nos. 26-31 5 00 |

Nos. 32-34 7 00 |

Coppered 0 75 |

Oiling 0 10 |

In 25-lb. bundles 0 15 |

In 5 and 10-lb. bundles.... 0 25 |

In 1-lb. hanks 0 25 |

In ½-lb. hanks 0 28 |

In ¼-lb. hanks 0 50 |

Packed in casks or cases.... 0 15 |

Bagging or papering..... 0 16 |

Oiled and Annealed Wire

No. 10	\$6 45
No. 11	6 47
No. 12	\$6 75

Wire Bale Ties

No. 12	\$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	\$6.25-\$6.50
No. 9 pl. galv.....	5.35-6.00
No. 12 pl. galv.....	5.50-6.15
No. 13 pl. galv.....	6.00-6.25
No. 9 coil sp.	5.50-6.00
No. 12 coil sp.	5.80-6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright \$5 50 || Fence staples, galvanized, \$6.25-6.50 In 25-lb. boxes add 25c extra | |

Poultry Netting Staples

Poultry netting staples, galvanized, list \$12 00 || Less discount of 12½%. | |

Bright poultry netting staples \$1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%
Brass wire, 3 to 24 gauge, add 40%
25 to 36 gauge, add25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls....\$3 50
In 50-ft. rolls 3 55 || Galvanized, per 100 sq. ft. in 100 ft. rolls | 4 75 |
| Bronze, sq. ft. | 0 14 |

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can, 11 in., doz. list	\$84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	135 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 8111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 80
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 80
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 40
Eclipse	97 70

Discount off above list, 30% and 10%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal

Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

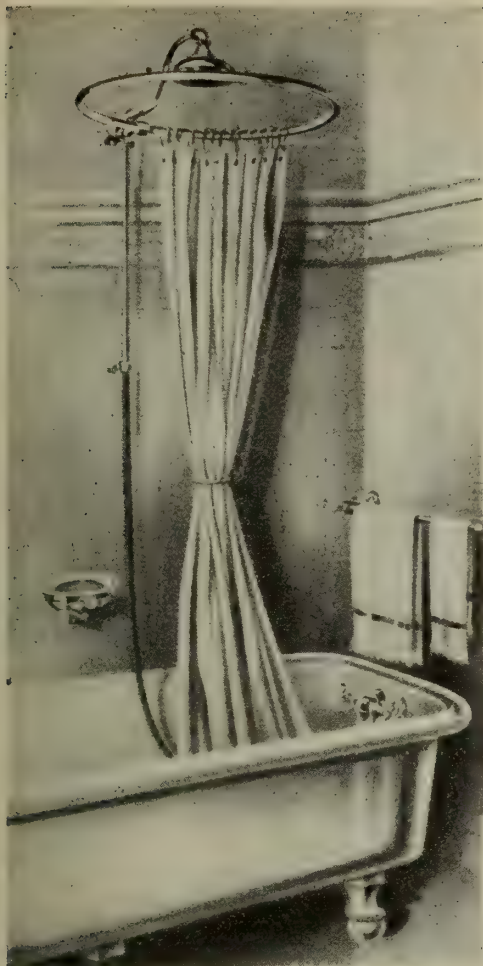
WRENCHES

Trim— Doz. net Doz. net

8 in.	\$15 60	18 in.	\$35 00
10 in.	17 40	24 in.	50 60
14 in.	24 45		

Coes— Doz. net Doz. net

6 in.	\$14 60	15 in.	\$35 00
8 in.	17 50	18 in.	46 60
10 in.	20 40	21 in.	56 80
12 in.	26 20		



SPECIALIZE on SHOWERS

"EVERY SHOWER'S A BLESSING"

But **EMPIRE** Showers Beat All

WHAT WE SAY

This is a very opportune time to specialize on showers. There is no fixture in a home that would be appreciated these hot days as would a portable shower, and no fixture adds class to a bathroom more than does a shower fixture. No bath tub is complete without a shower.

Every Sanitary Engineer should boost the sales of these fixtures for more reasons than one.

First: Because a shower is necessary all the year round. Second: Because such a fixture completes the average bathroom, and third, because of the fact that no amount of bathing in a bath tub will fill the requirements of the shower.

WHAT A MEDICAL AUTHORITY ONCE SAID

At a meeting of Medical Health Officers, held some time ago, one of them was asked to express his views about plumbing and plumbing fixtures and their relationship to health. He declared that the bath tub was the worst abomination in a home unless fitted with a shower. He further stated that when a person took a bath in the regular way, and no shower was available, that that person would be no cleaner than the water in the bath tub. This same gentleman brought pressure to bear upon a number of men which resulted in a certain club building being equipped entirely with showers only.

Empire Manufacturing Co., Limited

LONDON

TORONTO

Makes Money for You

Black Diamond Tarred Felt,
Joliette and Cyclone Brands.
Sheathing, 2 and 3-ply. Ready
Roofing.



Black
Diamond
Tarred
Felt

Saves money for your customer

All kinds of Sheathing made at
our own mills. Also full line of
wrappings.

ALEX. McARTHUR & COMPANY, LIMITED

82 MCGILL STREET, MONTREAL

The Oribio Mfg. Co., Ltd., Winnipeg, Man., is our Sole Selling Agent for the Northwest Provinces

Pronounced "RU" as in RUBY
RU-BER-OID

ROOFING
COSTS MORE - WEARS LONGER.

SOLE CANADIAN MAKERS:

THE STANDARD PAINT CO. OF CANADA, LIMITED

MONTREAL

TORONTO

WINNIPEG

VANCOUVER

Trade-Mark
Registered

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, \$8.60 for 100 lbs.; 5-lb. packages, \$8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1. \$1.50-\$2.00
Banana oil, gal. 3.50-7.00
F.o.b. Montreal, Toronto.

BLUE STONE Montreal Toronto
Per lb. 13-14 14-16

BRUSHES

Acme, 15 lbs. each. \$2 25
Acme, 20 lbs. each. 2 75
Acme, 25 lbs. each. 3 25
F.o.b. Toronto.

COLORS (DRY)

Raw Umber, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Burnt Umber, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Raw Sienna, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Burnt Sienna, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Imp. green, 100 lb. kegs. 0 25
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k. 0 12
Indian red, 100-lb. kegs. 0 15
Indian red, No. 1, 100 lb. k. 0 06
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02½
Drop black, pure dry. 0 15
Golden ochre, 100 lb. kegs. 0 06½
White ochre, 100 lb. kegs. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 0 03½
French ochre, barrels 0 06
Spruce ochre, 100-lb. kegs. 7-8c
Canadian red oxide, bbls. 2 2½
Super magnetic red. 2¼-2¼c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—
Venetian red 0 21
Indian red 0 35
Chrome yellow, pure 0 53
Golden ochre, pure 30-32
French spruce ochre, pure. 25-28
Greens, pure 28-35
Siennas 0 32
Umbers 0 32
Ultramarine blue 0 52
Prussian blue 1 50
Chinese blue 1 50
Drop black 0 30
Ivory black 0 31
Signwriters' black, pure 0 40
Lampblack 0 40
Marine black, 5 lb. irons. 0 20
F.o.b. Montreal, Toronto.

ENAMELS (white)

Duralite Gal. \$6 50
Albagloss 3 50

GLUE

Brantford All Round Glue—
Case No. 7—50-lb. pkgs. \$28 00
Case No. 8—100 ½-lb. pkgs. 31 00
Case No. 9—200 ¼-lb. pkgs. 38 00
Discount.

French medal (prices withdrawn)
English common sheet. 32-34
English prima 35-38
White pigfoot 0 50
Cake bone, 112-lb. bags. 0 35
Hide, 112-lb. bags. 0 45
Gelatin, 112-lb. bags. 45-60
Ground glues, 112-lb. bags,
No. 1 28-30
Ground glue, No. 2, 112-lb.
bags 22-24
Do., No. 2, less than bags. 24

GLASS

Per 100 ft. Single Thick Double
Under 25 \$16 80 \$22 90
26 to 34 17 60 24 85
35 to 40 18 35 26 40
41 to 50 23 50 30 00
51 to 60 24 60 30 80
61 to 70 26 50 32 70
71 to 80 29 70 35 40
81 to 85 45 45
86 to 90 48 85
91 to 94 49 80
95 to 100 58 55

101 to 105 65 35
106 to 110 73 10

Discount box glass, 25%.

Sheet glass, 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each \$0 80
Plates from 1 to 2 feet, each 0 90
" 2 to 3 " 0 95
" 3 to 4 " 1 15
" 4 to 5 " 1 35
" 5 to 7 " 1 50
" 7 to 10 " 1 70
" 10 to 12 " 1 75
" 12 to 15 " 1 85
" 15 to 25 " 1 95
" 25 to 50 " 2 15
" 50 to 75 " 2 20
" 75 to 90 " 2 25
" 90 to 100 " 2 30
" 100 to 120 " 2 60
" 120 to 140 " 2 90

Plates 101 to 110 wide containing not over 100 ft. each. 3 00

Plates 111 to 120 wide containing not over 100 ft., each. 3 40

Plates 101 to 110 wide containing over 100 ft., each. 3 40

Plates 111 to 120 wide containing over 100 ft., each. 3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.

Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, \$1.56-\$1.62 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots.
Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 15c advance per 100 lbs. F.o.b. London and Windsor, 30c per 100 lbs. F.o.b. Toronto and Hamilton, 25c per 100 lbs. F.o.b. Fort William and Port Arthur, 40c per 100 lbs.
Maritime differential 30c per 100 lbs. over Montreal.

Anchor, Pure Montreal Toronto \$17 50 \$17 75
Crown Diamond 17 50 17 75
Crown, pure 17 50 17 75
Green Seal 17 50 17 75
Ramsay's Pure 17 50 17 75
Moore's Pure 17 50 17 75
Tiger, Pure 17 50 17 75
O.P.W. Dec. Pure. 17 50 17 75
Red Seal 17 50 17 75
Decorators' Pure 17 50 17 75
O.P.W. English 17 70 17 95
Elephant Genuine 18 00 18 25
B.B. Genuine Lead, less than tons, \$19.65, Toronto; \$19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)
Genuine, 560-pound
casks, per cwt. \$14 00 \$14 50

Genuine, 100-pound
kegs, per cwt. 14 75 15 50

Less quantity 16 00 17 00
F.o.b. Montreal, Toronto.

LEAD, ARSENATE

Barrels, 600 lbs. Pound 0 24½
Half bbls., 300 lbs. 0 24½
100s 0 45 0 25
50s 0 45½ 0 25½
25s 0 46 0 26
10s 0 47½
5s 0 49½ 0 29½
2s 0 31
1s 0 52 0 32½
F.o.b. Toronto, Montreal and Hamilton

MURESOCO

Tints, 5-lb. packages, per 100 lbs., \$8.40; white, 5-lb. packages, \$7.80.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon
Elephant, white 3 95
Elephant, colors 3 55
B.H. English, white 4 05
B.H. English, colors 3 80

B.H. Floor 3 15
B.H. Porch Floor 3 80
Minerva, white 3 90
Minerva, colors 3 65
Crown Diamond, white 3 80
Crown Diamond, colors 3 55
Crown Diamond, floor 3 05
B.H. Fresconette, white 3 35
B.H. Fresconette, colors 3 25
Moore's House Colors, white. 3 75
Moore's House Colors, colors. 3 65
Moore's Egyptian Paint, all colors 3 00
Moore's Floor Paint 3 00
Moore's Sani-Flat 3 00
Moore's Mooramel 6 50
Jamieson's Crown Anchor. 3 30
C.P.C. Pure, white 4 05
C.P.C. Pure, colors 3 80
O.P.W. Canada Brand, white 3 80
O.P.W. Canada Brand, colors 3 50
O.P.W. Canada Brand, floor. 3 05
O.P.W. Flat Wall, white. 3 10
O.P.W. Flat Wall, colors. 3 10
Ramsay's Pure, white 3 90
Ramsay's Pure, colors 3 60
Martin-Senour, 100%, white. 4 05
Martin-Senour, 100%, colors. 3 80
Martin-Senour, Porch Paint. 3 80
Martin-Senour, Neutone, white 3 35
Martin-Senour, Neutone, colors 3 25
Senour's Floor Paint 3 15
Sherwin-Williams, white 4 05
Sherwin-Williams, colors 3 80
Flat Tone, white 3 35
Flat Tone, colors 3 25
Lowe Bros. H.S., white 4 05
Lowe Bros. H.S., colors 3 80
Mellotone, white 3 50
Mellotone, colors 3 35
Sanitone, white 3 35
Maple Leaf, white 4 05
Maple Leaf, colors 3 80
Maple Leaf, floor 3 25
Pearcy's Prepared, colors 3 15
Pearcy's Prepared, white 3 50
F.o.b. Montreal, Toronto.

PARIS GREEN C.P. Berger's and Munro's
Per lb.

In barrels, about 600 lbs. 0 60¼ 0 61
In arsenic wags, 250 lbs. 0 61¼ 0 62
In 50 lb. and 100 lb. drums 0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case. 0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case 0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case 0 66¼ 0 67
Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY Montreal Toronto
Standard Less than tons

Bulk, in casks \$4 35 4 70
Bulk, 100-lb. drums 5 20 5 45-5 55
Bulk 25-lb. drums. 5 20 5 55
Bulk, 12½-lb. irons 5 20 5 80
Bladder, in bbls. 5 20 5 80
Ton lots standard are 20c per hundred pounds less.

Pure Putty, \$2 cwt. advance.
London and Hamilton prices same as Toronto.

ROSIN

Barrels, 100 lbs. \$5 90 \$6 00
Kegs, 100 lbs. 7 00
Less, per lb. 0 07 0 08

SHELLAC

Pure White, gal. \$4 75-\$4 90
Pure Orange, gal. 4 50

Gum Shellac, TN. 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH

REMOVER

Taxite, 1 gal. cans \$3 30
B.H. Vanisher 3 00
Cumoff 3 30
Takof 3 25
O.P.W. Presto 3 00
Lingerwett 2 80-3 25
Solve 3 00
F.o.b. Montreal, Toronto.

VARNISHES Per gal. cans
No. 1 Furniture, extra, bar-

rels, \$1.10-\$1.21 gal.; gal. tins \$1.32-\$1.44

B.H. Stovepipe Varnish, Anchor, ½ pints, per doz. 1 40
Depend-on, list 3 50
B.H. Maritime Spar, list. 7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%
Elastilite 3 25
Granite Floor Finish 3 25
Hydrox Spar 3 64
Sun Varnish 2 60
Sun Spar 4 63
Sun Waterproof Floor. 3 40
Jasperite Interior and Exterior 2 65
Jasperite Pale Hard Oil 1 90
Jasperite Indestructo Floor Finish 2 65
Jamieson's Copaline 3 02
M-S Marble-ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 86
Elastic Interior 2 64
Mar-not 3 40
Quick Action House 2 47
Rexspar 4 62
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing 3 85
Kyanize Interior 3 85
Luxeberry light 3 30
Luxeberry granite 3 52
Luxeberry spar 4 95
Ramsay's Universal 2 92
Crown Diamond Floor 2 60
F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls. 0 13½
Opalite, 100 lb. kegs. 0 14
1 gal. packages, per pkg. 0 75
½ gal. package, per pkg. 0 40
Coralite, 5-lb. pkgs., white 0 07
Coralite, 5-lb. pkgs., colors 0 07½
B.H. Frescota, 5-lb. pkgs., white 7 80
B.H. Frescota, 5-lb. pkgs., colors 8 40
F.o.b. Montreal, Toronto.

WASTE

Cream, Polishing \$0 27

WHITE

XXX 0 20
XX 0 18
X 0 17
XC 0 16
Japanese 0 15
XXX Extra 0 21
X Grand 0 19½
XLCR 0 18½
X Empire 0 17½
X Press 0 16

COLORED

No. 5 15
No. 1 14
No. 7 13
No. 1A 11½
No. 1B 10½
Fancy 16½
Lion 15
Standard 13½
Popular 12
Keen 10½

Above lines subject to trade discount for quantity.

WAX

C. & B. Floor Wax Per lb. \$0 40
B.H. Wax 0 40
Ronuk Floor Wax, lb. 0 38
Rory Bros. 0 34
Imperial Floor Wax 0 40
Anchor 0 33
O.P.W. Lion Brand 0 35
O.P. English 0 53 0 62
Johnsons 0 57 0 62
Jamieson's liquid wax, gal. 2 75
Gold Medal 0 42
Edwards lb. 0 40
Ramsay's 0 45
S & W 0 54
Crown Diamond 0 45
F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls. \$2 50
F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls. 3 00

WOOD ALCOHOL per gal.
In five gallons. \$1.80-\$1.90
In barrels 1 79

\$4 extra for barrels
F.o.b. Montreal, Toronto, London.

GLASS

Now is the time to sort up on WINDOW GLASS

BEFORE PRICES ADVANCE

We can take care of your requirements from our branch warehouses and make prompt shipments.

We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.

WRITE, PHONE OR WIRE your wants.

HOBBS

MANUFACTURING COMPANY, LIMITED

Montreal

Toronto

London

Winnipeg

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$17.20; chill-
ed, \$18.70; buckshot, \$18.00; ball,
\$18.40.

Dominion Metallics—B.B. Caps,
\$2.80; C.B. Caps, \$3.50; 22 Short
Black or Lesmok, \$4; 22 Long
Black or Lesmok, \$4.80; 22 Short
Smokeless, \$4.30; 22 Long Smoke-
less, \$6; 22 Long Rifle Black, \$5.60;
22 Long Rifle Smokeless, \$7 per M.
net. Center Fire Pistol, 22%; Cen-
ter Fire Sporting, 25% off Ameri-
can list.

American Metallics—B.B. Caps,
\$3.06; C.B. Caps, \$3.85; 22 Short
Black, \$4.35; 22 Long Black, \$5.25;
22 Long Rifle Black, \$7.70; 22 Short
Smokeless, \$4.69; 22 Long Smoke-
less, \$6.55; 22 Long Rifle Smoke,
\$7.65 per M. net. Center Fire Pis-
tol, 10% on list; Center Fire
Sporting, 10% on list.

Loaded Shells—Crown Black Pow-
der, 12 ga., \$31; Sovereign Smoke-
less, 12 ga., \$38; Regale Smokeless,
12 ga., \$38; Nitro Club Smokeless,
12 ga., \$41; Canuck Smokeless, 12
ga., \$41 per M. net. Empty Paper
Shot Shells, \$14 per M.; Empty
Brass Shot Shells, \$6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c
per lb.; clip horn, 25c lb.
Norris, 80 lbs. and over, 16c.

AXES

Single Bit\$14 50 \$20 00
Double Bit 16 50 21 50
Broad Axes..... 32 00 35 00

AUGER BITS

Standard List Prices per Dozen
3 1/16.....\$6 00 18 1/16.....\$12 00
4..... 5 00 19..... 14 00
5..... 5 00 20..... 14 00
6..... 5 00 21..... 16 00
7..... 5 00 22..... 16 00
8..... 5 00 23..... 18 00
9..... 6 00 24..... 18 00
10..... 6 00 25..... 21 00
11..... 7 00 26..... 21 00
12..... 7 00 27..... 24 00
13..... 8 25 28..... 24 00
14..... 8 25 29..... 27 00
15..... 9 50 30..... 27 00
16..... 9 50 31..... 30 00
17..... 12 00 32..... 30 00
Discounts from standard list prices
Irwin 10%
Gilmour 45%

BARS, CROW. \$10.25 per 100 lbs. BAR IRON

Bar Iron—\$5.50 base; Swedish
iron, \$5.25; sleigh shoe steel, \$5.80;
spring steel, \$6.50; machinery steel,
\$8.00.

BELTING

Rubber, 6 in. and under, 2%;
over 6 in., 10-2 1/2%.
Agricultural or No. 1 leather belt-
ing, 37 1/2% off list.
Standard, 30% off list. 25%
extra.

"The 'double' list is just twice
the price of 'single.'"

BELT LACING

In sides, tanned, \$1.65 per lb.;
cut, \$1.85 per lb.; rawhide, sides,
\$1.60; cut, \$1.80.

Blue Stone (Vitriol), 12c lb.

BOLTS

Carriage, 3/8 and smaller, 5%;
7-16 and larger, 5% on list; ma-
chine, 3/8 and under, 5%; 7-16 and
over, 5% on list; machine set
screws, 20%; plough bolts, 5% on
list; stove bolts, 50%; shaft bolts,
5% on list; tire bolts, 25%; sleigh
shoe bolts to 3/8 and smaller, 5% on
list; 7-16 and up, 5% on list.
BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, \$1.10 to \$1.60 per roll,
according to quality; plain, 80c to
\$1.45.

BUTTS

Plated—No. 241 Antique Copper
and Dull Brass Finish

	Per pr.
2 1/2 x 2 1/2 in.....	35
3 x 3 in.....	37
3 1/2 x 3 1/2 in.....	38
4 x 4 in.....	47
4 1/2 x 4 1/2 in.....	68
5 x 5 in.....	80

Wrought Steel—

No.	Size	Net list
No. 840	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil: 3-16 in., \$18.40; 1/4, \$16.00;
5-16 in., \$13.60; 3/8, \$12.40; 7-16,
\$12.20; 1/2, \$12.00; 9-16, \$12.00; 5/8,
\$11.75; 3/4, \$11.50; 1 in., \$11.25;
Logging, 5-16 in., \$15.40; 3/8,
\$14.20; 1/2, \$13.80; tie-out, 47 1/2%.

CHURNS

Barrel, No. 0, \$7.20; No. 1, \$7.29;
No. 2, \$8; No. 3, \$8.80; No. 4,
\$10.40 each.

CLEAVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	\$2 90
Baby Ben	2 30
America	1 25
Lookout	1 50
Sleepmeter	1 65

COPPER

Sheet and planished copper, 75c
per lb. Tinned, 60c.

CORD SASH

Coils or Hanks
8, 9, 1072c lb.

DRILLS

Bit stock, 35%; Blacksmith, 1/2
in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in.,
\$6.85; 10 in., \$7.60; 12 in., \$8.95.

Conductor pipe, 2 in., per 100 ft.,
\$8; 3 in., \$9.65; 4 in., \$12.75.

ENAMELWARE

See Wares.

FILES

GlobeDiscount 45%
Nicholson Genl.....Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list.....	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bbls.,
30c lb.; 100-lb. bbls, 31c lb.; 10-
lb. jugs, \$3.40 each; 5-lb. jugs, \$1.90
each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW Single Double

Up to 25 in.	\$14 00	18 50
26 to 40.....	15 00	21 00
41 to 50.....	18 50	23 75
51 to 60.....	19 50	24 25
61 to 70.....	20 50	25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	\$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., \$2.75.
Mounted on steel frames, \$5.00 to
\$6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.
Corrugated Strap Hinges — 4,
\$1.70; 5, \$2.10; 6, \$2.85; 8, \$4.60;
10, \$7; 12, \$10.75.

Corrugated Tee Hinges—4, \$1.90;
5, \$2.55; 6, \$3.25; 8, \$5.65; 10,
\$8.75; 12, \$12.40.

HORSESHOES

Iron, No. 0 to 1, \$7.85; No. 2
and larger, \$7.60; snowshoes, No. 0
to No. 1, \$8.10; No. 2 and larger,
\$7.85; steel, No. 0 to 1, \$8.30; No.
2 and larger, \$8.05; featherweight,
\$9.45.

IRON, GALVANIZED "Fleur Premier de Lis"

10 1/4 oz. or 28 Eng...	\$11 70	\$11 70
28 Am. or 26 Eng...	11 40	11 40
26 Am. or 26 special	11 10	11 10
24	10 95	10 95
22	10 95	10 95
18 and 20.....	10 80	10 80
16 Am.	10 65	10 65

IRONS, SAD

Common Sad Irons, 8 lbs., 11c
per lb.; 4 lbs., 14c per lb.
Mrs. Pott's No. 55, set.....\$2 10
Mrs. Pott's No. 50, set..... 2 25
Mrs. Pott's common and iron
handles, \$1.60 dozen. Mrs. Pott's
improved, \$2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	\$12 50
Lightning	12 00

LAMP CHIMNEYS

A, per case, 8 doz., \$7.80, per doz.,
\$1.05; B, per case 6 doz., \$6.50; per
doz., \$1.15.

LANTERNS

No. 2, plain	\$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, \$14.40.

LEAD WASTE, \$15.40.

LATCHES—THUMB, STEEL

	Doz.
2	\$2 10
3	2 80
4	4 90
Barn Door	
5	2 80
8	3 00
9	5 20

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	\$ 5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, \$12.60; cutter, \$12.60.

MOPS

	Doz.
O'Cedar Polish, No. 1	\$12 00
O'Cedar Polish, No. 3.....	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	\$ 7 75	\$ 8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, \$5.80
base; Winnipeg, \$6.25 base. Cut
f.o.b. Winnipeg, \$6.55.

NETTING—POULTRY

Net Prices per Roll.
1 in. mesh x 24 in.....\$5 95
30 in..... 7 20
36 in..... 8 50
2 in. mesh x 24 in..... 2 90
30 in..... 3 40
36 in..... 4 05
48 in..... 5 25
60 in..... 6 55
72 in..... 7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., \$4.15; 36
in., \$5.30; 48 in., \$6.25; 60 in.,
\$7.40; 72 in., \$8.40.

NUTS

Square, small lots, blank, 4 1/2c
tapped, 4 3/4c advance on list; Hexa-
gon, small lots, blank, 4 3/4c; Tar-
ped, 5c advance on list; case lots
all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher,
47c; "B" Castor machine oil, 38c;
Buffalo engine gasoline, 37 1/2c; Buf-
falo "A" gas engine oil, 50c; Roya-
gasoline, 37c; Family safety coal
oil, 24 1/2c; "Engoline" engine coal
oil, 20 1/2c; Summer black oil, 22 1/2c;
Kelso engine oil, 47c; Electro oil,
45c; Royalite oil, 20c; Standard
gas engine oil, 48c; Prairie Har-
vester oil, 49 1/2c.

PAINTS

Stephens' Out White, \$4.20;
Stephens' House, \$3.95; Stephens'
Floor, \$3.40; Silkstone, \$3.15; Ste-
phens' Barn Paint, \$1.85.

POLISH

	Doz.
O'Cedar —	
4 oz.	\$2 00
12 oz.	4 00
1 quart	10 00
1/2 gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	\$2 00
12 oz.	4 00
1 quart	8 40
1/2 gal.	14 40

(Continued on second page)



A Specially Prepared Wall Paint
That Gets and Holds Patronage Wherever
It Is Shown

"It's So Easy to Apply"

Let's Send You An Interesting Booklet

G. F. STEPHENS & CO.

LIMITED

WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
1/4 inch	\$ 6 25	\$ 8 53
3/8 inch	6 30	8 66
1/2 inch	8 25	9 80
3/4 inch	10 20	12 60
1 inch	15 00	18 75
1 1/4 inch	20 50	25 30
1 1/2 inch	24 50	30 00
2 inch	32 75	40 50
2 1/2 inch	52 50	64 70
3 inch	68 70	85 00
3 1/2 inch	86 85	.....
4 inch	103 00	.....
4 1/2 inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., \$4.50.

PLATES, CANADA

18 x 21 per box, half polish, \$11; full polished \$12.50; 18 x 24, half polished, \$11; full polished, \$12.50; 20 x 28, half polished, \$11; full polished, \$12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1 1/2 x 14 in., \$3.55 per dozen.

PUTTY

100-lb. irons	\$ 5 70
25-lb. irons, per cwt.	6 30
1 1/2-lb. tins	0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28 1/4c base; pure Manila, 39 3/4c base; British Manila, 33 3/4c base; lath yarn, 28 1/4c base; African hemp, 33 3/4c base; cotton rope 1/4 and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0 1/2	\$0 38	\$ 7 20
1	0 39	7 50
1 1/2	0 43	8 10
2	0 46	8 70
2 1/2	0 49	9 30
3	0 57	10 80
B. & A.		
00, 0, 1/2	0 45	8 50
1	0 47	9 00
1 1/2	0 50	9 60
2	0 55	10 50
2 1/2	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, \$10.00; Watch Spring, \$10.40; Lance Tooth or Lightning Blades, \$10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—

	Doz.
Bramble	\$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 1000	11 50
Bush	13 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

Grand Rapids, Nic.	\$ 87 00
Household, Jap.	75 00
Superba, Nic.	102 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	\$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., \$13.50 per doz.; D.H. Rd. Pt., \$13.50 per doz.; L.H. Sqr. Pt., \$13.50; L.H. Rd. Pt., \$13.50; Bulldog and Jones, D.H., Rd. Pt., \$15.50; D.H. Sqr. Pt., \$15.50; L.H. Rd. Pt., \$15.50; L.H., Rd. Pt., \$15.50; Black Cat and Crescent Scoops—No. 4, \$17.00 doz.; No. 6, \$17.50; No. 8, \$18.00; No. 10, \$18.50; Moose & Jones Scoops, No. 4, \$18.25; No. 6, \$18.75; No. 8, \$19.25; No. 10, \$19.75.

SOLDER. Per pound, 69 to 70.

SPIKES

Pressed, 1/4 in., \$8.30; 5-16, \$7.95; 3/8, \$7.75; 1/2, \$7.55.

STAPLES

Bright wire, per cwt., \$5.85 at Fort William, \$6.25 Winnipeg; galvanized staples, \$6.65 Fort William, \$7.05, Winnipeg.

STEEL

Sleighshoe, \$5.80 base per cwt.; plow, common, \$6.50; crucible plow, \$7.50; angle, \$5.35; harrow, \$5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, \$7.50; machine, \$8.00 base; tire, \$5.90. Mild, 3-16, 1/4, 5-16, \$8.00 base; other sizes \$5.75 base. Band Steel, \$5.75 base.

STEEL HOOPS

1/2 in., \$9.75; 3/4 in., \$8.50; 1 in., \$8.75; 1 1/4 in., \$8.50; 1 1/2 in., \$8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	\$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME—

	Victor	H. & N.	Jump
No. 0	\$1 95	....	....
No. 1	2 30	\$3 60	\$3 10
No. 1 1/2	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—

	Wood	Fibre
No. 0	\$21 35	\$23 80
No. 1	18 80	20 45
No. 2	16 40	16 95
No. 3	14 00	14 45

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 4-ply	0 72
Cotton 3-ply	0 68

VARNISHES—

Stephens Luminette, gal. \$2 20
Stephens Exalite, gal. 3 00

WARES, ETC.—

Scotch Grey, 40, 12 1/2% discount.
Colonial, Imperial, Pearl, 20, 7 1/2% discount.
Premier, Canada, Diamond, 2 1/2% discount.
Whiteware, 40, 10% discount.
Japanned Ware, list, plus 30%.
Japanned Ware, white, list, plus 40%.
Japanned Sprinklers, list, plus 30%.
Stamped Ware, plain, 40, 10% discount.
Stamped Ware, ret'd, 40% discount.
Pieced Tinware, ordinary, list, plus, 40%.
Pieced Tinware, copper bottoms, list, plus 60%.
Sheet Iron Ware, list, plus 20%.
Light Galv'd Pails and Tubs, list, plus 27 1/2%.
Heavy Galv'd Pails and Tubs, 17 1/2% discount.
Jap. Coal Hods, list, plus 35%.
Galv'd Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 15% on list plus 75c; full boxes, iron, 10% on list plus 75c.

WHITE LEAD—

Decorators' pure, ton lots, \$18.25; less than ton lots, \$18.60.

WIRE, BARB—

Lyman, 4-point, \$4.95 f.o.b. Fort William, \$5.25 Winnipeg; Glidden Cattle, 2-pt., \$4.80 Fort William \$5.10 Winnipeg; Baker, 2-pt., \$4.75 Ft. William, \$5.05 Winnipeg; plain twist, cwt., Ft. William, \$4.95; Winnipeg, \$5.25 spool; plain galvanized Ft. William, No. 9, \$5.65; No. 12 \$5.35; Winnipeg, No. 9, \$6.05; No. 12, \$6.25; coil spring, Ft. William, No. 9, \$5.70; No. 12, \$5.95; Winnipeg, No. 9, \$6.10; No. 12, \$6.35.

Patented screen in 100-ft. rolls, \$3.50 per hundred sq. ft.; in 50-ft. rolls, \$3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop \$7.65 Winnipeg; \$7.25 Ft. William. Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, \$6.75; 10, \$6.80; 12, \$6.95; 14, \$7.15; 15, \$7.25; 16, \$7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	\$ 6 50
8 in.	7 80
10 in.	9 10
12 in.	11 70
15 in.	15 60

Perfect Handle—

6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	\$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trim—	
10 in.	\$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

Dozen		
Always Ready—	Black	N.P.
No. 1	\$4 20	\$4 50
No. 2	5 75	6 00

WRINGERS—

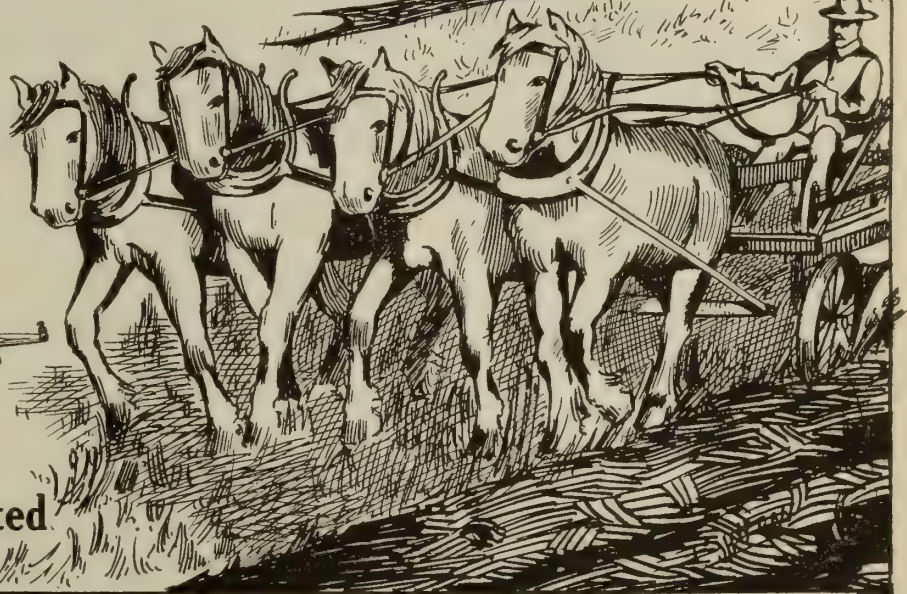
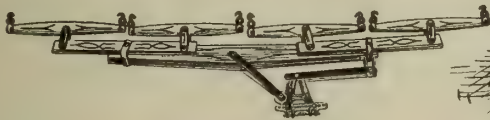
Eze, \$58.85 per doz.; Reliance, \$70.50 per doz.; Emperor, \$132. Royal Canadian, \$54.50 per doz.;

Gregg Plow Eveners Pull Big Business

Gregg Plow Eveners, like Gregg Wagon Sets, Neck-yokes and Hitches, are built for service. They are guaranteed against defective materials and workmanship.

Send for copy of catalogue describing our full line.

Any jobber in the Canadian West can supply you with Gregg Goods.



Gregg Mfg. Co., Limited
WINNIPEG

WANTED, AT ONCE — CAPABLE HARD-
ware man to manage retail hardware
business in thriving Ontario town. State ex-
perience, salary expected, and give references.
Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of **HARDWARE AND METAL**. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading **HARDWARE AND METAL**.

USE THE WANT AD PAGE

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives

The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plews Ld., Winnipeg, Man.

Alabastine

The Alabastine Co., Ltd., Paris, Ont.

Aluminum

British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis Molain Co., Ltd., Winnipeg, Man.

Aluminum Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis Molain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Ware Mfg. Co., Oakville, Ont.

Ammunition

Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
W. B. Dalton & Sons, Ltd., Kingston, Ont.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories

Auto Accessories Ltd., Winnipeg, Man.
Air-Tite Mfg. Co., St. Thomas, Ont.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Canada Sales Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oil Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Cushman Motor Works, Ltd., Winnipeg, Man.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Fernald Mfg. Co., North East, Pa.
Great West Electric Co., Ltd., Winnipeg, Man.
Gutta Percha & Rubber Ltd., Toronto.
Hamilton Whip Co., Hamilton, Ont.
Homer & Wilson, Hamilton, Ont.
W. W. Hicks, Winnipeg, Man.
Hyslop Bros., Toronto.
C. Kloepper, Limited, Toronto, Ont.
Line, Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mosberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Prairie Motor Sales Co., Moose Jaw, Sask.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waukegan, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles

Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Carriage Factories, Ltd., Brockville, Ont.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Axes

Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Barbitt Metal

Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plews Ld., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton

Pans and Racks, Clothes

Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Liners

J. N. Warrington & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry

Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.

Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures

Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead

Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression

Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller

Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brake Lining

Thermoid Rubber Co., Trenton, N.J.

Brass Goods

Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods

Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods

Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels

Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
F. S. Starrett Co., Athol, Mass.

Belt, Transmission, Elevator and Conveyor

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belt, Rubber

Can Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plews Ld., Winnipeg, Man.

Belt, Cotton

Dominion Belting Co., Hamilton, Can.
Plews Ld., Winnipeg, Man.

Blacksmiths' Supplies

D. Ackland & Son, Winnipeg.

Blankets, Saddle

Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Bolts and Nuts

Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes

Baines & Peckover, Toronto.

Boilers, Heating and Range

Empire Mfg. Co., London, Ont.

Bolts, Eye

Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic

Wm. Newman & Sons, Birmingham, Eng.

Boxes, Wood

Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools

Steel Co. of Canada, Ltd., Hamilton.

Boring Bars

Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties

Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles

J. N. Warrington & Co., Montreal, Que.

Barbed Wire

Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets

Walter Woods & Co., Hamilton.

Barn Door Hangers

Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands

Wakye Mfg. Co., Winnipeg.

Balers, Steel

Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces

Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf

Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping

J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warrington & Co., Montreal, Que.

Blasting Supplies

Dupont Powder Co., Wilmington, Del.

Building Papers

Alex. McArthur & Co., Montreal, Que.

Butter Molds

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Walter Woods & Co., Hamilton, Can.

Butter Workers

Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges

Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burns

The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Farmer & Bullock, Gananoque.

Bread and Cake Makers

Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills

Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms

Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger

Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner

Progressive Mfg. Co., Torrington, Conn.

Bicycles

A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Blowers, Blacksmiths'

Can. Blower & Forge Co., Ltd., The, Kitchener.

Brooms

Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Builders' Hardware

Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Bumpers, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.



"TALLMAN'S SPECIAL" ARCTIC METAL

a medium priced babbitt specially adapted for Saw Mill and Wood-working machinery.

Will remain cool under exceptionally high speed.

Its long life proves its efficiency.

Tallman Brass & Metal Limited
HAMILTON, ONT.

For sale by
Leading
Wholesale
Houses.



Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

BIG

RESULTS
from small investments. Read
Hardware & Metal's Want
Ad. Page.

Sell Handles that are Most in Demand STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -- ONTARIO

STOVER HARDWARE

This popular hardware is salable during all seasons of the year. Many items are suitable for 10 to 25c counters. The quality is the best and will make your stock more attractive to the trade.

Send for our new catalog, P-17. Some of the articles it shows are:

Mop sticks	Stove Trimmings
Fireplace fixtures	Pulleys (all kinds)
Latches	Coat & Harness
Ice Picks & Shaves	Hooks
Chest Handles	Hinges
Saw Vises	Lamp Brackets
Cast Hatchets	Waffle Irons
Lemon Squeezers	Door Pulls
House Numbers	Nut Crackers

WE ALSO MAKE

Wind Mills, Feed Mills, Ensilage Cutters and Gasoline Engines.

STOVER MFG. & ENGINE CO
Freeport, Ill.

Canadian Agents:
Cadman & Bauslaugh,
322 McIntyre Block,
Winnipeg.

G. L. Cohoon, 11
St. Sacrament St.,
Montreal.

Send us hardware catalogue No. P-17.
Name.....
Business.....
Address.....

THE BUYERS' GUIDE

Cabinet Hardware

Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and DividersCaverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.**Caliper Gauges**

Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture

Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Oil

Cannon Oil Co., Keithsburg, Ill.

Canoes

Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware

Stratford Brass Co., Ltd., Stratford, Ont.

CartridgesDominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co.
Windsor.**Castings, Brass, Bronze and Aluminum**

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers

Gipe-Hazard Store Service Co., Toronto.

CastersFaultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville.
The Toronto Lock Mfg. Co., Toronto, Ont.**Castor Oil**

B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet SweepersBissell Carpet Sweeper Co. of Canada, Ltd.,
Niagara Falls, Ont.

Thos. Birkett & Son Co., Ltd., Ottawa.

Caverhill, Learmont & Co., Montreal.

Walter Woods & Co., Hamilton.

Casseroles

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog.

Halter, Cow, Breast, Trace, Tire

McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers

Gipe-Hazard Store Service Co., Toronto

Ceilings and Walls, Metallic

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cement, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Roofing

Geo. W. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.

Brown-Boggs Co., Ltd., Hamilton.

Caverhill, Learmont & Co., Montreal.

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges

Chicago Spring Butt Co., Chicago, Ill.

Toronto Lock Mfg. Co., Toronto.

Chemical Closets

Wakye Mfg. Co., Winnipeg, Man.

Chemical Specialties

B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Vol-Peek Mfg. Co., Montreal.

Choppers, Food

Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap

Wells Bros. of Canada, Galt.

Churns, Hand and Power

Beatty Bros., Ltd., Fergus.

Thos. Birkett & Son Co., Ltd., Ottawa.

Caverhill, Learmont & Co., Montreal.

Dowdell, Lees Co., Hamilton.

Landers, Frary & Clark, New Britain, Conn.

Medalta Stoneware Co., Ltd., Medalta, Ont.

Merchants Hardware Specialties, Ltd., Calgary.

Reliable Churn Co., Toronto, Can.

Walter Woods & Co., Hamilton.

Clothes Bars and Racks

Otterville Mfg. Co., Ltd., Otterville, Ont.

Clocks

Western Clock Co., La Salle, Ill.

Clothes Racks

Walter Woods & Co., Hamilton.

Clamps

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Williams & Co., J. H., Brooklyn, N.Y.

Clippers

American Shearer Mfg. Co., Nashan, N.H.

Chicago Flexible Shaft Co., Chicago, Ill.

Closets

Wakye Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers

Dowdell, Lees Co., Ltd., Hamilton, Can.

Clothes

Canadian Woodenware Co., St. Thomas, Ont.

Stratford Mfg. Co., Ltd., Stratford, Ont.

Coffee Percolators and Urns

Canadian General Electric Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners

J. E. Beauchamp, Montreal.

Steel Co. of Canada, Ltd., Hamilton.

The Stanley Works, New Britain, Conn.

Collar Balls

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads

American Pad & Textile Co., Chatham

Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck

Scythos & Co., Ltd., Toronto, Ont.

Cotton Gloves

American Pad & Textile Co., Chatham.

Coal Chutes

Toronto Lock Mfg. Co., Toronto

Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Boos

Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam

Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless

Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel

Baum & Peckover, Toronto.

Conductor Pipe, Hooks, Heads, etc.

Metallic Roofing Co., Toronto and Winnipeg.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Wheeler & Bain, Toronto.

Empire Mfg. Co., London, Ont.

Connecting Rods

Williams & Co., J. H., Brooklyn, N.Y.

Coping Saws

Thos. Birkett & Son Co., Ltd., Ottawa.

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage

Brautford Cordage Co., Ltd., Brantford, Ont.

Consumers Cordage Co., Montreal.

Plymouth Cordage Co., North Plymouth, Mass.

Scythos & Co., Ltd., Toronto, Ont.

Corner Bead, Metallic

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cornices, Metallic

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cooking Ware

Corning Glass Works, Corning, N.Y.

Crank Shafts

Williams & Co., J. H., Brooklyn, N.Y.

Crowbars

B. J. Coghlin & Co., Montreal.

Crocks, Butter

Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Cultivators

C. S. Norcross & Sons, Bushnell, Ill.

Cutlery

Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

Geo. Butler & Co., Ltd., Sheffield, Eng.

Thos. Birkett & Son Co., Ltd., Ottawa.

Caverhill, Learmont & Co., Montreal.

Clyde Cutlery Co., Clyde, N.Y.

Geneva Cutlery Co., Geneva, N.Y.

Goodell-Pratt Co., Greenfield, Mass.

James Hutton & Co., Montreal.

Canadian Wm. A. Rogers, Ltd., Toronto.

Jonathan Crookes & Son, Ltd., Sheffield, Eng.

Lewis Bros. Ltd., Montreal.

Landers, Frary & Clark, New Britain, Conn.

Oneida Community, Ltd., Oneida, N.Y.

Wm. Rogers Mfg. Co., Niagara Falls, Ont.

J. Wiss & Sons, Newark, N.J.

Wilkinson Sword Co.

Cutters

Butterfield & Co., Inc., Rock Island, Que.

Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors

Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails

Thos. Davidson Mfg. Co., Ltd., Montreal.

Soren Bros., Toronto, Ont.

Dampers, Stove Pipe

Canada Foundries & Forgings, Brockville.

Dampers, Fire Place

Toronto Lock Mfg. Co., Toronto.

Decks, School

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.

Butterfield & Co., Rock Island, Que.

Canadian Fairbanks-Morse Co., Montreal.

Pratt & Whitney Co., Ltd., Dundas, Ont.

Wells Bros. Co. of Canada, Galt.

Display Racks and Stands

Cameron & Cameron, Toronto.

National Mfg. Co., Sterling, Ill.

Doors, Metal

Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen

Kasement Skrene Dore Co., Toronto.

Door Bolts

Canada Steel Goods Co., Hamilton, Can.

National Mfg. Co., Sterling, Ill.

The Stanley Works, New Britain, Conn.

Toronto Lock Mfg. Co., Toronto.

Door Knobs

Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks

Canadian Yale & Towne, St. Catharines.

Wm. Newman & Sons, Birmingham, Eng.

Toronto Lock Mfg. Co., Toronto.

Door Hangers

Allith Mfg. Co., Ltd., Hamilton, Ont.

Canada Steel Goods Co., Hamilton, Ont.

Taylor-Forbes Co., Guelph, Ont.

National Mfg. Co., Sterling, Ill.

Toronto Lock Mfg. Co., Toronto.

Doors, Fireproof, Metal

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Door Springs

Jas. Cartland & Son, Ltd., Birmingham, Eng.

G. W. Mallory, Blenheim, Ont.

Wm. Newman & Sons, Birmingham, Eng.

The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls

Stratford Brass Co., Ltd., Stratford, Ont.

Draining Tools

Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

North Bros. Mfg. Co., Philadelphia, Pa.

Drills, Blacksmiths'

Can. Blower & Forge Co., Ltd., The, Kitchener.

Drill Chucks

Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'

Canada Foundries & Forgings, Brockville.

Drills

Canadian Fairbanks-Morse Co., Ltd., Montreal.

Butterfield & Co., Inc., Rock Island, Que.

Goodell-Pratt Co., Greenfield, Mass.

North Bros. Mfg. Co., Philadelphia, Pa.

Pieples L.d., Winnipeg, Man.

Stanley Rule & Level Co., New Britain, Conn.

Wilkinson & Kompass, Hamilton, Ont.

Drop Forgings

Williams & Co., J. H., Brooklyn, N.Y.

Dry Colors

Brandram-Henderson, Montreal.

Canada Paint Co., Ltd., Montreal.

H. C. Jamieson & Co., Ltd., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

Ottawa Paint Works, Ottawa.

A. Ramsay & Son Co., Montreal.

G. F. Stephens & Co., Ltd., Winnipeg.

Martin-Senour Co., Ltd., Montreal.

McArthur Irwin, Montreal.

Dusters

Channell Chemical Co., Toronto.

Dynamite

Du Pont American Industries, Wilmington, Del.

Dry Cells

Canada Dry Cells, Ltd., Winnipeg.

Canadian National Carbon Co., Toronto.

Canadian H. W. Johns-Manville Co., Toronto.

Canadian General Electric Co., Ltd., Toronto.

Dominion Battery Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough

Metallic Roofing Co., Toronto and Winnipeg.

Pedlar People, Limited, Oshawa.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Toronto Lock Mfg. Co., Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Wheeler & Bain, Toronto.

Egg Beaters

Louis McLain Co., Ltd., Winnipeg, Man.

Collette Mfg. Co., Collingwood.

Egg Cases

Miller Bros. Co., Ltd., Montreal, Que.

Walter Woods & Co., Hamilton.

Egg Case Fillers

Miller Bros. Co., Ltd., Montreal, Que.

Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons

Jas. Morrison Brass Mfg. Co., Toronto.

Elbows

Thos. Davidson Mfg. Co., Ltd., Montreal.

Pedlar People, Ltd., Oshawa, Ont.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells

Canadian General Electric Co., Ltd., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans

Canadian General Electric Co., Ltd., Toronto.

Factory Products Ltd., Toronto, Ont.

Great West Electric Co., Ltd., Winnipeg, Man.

Northern Electric Co., Ltd., Montreal.

A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures

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Great West Electric Co., Ltd., Winnipeg, Man.

Northern Electric Co., Ltd., Montreal.

Tallman Brass & Metal Co., Hamilton.

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THE BUYERS' GUIDE

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D. Auckland & Son, Ltd., Winnipeg, Man.

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Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins

Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

Extinguishers, Fire

Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.

Fanlight Openers

Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills

Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen

National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits

Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes

Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers

Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)

Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates

Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead

Empire Mfg. Co., London, Ont.

Fibre Ware

E. B. Eddy Co., Hull, Que.

Files

E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Plews, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompasse, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers

Boston Varnish Co., Everett Station, Boston, Mass.

Fire Arms

Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings

Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies

Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fireplace Fixtures

Stover Mfg. & Engine Co., Freeport, Ill.

Fishing Tackle and Accessories

Marble Arms & Mfg. Co., Gladstone, Mich.

Flags

Seythes & Co., Ltd., Toronto, Ont.

Flag Holders

International Sales Co., Winnipeg, Man.

Flashings, Metallic

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Flashlights, Electric

Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Metal Specialties Mfg. Co., Chicago.

Northern Electric Co., Montreal.

Spielmann Agencies, Montreal.

Flatware

Canadian Wm. A. Rogers, Toronto.

Oneida Community, Ltd., Oneida, N.Y.

Fly Swatters

Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers

F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups

Canadian Consolidated Rubber Co., Toronto.

Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties

Benjamin Electric Co., Toronto.

Forges, Blacksmiths'

Can. Blower & Forge Co., Ltd., The, Kitchener.

Funnels

Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Fixtures, Store

Milbradt Mfg. Co., St. Louis, Mo.

Furnaces

Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

Fruit Jars

Dominion Glass Co., Ltd., Montreal.

Walter Woods & Co., Hamilton.

Furniture Polish

Buffalo Specialty Co., Buffalo, N.Y.

Canada Paint Co., Montreal.

Imperial Oil Co., Ltd., Toronto.

Sherwin-Williams Co., Montreal.

Channell Chemical Co., Toronto.

Fuse Wire

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Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands

Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double

Chicago Spring Butt Co., Chicago, Ill.

Toronto Lock Mfg. Co., Toronto.

Flint Cloths

John Oakey & Sons, London, Eng.

Floor Dressing

Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets

Dominion Sheet Metal Co., Ltd., Hamilton.

A. C. Leslie & Co., Montreal.

Pedlar People Ltd., Oshawa, Ont.

B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Garden Cultivators and Weeders

C. S. Norcross & Sons, Bushnell, Ill.

Eureka Planter Co., Woodstock.

Garage Hardware

Allith Mfg. Co., Ltd., Hamilton, Ont.

Canada Steel Goods Co., Hamilton, Can.

National Mfg. Co., Sterling, Ill.

Richards Wilcox Canadian Co., London, Ont.

The Stanley Works, New Britain, Conn.

Garages

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans

Thos. Davidson Mfg. Co., Ltd., Montreal.

J. Samuels, Toronto.

Soren Bros., Toronto.

Galvanized Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.

Sheet Metal Products Co. of Canada, Toronto.

Galvanizing

Thos. Davidson Mfg. Co., Ltd., Montreal.

Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices

Metallic Roofing Co., Toronto and Winnipeg.

Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe

Canada Metal Co., Ltd., Toronto.

Generators

Canadian General Electric Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars

Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters

Empire Mfg. Co., London and Toronto.

Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline

Imperial Oil Co., Toronto.

Prairie City Oil Co., Winnipeg.

Gauges

L. S. Starrett Co., Athol, Mass.

Stanley Rule & Level Co., New Britain, Conn.

Wells Bros. Co. of Canada, Galt.

Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glass, Window, Plate, Ornamental

Hobbs Mfg. Co., Montreal, Que.

A. Ramsay, Son & Co., Montreal.

Sanderson-Pearcy Co., Toronto.

B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Toronto Plate Glass Importing Co., Toronto.

G. F. Stephens Co., Winnipeg.

Glue Pots, Electric

Superior Electric, Ltd., Pembroke, Ont.

Glue, Sheet and Ground

Canada Glue Co., Brantford, Ont.

R. C. Jamieson & Co., Montreal.

A. Ramsay & Son Co., Montreal.

Glass Cutters

Goodell-Pratt Co., Greenfield, Mass.

Glass Benders

Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds

Cushman Motor Works, Ltd., Winnipeg, Man.

A. Ramsay, Son & Co., Montreal, Que.

Sharrett & North, London, Eng.

A. Shaw & Son, London, Eng.

Granary Lining

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

American Pad & Textile Co., Ltd., Chatham, Ont.

Hamilton-Carhart Co., Toronto.

Gonher Poison

Kill-Em-Quick Co., Regina, Sask.

Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic

Pedlar People Ltd., Oshawa, Ont.

Metallic Roofing Co., Toronto and Winnipeg.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases

Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power

American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Plews Ltd., Winnipeg, Man.

Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones

The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels

American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns

Thos. Birkett & Son Co., Ltd., Ottawa.

Caverhill, Learmont & Co., Montreal.

Lewis Bros., Ltd., Montreal.

Harrington & Richardson Arms Co., Worcester, Mass.

Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights

Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws

Diamond Saw & Stamping Works, Buffalo, N.Y.

Goodell-Pratt Co., Greenfield, Mass.

Miller Falls Co., Miller Falls, Mass.

Plews Ltd., Winnipeg, Man.

L. S. Starrett Co., Athol, Mass.

Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades

Diamond Saw & Stamping Wks., Buffalo, N.Y.

Goodell-Pratt Co., Greenfield, Mass.

Henry Disston & Sons, Ltd., Toronto.

Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames

Canadian Fairbanks-Morse Co., Ltd., Montreal.

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Henry Disston & Sons, Ltd., Toronto.

Goodell-Pratt Co., Greenfield, Mass.

L. S. Starrett Co., Athol, Mass.

Hack Saw Machines

Diamond Saw & Stamping Wks., Buffalo, N.Y.

Goodell-Pratt Co., Greenfield, Mass.

Victor Saw Works, Hamilton.

Halters

Johnson Halter Co., Sarnia, Ont.

R. R. Kinnead, Winnipeg, Man.

Hammers

Canada Foundries & Forgings, Brockville.

Stanley Rule & Level Co., New Britain, Conn.

Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammocks

Galt Robe Co., Galt, Ont.

Hand Drills

Goodell-Pratt Co., Greenfield, Mass.

Handles

J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls

North Bros. Mfg. Co., Philadelphia, Pa.

The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door

Allith Mfg. Co., Ltd., Hamilton, Ont.

Beatty Bros., Ltd., Fergus.

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Canada Steel Goods Co., Hamilton, Can.

Cushman Motor Works, Ltd., Winnipeg, Man.

Merchants Hardware Specialties, Ltd., Calgary, Alta.

National Mfg. Co., Sterling, Ill.

F. E. Myers & Bro., Ashland, Ohio.

Safety Door Hanger Co., Hamilton, Ont.

The Stanley Works, New Britain, Conn.

Taylor-Forbes Co., Guelph, Ont.

Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door

Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track

Allith Mfg. Co., Hamilton, Can.

Beatty Bros., Fergus, Ont.

Canada Steel Goods Co., Hamilton.

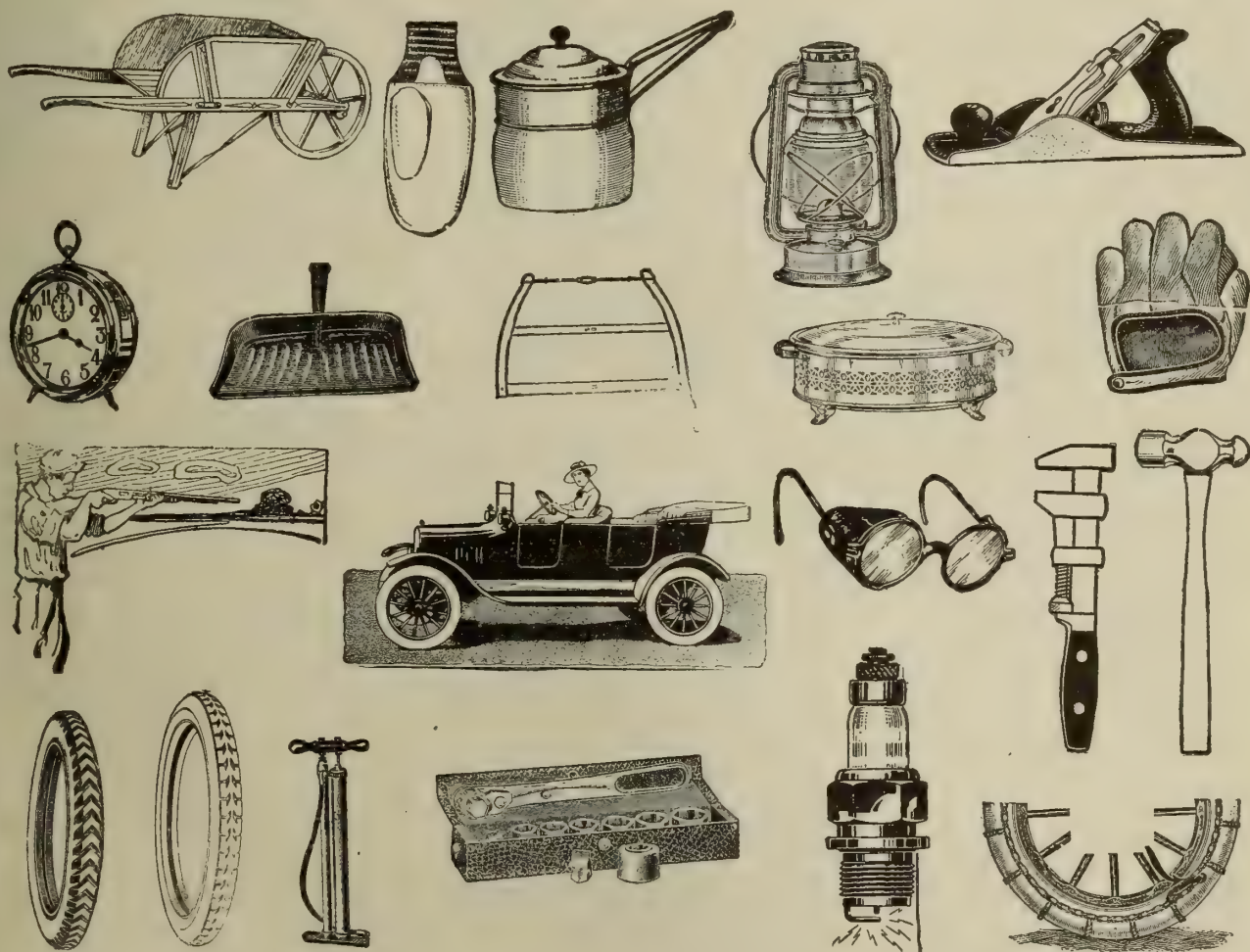
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HARDWARE AND METAL

THE BUYERS' GUIDE

August 31, 1918.

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Stover Mfg. & Engine Co., Freeport, Ill.
- Hasps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
- Headlights, Auto**
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.
- Heaters**
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
- Heaters, Electric**
Chicago Flexible Shaft Co., Chicago, Ill.
Sheel Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electrics, Ltd., Pembroke, Ont.
- Heels and Soles, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
- Hinges, Ornamental**
The Stanley Works, New Britain, Conn.
- Hinges, Spring**
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.
- Hinges, Strap and Tee**
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
- Hinges, Adjustable Ball**
Toronto Lock Mfg. Co., Toronto.
- Hockey Sticks**
J. H. Still Mfg. Co., St. Thomas.
- Hoes**
Ward & Payne, Sheffield, Eng.
- Hoists**
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg, Man.
- Horse Singers**
Collins Mfg. Co., Toronto.
- Hones, Razor**
The Carborundum Co., Niagara Falls, N.Y.
- Horse Covers, Rubber**
Canadian Consolidated Rubber Co., Montreal.
- Horse Nails**
C. Kloepper, Limited, Toronto, Ont.
- Horse Shoes**
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Compass, Hamilton.
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Caverhill, Learmont & Co., Montreal.
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Empire Mfg. Co., London, Ont.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
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- Ice Cream Freezers**
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North Bros. Mfg. Co., Philadelphia, Pa.
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Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.
- Indicators, Speed**
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
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Jas. Morrison Brass Mfg. Co., Toronto.
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L. S. Starrett Co., Athol, Mass.
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J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Ottville, Ont.
- Iron, Corrugated**
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
- Iron Handles**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Iron and Steel Bars**
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.
- Iron and Steel, Structural**
Baines & Peckover, Toronto.
- Irons**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
- Irons, Gas and Gasoline**
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.
- Jack Planes**
Stanley Rule & Level Co., New Britain, Conn.
- Jack Screws**
Canada Foundries & Forgings, Brockville, Ont.
- Jardinieres**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
- Japans**
Boston Varnish Co., Everett Station, Boston, Mass.
- Jugs**
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.
- Kettles**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
- Keyhole Saws**
Bridgeport Hardware Co., Bridgeport, Conn.
- Kitchen Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Kitchen Ware, Transparent**
Corning Glass Works, Corning, N.Y.
- Knife Sharpeners**
J. E. Beauchamp & Co., Montreal.
- Knives, Pocket and Table**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
- Knives, Sportsmen's**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Knives, Putty**
Bridgeport Hardware Co., Bridgeport, Conn.
- Ladders, Step, Extension, Store, etc.**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Otterville Mfg. Co., Ltd., Ottville, Ont.
Stratford Mfg. Co., Stratford, Ont.
Evan L. Reed Mfg. Co., Sterling, Ill.
- Lath, Metallic**
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
- Lamps, Nitrogen and Tungsten**
Basters Jackson Co., Toronto.
The Canadian Laco-Phillips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Charlton & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal.
- Lamp Black**
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilkes Co., New York.
- Lamp Chimneys**
Walter Woods & Co., Hamilton.
- Lamp Coloring and Frosting**
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.
- Lamps, Bicycle and Automobile**
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
- Lamps and Lanterns, Gasoline**
National Stamping & Electric Works, Chicago, Ill.
- Lamps, Lanterns, Electric, Hand**
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
- Lamps, Tungsten**
Canadian Laco-Phillips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal.
- Lamps, Nitrogen**
Canadian Laco-Phillips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
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Ontario Lantern & Lamp Co., Hamilton, Ont.
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National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.
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Williams & Co., J. H., Brooklyn, N.Y.
- Lath, Metallic**
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Empire Mfg. Co., London, Ont.
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J. E. Beauchamp & Co., Montreal.
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- Lead, Sheets and Pipe**
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Empire Mfg. Co., London, Ont.
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Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
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H. Disston & Sons, Toronto.
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Stanley Rule & Level Co., New Britain, Conn.
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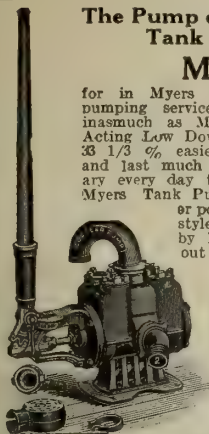
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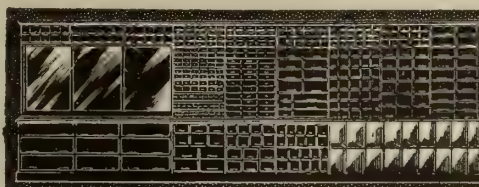
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"A Close-Up of Union Government"

This article will be found distinctly interesting and refreshing, for it appraises the various members of the Government on their nine-months' spell impartially, fearlessly and humorously. Mr. Munro is a member of the press gallery, and he has watched the Cabinet members with a close and critical eye for nine months, and he knows their weaknesses as well as their greatness, and he chronicles their foibles unerringly. It makes good reading.

The September issue contains the following other features:

"Our Mary," the first of a splendid story of Mary Pickford.

By Arthur Stringer

"Buried Alive!" a gripping story of underground warfare.

By Lieut. C. W. Tilbrook

"Less Petty Politics, More Common-Sense," a fearless discussion of the war situation.

By Lieut.-Col. J. B. Maclean

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The Events of a Warring World

The Review of Reviews section, made up of reprints from the best articles published the world over, contains an especially readable grist. Some of the articles are:

Lloyd George Finds New Secret Service.

Germany's Latest Plan to Enslave World.

Pretorius, Wonderful British Scout.

Is the Devil at Large?

Will Attack Holland Soon?

German Staff Live in Filth.

Germany Sought Peace in 1915.

Prophecies of the New Joan of Arc.

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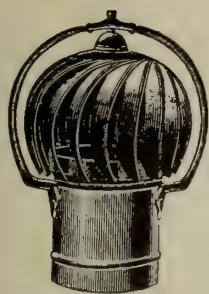
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Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1884 St. Urbain St., Montreal
Hyslop Bros., Toronto
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.
- Spanners**
Williams & Co., J. H., Brooklyn, N.Y.
- Spiders**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Spinnings**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
- Spoke Shaves**
Stanley Rule & Level Co., New Britain, Conn.
- Sponge Baskets**
Kinzingner, Bruce & Co., Niagara Falls, Ont.
- Sprayers**
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock
- Springs**
B. J. Coghlin Co., Ltd., Montreal, Que.
- Spring Dies**
Wells Bros. Co. of Canada, Galt
- Stable Fittings**
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.
- Stains**
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Peacey & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg
- Stampings**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
- Staples**
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London
- Stoneware**
Medalta Stoneware, Ltd., Medicine Hat, Alta.
- Store Fixtures**
Cameron & Campbell, Toronto.
- Stoves**
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Clare Bros., Preston, Ont.
Bert Conway, Winnipeg, Man.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
Galt Store & Furnace Co., Ltd., Galt, Ont.
Gurney Foundry Co., Toronto
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
D. Moore Co., Ltd., Hamilton, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock
- Stoves, Fireless Cook**
Louis Melan Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.
- Stoves and Ranges, Electric**
Superior Electric, Ltd., Pembroke, Ont.
- Stoves, Gasoline**
National Stamping & Electric Works, Chicago
- Stove Lining**
Geo. W. Reed, Montreal.
- Stove Pipe**
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
O-Rib-O Mfg. Co., Winnipeg, Man.
Safe Stove Pipe Co., Ltd., Toronto, Ont.
Sheet Metal Products Co. of Canada, Toronto.
- Steel, Cold Rolled Band**
J. N. Warrington & Co., Montreal, Que.
- Stretchers, Curtain**
Otterville Mfg. Co., Otterville, Ont.
- Stretchers, Wire**
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.
- Steel, Reinforcing**
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
- Steel, Strip**
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton
- Steel Lockers and Shelving**
Dennis Wire & Iron Works, London, Ont.
- Stencils and Ink**
Hamilton Stamp & Stencil Co., Hamilton
- Steamers and Boilers**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Steel Bending Brakes**
Steel Bending Brake Works, Chatham
- Steel, Mild, Sleigh Shoe, Tire**
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton
- Stays, Friction**
Toronto Lock Mfg. Co., Toronto.
- STUCCO BOARD**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
- Sweat Pads**
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.
- Switches, Switchboards**
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
- Supply Pipes, Iron and Brass, Bath and Basin**
Empire Mfg. Co., London, Ont.
- Tacks**
Steel Co. of Canada, Ltd., Hamilton, Ont.
- Talking Machines**
Dominion Sewing Machine & Phonograph Co., Winnipeg
- Tanks, Cistern**
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt, Ont.
- Tanks, Galvanized Steel**
Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
- Taps**
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.
- Tap Holders**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
- Tapping Attachments**
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt
- Tape, Rubber Friction**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
- Tapes, Measuring**
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
- Tarpaulin**
Scythes & Co., Ltd., Toronto, Ont.
- Tea Pots and Urns, Tea Ball**
Ladders, Fray & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
- Tents**
Scythes & Co., Ltd., Toronto, Ont.
- Terne Plates**
A. O. Leslie & Co., Ltd., Montreal
- Thimbles, Smoke Pipe**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Tiles, Metallic**
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
- Tiling, Walls and Floor**
Barton Netting Co., Windsor
- Tiling, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
- Tinsmiths' Machinery**
Brown, Boggs Co., Hamilton, Ont.
- Tinware**
Soren Bros., Toronto, Ont.
- Tin Plate**
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
- Tire Carriers, Automobile**
Kinzingner Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.
- Tires and Tubes, Automobile and Motor Truck**
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Vokes Hardware Co., Ltd., Toronto, Ont.
- Tires and Tubes, Bicycle**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.
- Tire Accessories**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Michelin Tire Co. of Canada, Ltd., Montreal.
- Trucks**
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Kribs, Wm. A., Hespeler, Ont.
- Truck Supplies**
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
- Tools**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.
- Tools, Blacksmiths'**
D. Ackland & Son, Winnipeg.
Can. Blower & Forge Co., Ltd., The, Kitchener.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
- Tool Cabinets**
Eagle Mfg. Co., Hamilton, Ont.
- Tools, Garden**
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.
- Tools, Harvest**
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.
- Tools, Logging and Lumbering**
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.
- Tool Holders**
Williams & Co., J. H., Brooklyn, N.Y.
- Toys**
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal.
A. C. Gilbert Co., New Haven, Conn.
Lumber Products, Ltd., Winnipeg, Man.



**Our
Specialties
Are---**

Eavetrough
Conductor-pipe
and Fittings
Ventilators and
Corrugated Iron

WHEELER & BAIN
TORONTO

Help Wanted

An ad for help in the
Classified Advertising
Section will bring the
right kind of replies.

Try It Out.

Hardware and Metal

Classified Advertising Section

143-153 University Ave., Toronto

The Imperial Gasolene Iron

Has given absolute satisfaction
in Western Canada for the
past ten years. Easy to oper-
ate, economical, a real labor-
saver that is indispensable dur-
ing hot weather. Handy for
travellers, and the ideal iron
in homes without electric cur-
rent. Absolutely guaranteed.



The Fansteel Electric Iron

A handsome appearing efficient iron having
a peculiar element which utilizes every atom
of heat generated. The Nichrome Ribbon is
embedded in a cement-like base which is not
an obstruction to electricity as is mica or
porcelain.
This is a vigorous seller and satisfactory
wherever used.

**MERCHANTS HARDWARE
SPECIALTIES LIMITED**
CALGARY



ANOTHER
MEHASCO
MESSAGE

11

Make Money from Good Pumps---Profit

Unless a metal pump is made just
right it will leak at joints or valves.

"Aremacdee" pumps do not give
dealers who sell them
trouble and loss from
defective service in
"Aremacdee" pumps
sold customers.

Pumps for every
use—hand or motor—
force or lift—every
type a dealer can sell.



*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*

The
R. McDougall Co., LIMITED
GALT, CANADA

The L. Martin Co. *Headquarters
for*

GERMANTOWN LAMPBLACKS

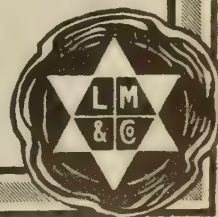
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Originators of Eagle, Old
Standard, Globe and Pyramid
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Suppliers of Bulk Blacks to
the highest class Grinding
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THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.



THE BUYERS' GUIDE

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Diaston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Diaston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Vivid Electric Lamp Co., Toronto.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Eddy & Co., E. B., Hull, Que.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Turpentine
Brown Corporation, Portland, Maine.
Fred Smith, Toronto.

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd.,
Niagara Falls, N.Y.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Milwaukee Valve Co., Milwaukee, Wis.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

**Valves, Radiator and Air, Iron Body, Com-
position, Globe, Angle, Check**
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Brass Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal

R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Percy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canada Carriage Factories, Ltd., Brockville, Ont.
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Ventilators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont.

WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
C. Klopfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Otterville Mfg. Co., Otterville, Ont.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Downs, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
Kribs Wm., Hespeler, Ont.
Martag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Nine-ten Hundred Washer Co., Toronto, Ont.
Northern Electric Co., Montreal
John Watson Mfg. Co., Winnipeg, Man.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Wash Tubs
E. B. Eddy & Co., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Water Supply Systems
Empire Mfg. Co., London, Ont.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Swan Mfg. Co., Winnipeg

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitesash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice, Lewis & Sons, Ltd., Toronto
Wm. Stairs, Son & Morrow, Ltd., Halifax, N.S.
W. H. Thorne & Co., Ltd., St. John, N.B.
White's Ltd., Collingwood, Ont.
Wood Vallance & Co., Winnipeg, Man.
Vokes Hardware Co., Ltd., Toronto, Ont.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows and Doors, Kalameined and Metal
Metallic Roofing Co., Toronto and Winnipeg

Wipers
Scythes & Co., Ltd., Toronto, Ont.

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Rope
Baines & Peckover, Toronto.

Wrapping Paper
Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Downs, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

MANUFACTURERS

SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

WHY have our sales increased 200% over last year?

BECAUSE our prices, quality equal, are 10% lower than others

OUR GRADES

Colored---1B, 1A, 7, 1, 5

White---Jap, XC, X, XX, XXX

ACME WASTE MFG. CO.
LIMITED

482 WELLINGTON ST. W., TORONTO

5 Queen Street, Montreal

1206 McArthur Bldg., Winnipeg

C. KLOEPFER, LIMITED

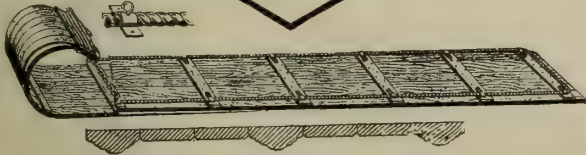
Edward Halloran, General Manager

44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL

HEAVY HARDWARE

AUTOMOBILE ACCESSORIES



TOBOGGANS

Made from Birch. Very strong and attractive finish.
Write for catalogue.

J. E. BEAUCHAMP & CO., MONTREAL

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by
Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. **LIMITED**

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade



SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Electrical

A Good Argument



Many women who cannot secure domestic help are still able to obtain the services of a woman one day a week to do the washing. Therefore they do not buy a washing machine.

If they had a "Seafoam" Electric Washer and Wringer, however, the woman could do the washing and cleaning or the washing and ironing in one day. In the average family that would be impossible without the washer.

Look over your list of customers. If there are any to whom you would like us to send booklets, send us the names. We will refer prospective buyers to you.

Dowswell, Lees & Co., Ltd.

HAMILTON, CANADA

Eastern Representative:
JOHN R. ANDERSON, MONTREAL

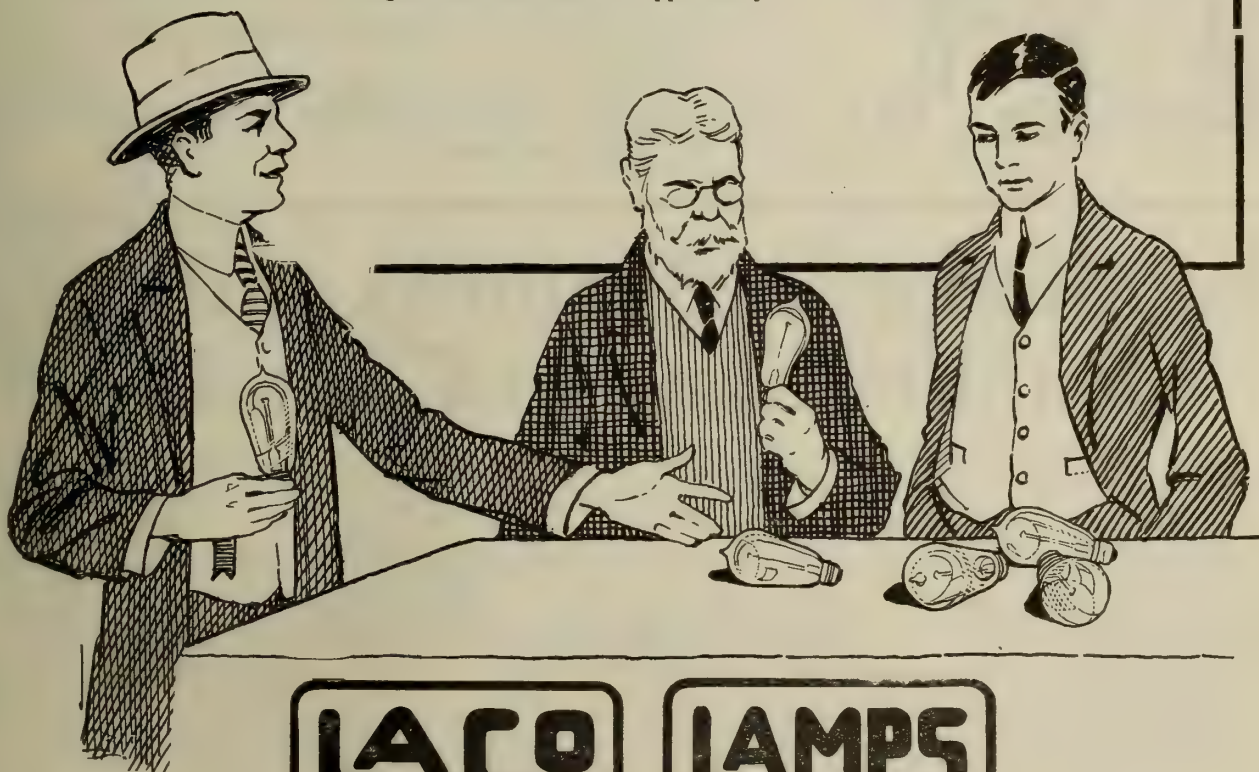
Western Representative:
HARRY F. MOULDEN & SON, WINNIPEG

Electrical

The Laco Salesman — Offers You a Good Thing—

*The Opportunity to Sell Your Customers a
QUALITY Lamp — and Increase Your Profits*

HERE'S his argument: Continuous good will of a customer is far better than the mere profit on one quick sale. You *may* find it easier to sell a cheap lamp *once* than one at a higher price—but if the dearer lamp is a *better* lamp, and is going to last greatly longer than the cheaper article (and actually give a *better light* and burn *less current*, into the bargain) we claim that the greater selling effort is well worth while—for the customer sold on this basis is sold for *future business* on the *better grade* lamp. He needs no argument *then* to prove he has saved the additional cost of the lamp in its longer life, and better cheaper service. On the other hand, the party buying the cheap lamp is practically certain to get poor returns for his money. By all the tests we have made, and records we have collected, it is due to burn out ahead of the normal period—very possibly at an inconvenient and annoying time—just as likely as not, with company present, and not an extra lamp around the house! This customer will not want more of *that* kind of lamp—whatever the price. When he is again in the market he's going to be harder than ever to sell—even if he gives the same man the opportunity.



LACO LAMPS

have a proved record for efficiency that makes them profitable not only to sell but to use in your own store. Their actual work is their most convincing sales argument. Our continued advertising is daily increasing the demand. Our warehouses and jobbers carry

complete stocks in both Tungsten and Nitro—ready for instant delivery. Our lighting experts are at your service to solve any installation problems you may encounter. Our interesting pamphlets for general distribution and attractive store cards are yours for the asking.

Link-up with this high-class, profitable business TO-DAY

Canadian Laco-Philips Company, Limited
 Montreal Toronto Winnipeg Vancouver

Electrical

Why Not Stock Them?

WE are Washing Machine specialists. For twenty years we have been manufacturing home laundry equipment exclusively. Our "1900" Cataract and "1900" Agitator Electric Machines are the best designed Washers on the market. They are mechanically perfect and give wonderful satisfaction.

A liberal profit is allowed on all "1900" Washers and Wringers. Our complete line includes washers that operate by Hand, Water Power, Engine Power and Electric Motor. We also have a full assortment of sizes and grades of superior, beautifully finished hand and power wringers. The profit made by carrying the "1900" line is limited only by the "prospects" within your reach.



"1900" Cataract Electric



"1900" Agitator Electric

Extensively Advertised— And the Dealer Gets the Benefit

Every dealer who proves his worth is handed all the inquiries from his territory, resulting from our twice-a-year advertising campaigns.

If, at the present time, you do not carry a line of washing machines, or are looking for "something better," you will profit by writing our "Wholesale Department."

THE "1900" WASHER COMPANY
357 Yonge Street Toronto

The MacLean Business and Class Publications in Canada

TO SELL or buy from Canada such lines as machinery, hardware, food products, dry goods, books and stationery, paper, printing machinery and supplies and general merchandise of almost every description, raw or manufactured, use or consult the MacLean Business and Class Publications, as per list below. For special information, write the publishers. Concerning the quality of the MacLean publications, let this copy of **HARDWARE AND METAL** which you hold in your hands speak for all. The MacLean list of 14 publications is as follows:—

THE CANADIAN GROCER (Est. 1886)
HARDWARE AND METAL (Est. 1889)
DRY GOODS REVIEW (Est. 1889)
MEN'S WEAR REVIEW (Est. 1898)
CANADIAN MACHINERY (Est. 1905)

THE POWER HOUSE (Est. 1907)
BOOKSELLER AND STATIONER (Est. 1884)
THE SANITARY ENGINEER (Est. 1907)
MARINE ENGINEERING OF CANADA
(Est. 1910)

CANADIAN FOUNDRYMAN (Est. 1909)
PRINTER AND PUBLISHER (Est. 1892)
THE FINANCIAL POST (Est. 1907)
MACLEAN'S MAGAZINE (Est. 1896)
THE FARMER'S MAGAZINE (Est. 1910)

This fact may interest you: namely, the MacLean organization is the largest concern of its kind in the British Empire. The output of its mechanical department every working day is the equivalent of a 112-page publication of the size and type of this copy of **HARDWARE AND METAL**.

Our London Office, 88 Fleet Street, E.C.

Also at: NEW YORK, BOSTON, CHICAGO, MONTREAL, WINNIPEG

For over 20 years the MacLean Publishing Company has maintained a fully-staffed London office, and has rendered British and Continental manufacturers, shippers, and traders an invaluable service in many directions.

Our London managing director, Mr. E. J. Dodd, has just returned to London after an extended visit to Canada, during which time he investigated very closely the trade conditions and opportunities of both Eastern and Western Canada. Mr. Dodd will welcome correspondence from all who may wish fresh, full and well-informed knowledge concerning trade prospects, connections and introductions as these relate to Canada.

*Specimen copies of the MacLean publications will be cheerfully forwarded to all asking for them.
Address us at London or Toronto.*

The MacLean Publishing Company, Limited
143-153 University Avenue Toronto, Canada

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

TARRED FELT

**SPECIFY
DOMINION BRAND**

J. H. McCOMB, LIMITED

Manufacturers of all kinds of
Building Paper, Pitch and Coal Tar

MONTREAL

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for Machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.



The Peterboro Lock Mfg. Company, Limited
Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil
(for gasoline engines).

Tractorlene Oil (for
oil burning engines).

Ideal Thresher's Ma-
chines Oil (for gen-
eral use).

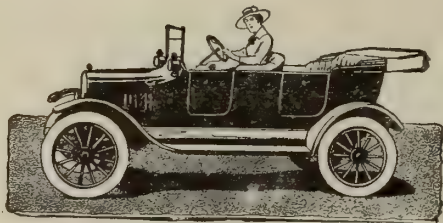
Automobile Oil
and Transmission
Greases.



Kindly mention this paper when writing to the advertisers.

Addition to Electro Service

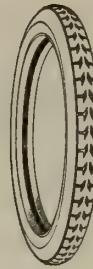
INQUIRIES from hardware retailers in various parts of Canada, requesting HARDWARE AND METAL to enlarge the electro service to embrace motor accessories have resulted in the following new additions, making in all a total of 412 hardware electros now available through HARDWARE AND METAL'S electro service. These cuts, to be used by retailers in their advertising, are supplied mounted on wood blocks and postage paid, at a cost of 20c each, cash with order. Booklets showing entire assortment of hardware cuts will be supplied free upon request. Address all inquiries to HARDWARE AND METAL, Electro Dept., 143 University Ave., Toronto, Canada.



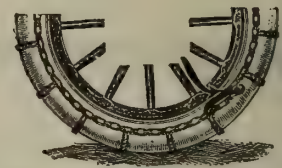
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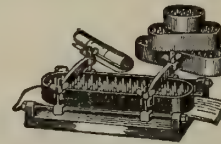
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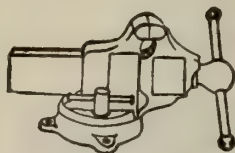
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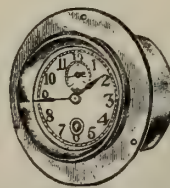
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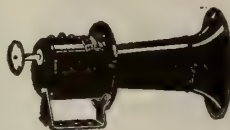
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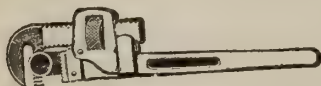
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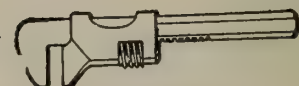
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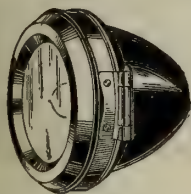
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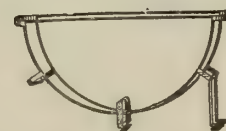
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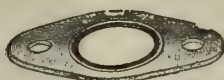
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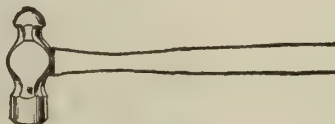
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THE above are a few of HARDWARE AND METAL's electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 20c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE and METAL

Electro Department
143-153 University Avenue
TORONTO



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

STEEL STAMPS

Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.



STOVE & ELECTRICAL MICA

Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Pesserer St.
OTTAWA, ONT.



"Maple Leaf" Brand
STITCHED COTTON DUCK BELTING
"Maple Leaf" Brand
Belt Dressing
DOMINION BELTING CO., LTD.
HAMILTON - CANADA

ALLEN FLUX
NON-ACID—FOR SOLDERING

For cornice and roofing and other galvanized steel work.

Non-acid. Quicker to work with and makes a stronger soldered joint. Stick—Paste—Liquid—Salts. Send for sample.

BISSETT & WEBB, LIMITED
26 Lombard St., Winnipeg, Man.

at it since '93

CLIMAX BALER CO.

MANUFACTURERS OF Baling Presses
HAND-BELT OR ELECTRIC POWER
EMERALD & BURTON STS. HAMILTON ONT

DENNISTEEL

Made in Canada

Lockers
for
Factories
Stores, Offices
Etc.



THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON

TRADE SAWYER MARK

Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"

PLEWES LIMITED, Distributors,
WINNIPEG
A good concern to do business with

BATH ROOM FITTINGS

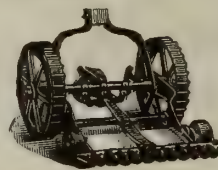


KINZINGER, BRUCE
& CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

THE CLIPPER

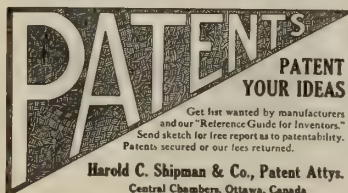
There are three things that destroy your lawn: Dandelions, Buck Platan and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.

STERLING Hack Saw Blades and Machines

Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.



Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

The PARMENTER BULLOCH CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



NORCROSS Garden Cultivator-hoe

"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.



Manufacturers of Builders' Hardware, Carriage and Road Stampings.

NATIONAL HARDWARE CO.
LIMITED

ONILLIA ONTARIO, CANADA



Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK Retail Prices
Challenge adjustable Leg Bands 15c per doz. 85c per 100
Single spiral colored bands 20c per doz. 90c per 100
Three spiral colored bands 25c per doz. \$1.25 per 100
Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

THE RIDEAU SPECIALTY CO.
H.E.ROSS MANUFACTURERS SMITHS FALLS ONT.



BEAR BRAND LAMP BLACKS

A Germantown of quality
that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

NOW!

You've been going to send in that ad for weeks, so why not mail it now for next issue?

HARDWARE AND METAL
Classified Advertising Section
143-153 University Ave. Toronto



WASHERS
Round Iron Washers, all even thickness and smooth, all sizes in stock, any quantity from 100 lbs. up. Packed in jute bags. Prompt shipment. Send your inquiries to
DESROCHERS, LIMIT. D.
268 Centre St. Montreal

Wanted

HELP WANTED

WANTED—FIRST CLASS HARDWARE CLERK exempt from M.S.A. Experienced window dresser preferred. Box 407, Hardware and Metal.

WANTED — EXPERIENCED HARDWARE clerk. Apply stating experience and salary required to Matthewson Bros., Strassburg, Sask.

WANTED — TWO HARDWARE SALESMEN with some experience; good advancement for right man. Apply stating salary and how soon could assume duties. McKelvey & Birch, Ltd., Kingston, Ont.

SITUATIONS WANTED

MARRIED MAN, THIRTEEN YEARS' EXPERIENCE, three wholesale, ten retail, open to make change. Good references. Box 305, Hardware and Metal.

CAPABLE AND EXPERIENCED HARDWARE traveller, twelve years' experience in wholesale and retail trade in Maritime Provinces and Eastern Ontario, wants position as traveller for hardware or paints and oils. D. S. HIGGINSON, 1018 Cote des Neiges Road, Montreal.

EXPERIENCED HARDWARE TRAVELLER desires to make change. Many years' experience and good connections. Prefer position as manufacturers' representative. Box 109, Hardware and Metal, Toronto.

AGENCIES WANTED

AGENCIES WANTED FOR PROVINCE OF Quebec and Eastern Canada. We are constantly in touch with hardware jobbers of this territory. Write Box 50, Hardware and Metal, Montreal.

AGENTS: EXCLUSIVE TERRITORY FOR "World's Best System of Lightning Protection." Big profits and large volume of sales for hustlers. George E. Thompson Lightning Rod Co., Owatonna, Minn.

FOR SALE

FOR SALE—ONE BOWSER COAL OIL PUMP and one hundred gallon tank. Price, \$60. Good as new. Also one inside Bowser Gas Pump only, used very little, \$40. Fraser Bros., Bradford.

HARDWARE BUSINESS IN PORT DOVER. Stock and fixtures about \$4,500. Reason for selling, ill health. J. G. James, Port Dover, Ont.

STEAM RADIATORS IN FIRST CLASS CONDITION: 2—13 coils, 34" high; 2—11 coils, 34" high; 2—4 coils, 34" high 1—5 coils, 34" high; 1—7 coils, 34" high; 1—8 coils, 22" high. Box 123, Lucan, Ontario.

COAL AND HARDWARE BUSINESS FOR sale in good Eastern Ontario town of about twenty five hundred; first-class farmers' trade; hardware stock about \$6,000, and handle about 2,000 tons of coal a year. Box 461, Hardware and Metal.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

C. BRAND HORSE NAILS, GUARANTEED first quality, put up in 1-lb. and 5-lb. cartons, 25-lb. case, Nos. 3, 4, 5 in stock. All same price, 15c lb. 1 to 5 boxes, 13c lb. 5 to 15 boxes, 10c lb. 15 to 25 boxes assorted. F.O.B. Montreal. Net 30 days. Box 53, Hardware and Metal.

MISCELLANEOUS

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Sunlights, Silver Kings, Souvenirs, Welcomes, Crown Hurons, Peninsulars, Jewels, Pandoras, Favorites, Imperial Oxfords, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY installing an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.



YLIT
FURNITURE & AUTOMOBILE
POLISH
Velvet Finish Instantaneous,
Lighter Labour. Troubles Over.

VLIT is guaranteed to polish Paints, Varnishes, Enamelware, Pianos, Floors and Furniture. Also Burlap, Linoleum, Fancy Leathers and other things too numerous to mention.

VLIT does not contain one drop of acid which is the great destroyer of furniture.

VLIT prevents mud from adhering to automobiles.

VLIT makes old cars look new.

VLIT picks up dirt and polishes in one movement.

VLIT must make good or we will

Made in Canada

Direction-- Shake bottle, moisten lightly a soft clean cloth, rub briskly four or five movements are sufficient, when a brilliant polish is the result DO NOT use a second cloth to polish.

SAUNDERS & Co Selling Agents.
3 St Nicholas St., MONTREAL.

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Advertisement pulls for five months, and still at it.

The Hobart Manufacturing Company, Toronto, makers of Store Equipment, received a reply the other day from a merchant in the British West Indies, to an advertisement of theirs in CANADIAN GROCER of October last. That merchant evidently keeps every issue of his business paper on file. He is not the only merchant who does so.

A Canadian merchant required a particular iron product. He remembered that it had been advertised by a certain firm TEN years before in the MacLean Business Newspaper to which he subscribed. He was able to turn up his files to that very advertisement, and he placed his order.

MacLean Business Newspapers add this extra long life to the advertisements that appear in their pages. The business men who subscribe to them read them thoroughly from first page to last.

MacLean Business Newspapers are kept on file by their readers. They are continually being referred to for business facts. They are continually being referred to for particulars of advertised goods, and for addresses of advertisers. MacLean Business Newspapers reach the business communities interested in your goods. Write to-day for advertising rates of the Business Newspaper most interesting to the readers you want to reach.

THE MACLEAN PUBLISHING COMPANY

Publishers of MacLean's Magazine, Farmers' Magazine, The Financial Post, Canadian Grocer, Canadian Machinery, Hardware and Metal, Dry Goods Review, Men's Wear Review, Bookseller and Stationer, Sanitary Engineer, Power House, Printer and Publisher, Marine Engineering, Canadian Foundryman.

153 UNIVERSITY AVE., TORONTO



"HENDRYX"



STANDARD STEEL AND BRASS CHAINS

MR. CHAIN USER:

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity.

Yours very truly,

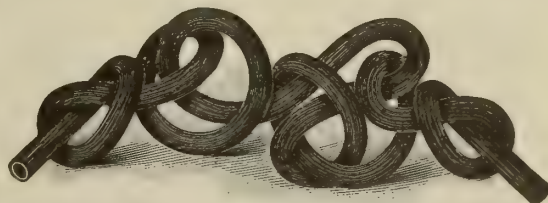
August, 1918.

The Andrew B. Hendryx Company, New Haven, Conn.



"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria

LUFKIN

MEASURING TAPES

Stand on a Record of Performance as well as a Guarantee

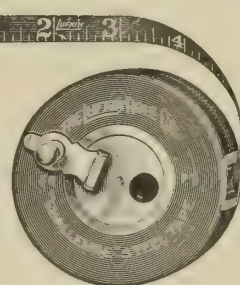
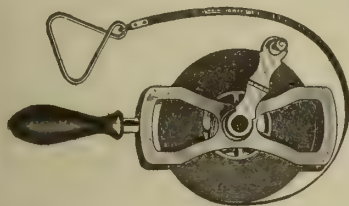
FROM THE

Common "Ass Skin" Tape to the Finest Engineers' Patterns

Instantaneous Readings, Nubian (dark) Finish, Metal-lined Cases, Improved Reels, Etc.

Stocked by Hardware and Supply Jobbers.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Send for Catalog

TINKER TOM'S TALKS

Talk Number One Hundred and Sixty-Two

It is now necessary to secure Priority Certificates covering Galvanized Sheet orders. If your order (not less than a carload lot) is for war work, agricultural implements, railway work or shipbuilding, send us full details and specification and will take up promptly.

TINKER TOM

Look for Talk No. 163 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA



McKinnon Industries Limited

St. Catharines, Ontario



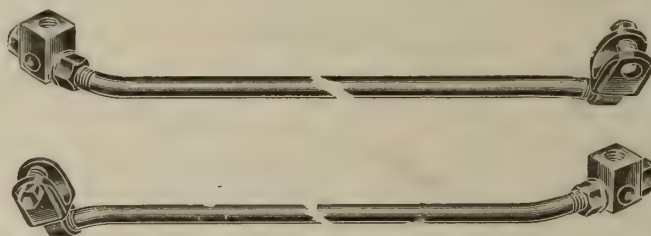
Improved No. 1 Valve Spring Lifter For Ford Cars

A FEW FACTS:

1. Specially designed for Ford Cars.
2. This Lifter is made of strong, tough, malleable iron.
3. Can be folded together, occupying very little space in tool chest or roll.
4. The improved ratchet holds the lifter in any desired position when compressing a valve spring.
5. You have the free use of both hands.
6. The springs are made from selected spring stock.
7. The slot at the end of arms is **WIDE** and the stock heavy.
8. Length overall, 8 $\frac{3}{4}$ inches.
9. Weight for mailing, approximately 1 lb.
10. Carefully packed in carton properly labelled.

LIST PRICE

No. 1 65 cents each



Auxiliary Radius Rod for Ford Pleasure Cars and Ford One-Ton Trucks

You will add 100% to the strength of Axle and Radius Rod already on Ford Cars.

The Clamps are Solid and of Selected Malleable Iron. The Bar is **SOLID** $\frac{5}{8}$ -inch, carefully selected material and machine threaded. The finish is black Japan, properly baked on.

NOTE, Mr. JOBBER:

All "Ford" One-Ton Trucks should be equipped with McKINNON HEAVY RADIUS RODS.

WEIGHT 8 lbs. per Set

LIST PRICE \$3.90 per Set

McKinnon Industries Limited

St. Catharines, Ontario

HARDWARE^{AND} METAL

Vol. XXX

PUBLISHED EVERY SATURDAY SINCE 1888

September 7

No. 36

THE MACLEAN PUBLISHING COMPANY, LIMITED

1918

PUBLICATION OFFICE: TORONTO, CANADA

GALVANIZED SHEETS

MADE IN

PREMIER

CANADA

Dominion Sheet Metal Corporation, Limited
Hamilton, Canada



One of the many

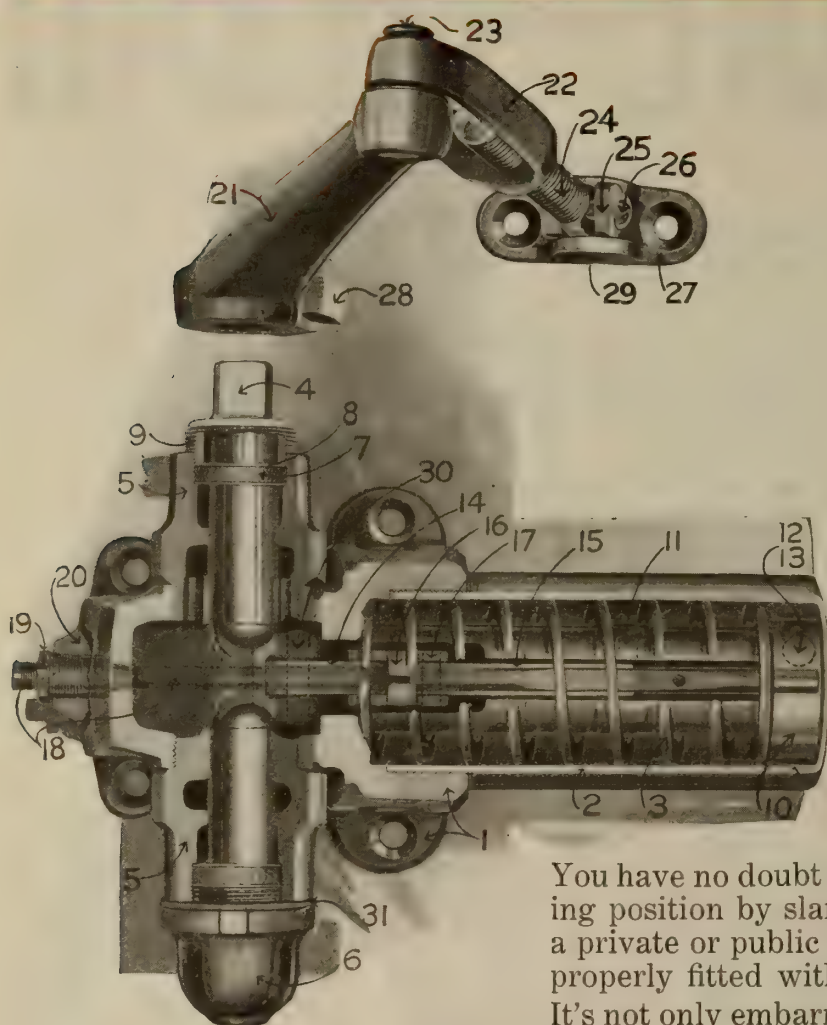


Trade Mark
Registered

Lines

MANUFACTURED
IN CANADA

**Embarrassing
to Slam a Door**



You have no doubt been put in a very embarrassing position by slamming a door when entering a private or public building whose doors are not properly fitted with door checks.

It's not only embarrassing to you but is annoying to those who are within earshot of the sound.

The day of the slamming door is fast dying out, not only in public buildings, but in the better homes. Introduce the

Rixson *Single Acting* Door Check

to the proprietor of every store in your town whose doors are unfitted. Introduce it to every factory and office manager and to every responsible citizen.

Everybody hates a slamming door or a door that stands ajar on a cold day.

A FEW EXCLUSIVE RIXSON FEATURES

Simple and durable.

Has no lefts or rights. Applied to either left or right-hand door without slightest alteration of mechanism.

Made with compression type spring (stands more wear and tear than any other type of spring).

No winding of spring.

Easily applied to any door.

Has more spring power when door is almost closed than at any other point. Spring and all working parts are immersed in the checking oil at all times. (Rust and undue friction are eliminated.)

Checking oil contains no alcohol, but another element is introduced which prevents oil from evaporating and ensures it remaining fluid at 40 degrees below zero.

TORONTO LOCK MFG. COMPANY

FACTORIES

TORONTO

PATTERSON PLACE

CANADA

Starrett Vernier Calipers

Supply your customers with tools of acknowledged accuracy. In other words, supply them with Starrett Tools for the words "accurate" and "Starrett" are synonymous.

Write for Catalog No. 21MA. It shows 2100 styles and sizes of these accurate tools.

The L. S. Starrett Co.

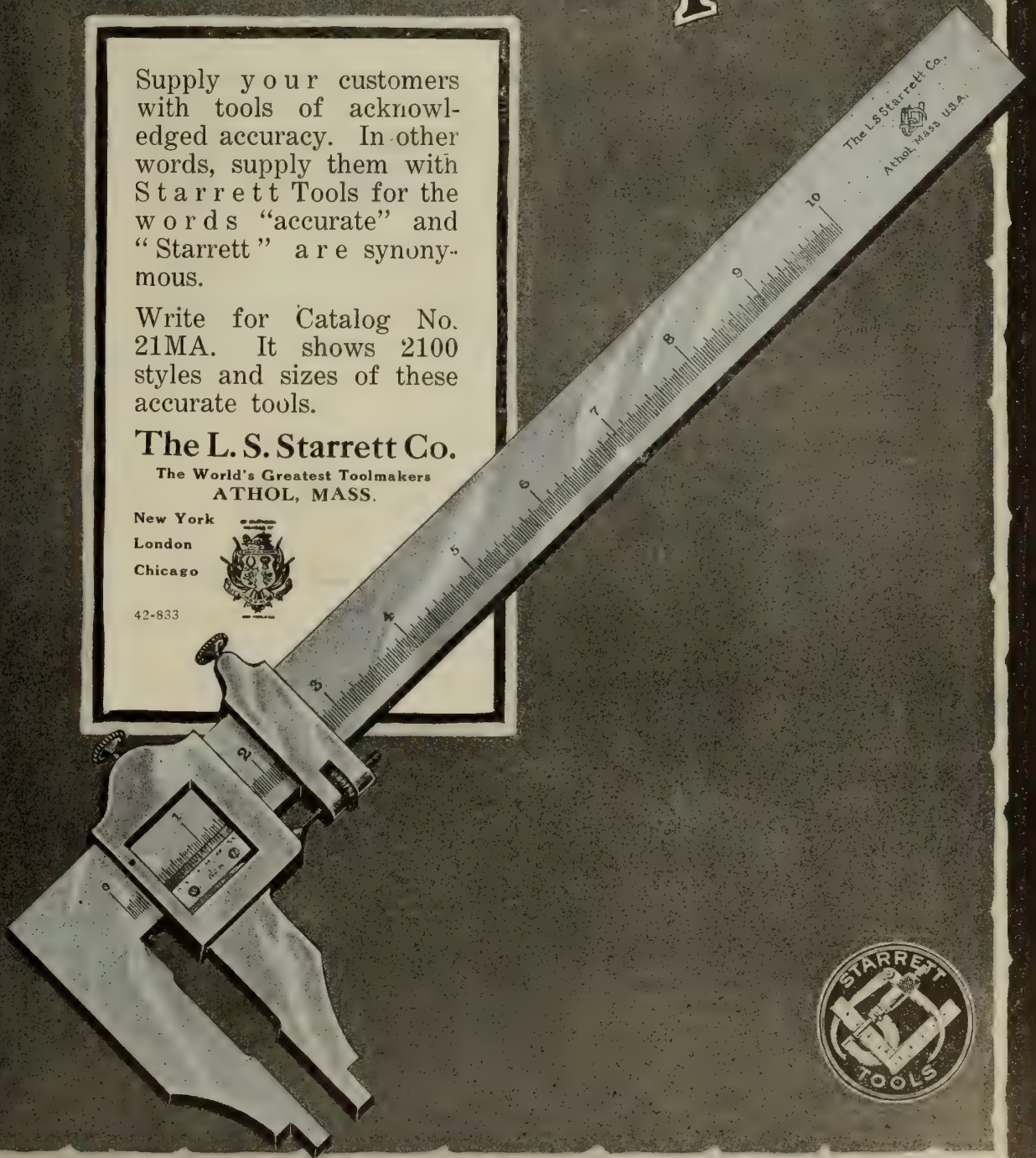
The World's Greatest Toolmakers
ATHOL, MASS.

New York

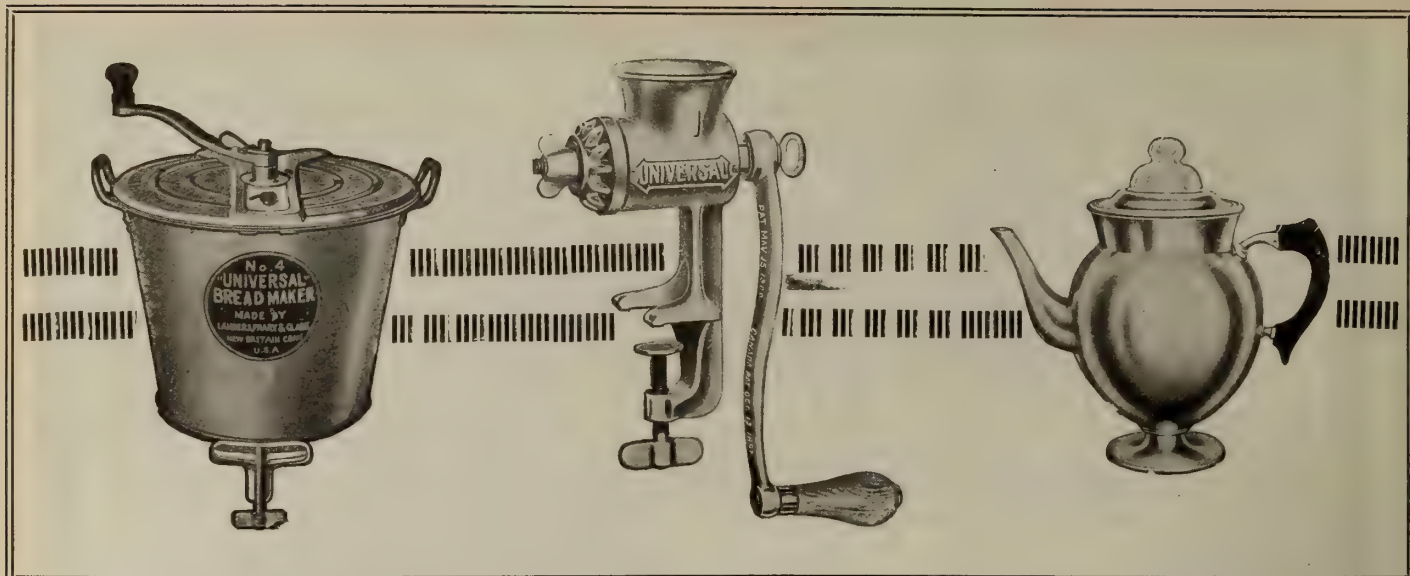
London

Chicago

42-833



If interested, tear out this page and place with letters to be answered.



Help Win the War

We are trying to help direct raw material into channels where it will help most in the prosecution of the war. The production and distribution of war essentials is our patriotic duty.

UNIVERSAL

Food Choppers, Bread Makers and Coffee Percolators are war essentials to the housewife because they help in the conservation of food.

UNIVERSAL Bread Maker—saves wheat, makes war bread without waste.

UNIVERSAL Food Chopper—saves food, makes left-overs into palatable dishes.

UNIVERSAL Percolator—makes better coffee from less coffee, with all its strength and aroma preserved.

Are you taking advantage of the wonderful selling possibilities of UNIVERSAL Bread Makers, Food Choppers and Percolators? Every woman in your city needs the help these appliances can give her. Universalize the housewives with this "Win the War" trio.

LANDERS • FRARY & CLARK
• NEW BRITAIN • CONNECTICUT •

If interested, tear out this page and place with letters to be answered.

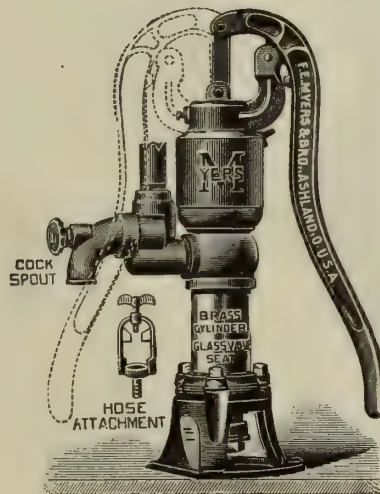
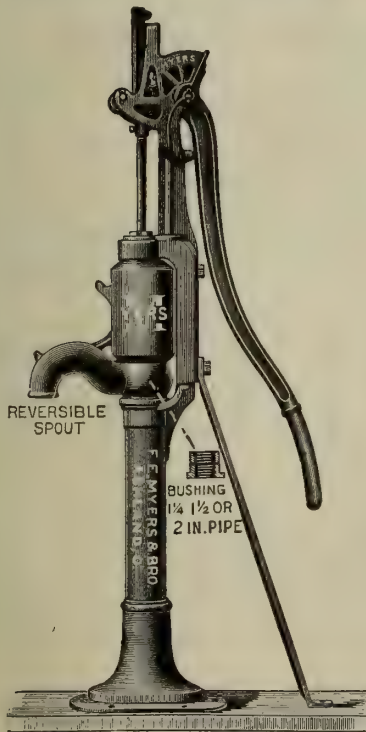


*Most
in
Demand*

MYERS PUMPS

*For
Every
Purpose*

Well, House and Cistern Pumps
Tank Pumps, Spray Pumps, Cylinders, etc.



SERVICE
IS ONE THING THAT COUNTS
TRY US AGENTS FOR PROVINCE
OF QUEBEC
LEWIS BROS., LIMITED, MONTREAL



Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents

Manufacturers OF WIRE

HEADQUARTERS FOR

Wire Bale Ties

LARGEST CAPACITY AND STOCK
IN CANADA

Prompt Shipment

**LAIDLAW BALE TIE
COMPANY, Limited**
HAMILTON, CANADA

Winnipeg

Toronto
London, England

Montreal

FILES

P X H

TRADE MARK

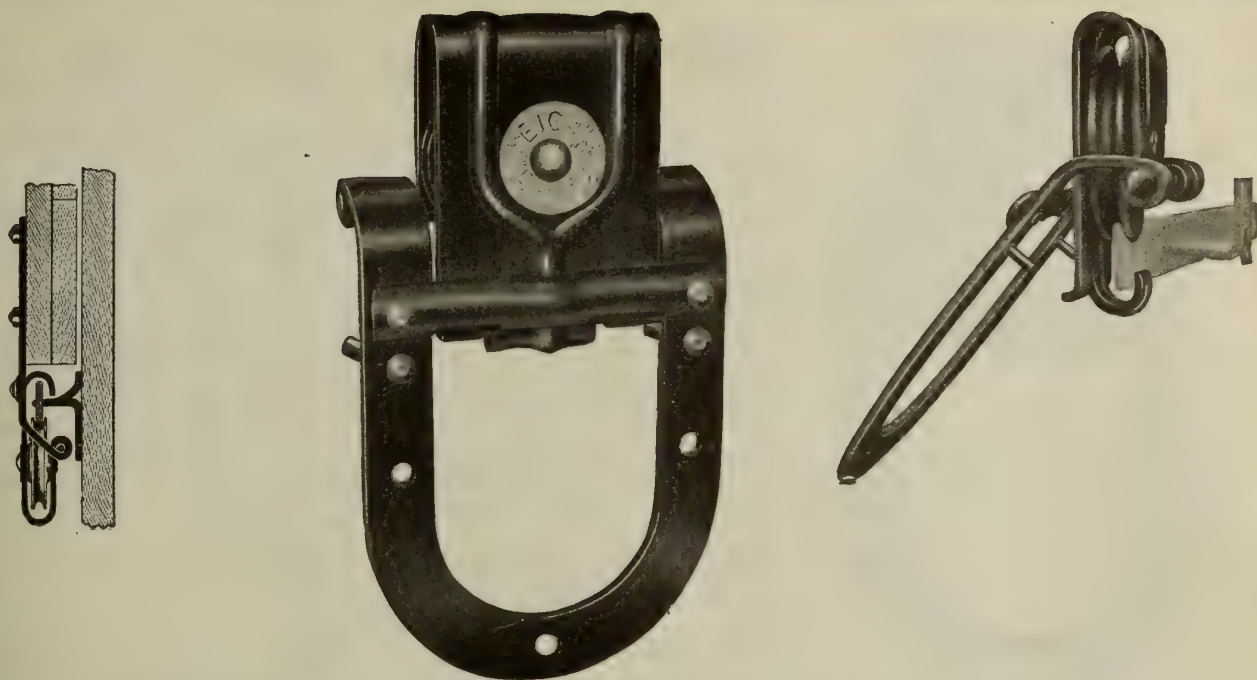
"THEY CUT FASTER AND WEAR LONGER"

IMPERIAL

*Manufactured and unconditionally
guaranteed by*

Port Hope File Mfg. Co., Ltd.
Port Hope, Ontario

"Ask Your Jobber"



This is the *Barn Door Hanger* that—

is carrying barn doors all over this continent so easily and smoothly on its Anti-Friction Steel Roller Bearings.

Dealers who sell National have no kicks or dissatisfied customers to worry about.

"Big 4" meets fully the requirements of builders and barn owners everywhere, who demand a hanger of this weight.

The "Big 4" is simply but heavily built entirely of steel; has no complicated parts to get out of order; runs smoothly on anti-friction steel roller bearings; is flexible, is fastened to but one side of the door; brings the door close to the track; has sherardized axles and rivets; wheel housing is effectually prevented from binding on hub of wheel; japanning is done before assembling, ensuring bearings free from japan, cannot jump the track.

These are features that have made "Big 4" the great seller it is. Packed the careful "National way" one pair in a box with bolts for attaching. A printed tag is also packed in each box, giving a list of articles required to properly equip each door. This serves as a reminder to the clerk and will help make sales of articles listed.

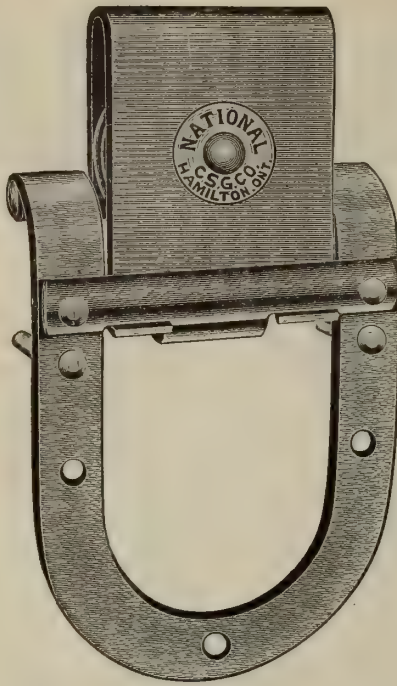
*Have you a "National" catalog? Send
for one to-day!*

NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS

Canadian Eastern Representative: RICHARDSON & BUREAU, 35 St. Francois Xavier St., Montreal

If interested, tear out this page and place with letters to be answered.



THE "NATIONAL" HANGS 'EM ALL

No matter what thickness the door may be the National is attached to but one side, making it very easy to apply and adaptable for doors of any thickness.

The National is simply but strongly built entirely of steel, is fitted with roller bearings, has no complicated parts to get out of order and cannot jump the track.

All parts are heavily japanned except name plate, axle and bolts, these are galvanized.

Packed the convenient, attractive way, one pair in a box with bolts for attaching.

You can make good profits and meet all competitors with hangers and track manufactured by

Canada Steel Goods Company, Limited
HAMILTON, CANADA

OFFICIAL
AWARD
RIBBON



PANAMA PACIFIC
INTERNATIONAL
EXPOSITION
SAN FRANCISCO
1915

Chas. H. Smith
PRESIDENT

Wm. H. Smith
PRESIDENT OF THE SUPERIOR MFG.

Wm. H. Smith
DIRECTOR OF EXHIBITS

Wm. H. Smith
SECTY OF THE INTERNATIONAL
AWARD SYSTEM

MEDAL
OF
HONOR

DEPARTMENT OF
MANUFACTURES AND
VARIED INDUSTRIES

Wm. H. Smith
CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

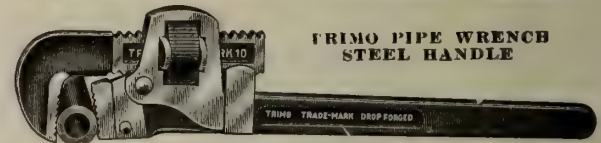
SEND FOR CATALOG
NO. 55.

**TRIMONT
MFG. CO.**

55-71 Amory Street
Roxbury, Mass.
U.S.A.



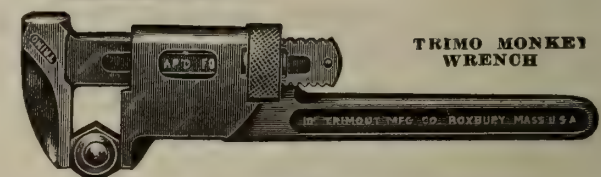
TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN

If interested, tear out this page and place with letters to be answered.



SAMSON ROOFING

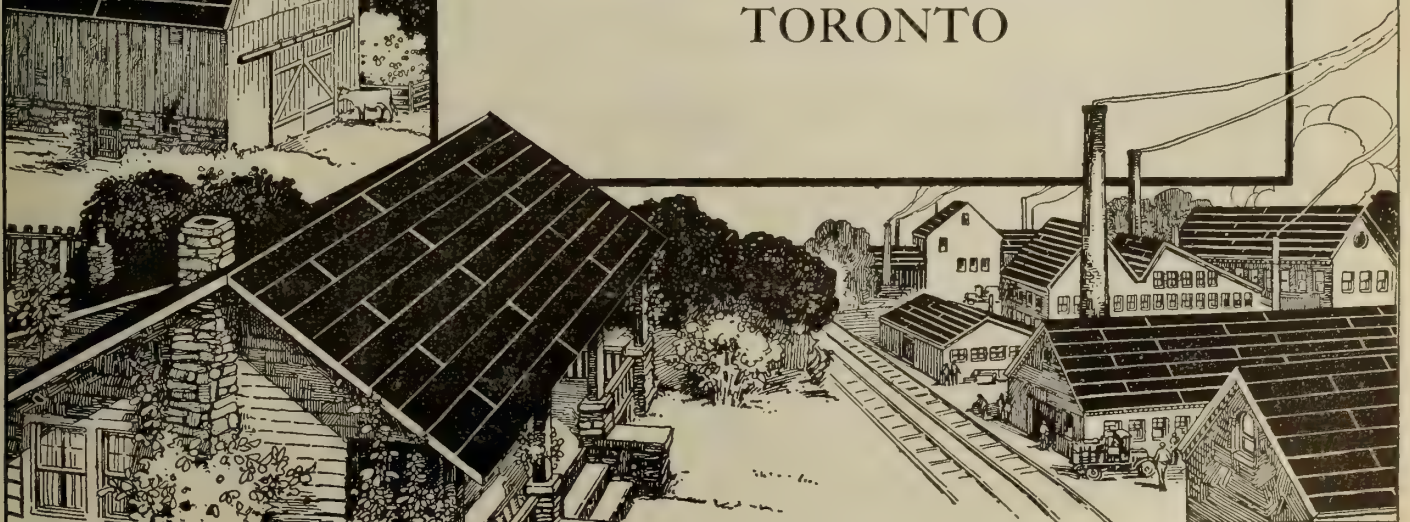
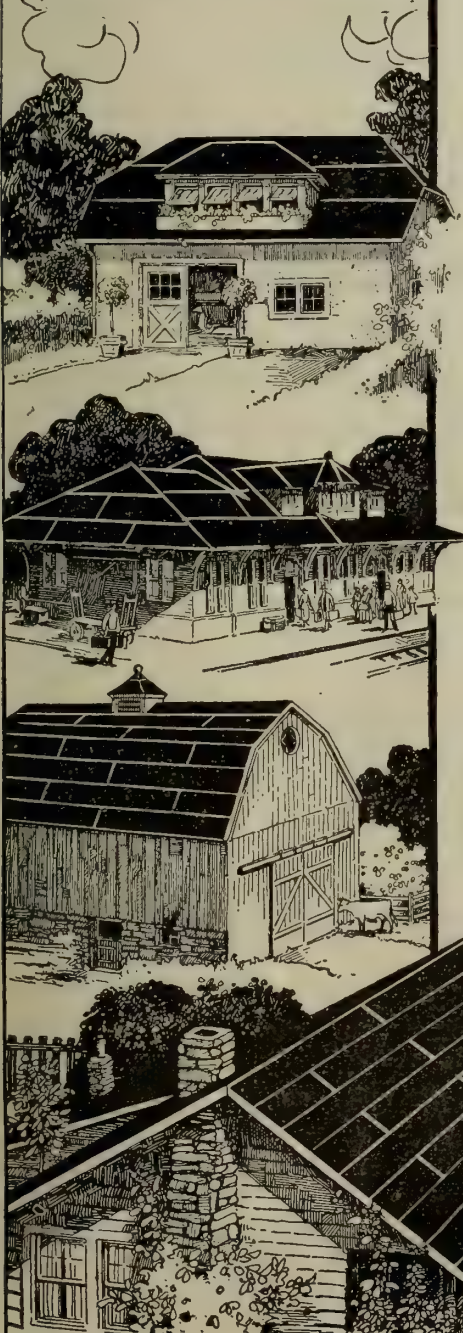
FOR ALL BUILDINGS

Is truly a perfect roofing, and is the pride of the most exacting conditions of manufacture. You will find it not only most profitable, but actually a pleasure to handle, for the quality of materials and expert workmanship go to make a roofing which you can depend upon to give the very best of satisfaction.

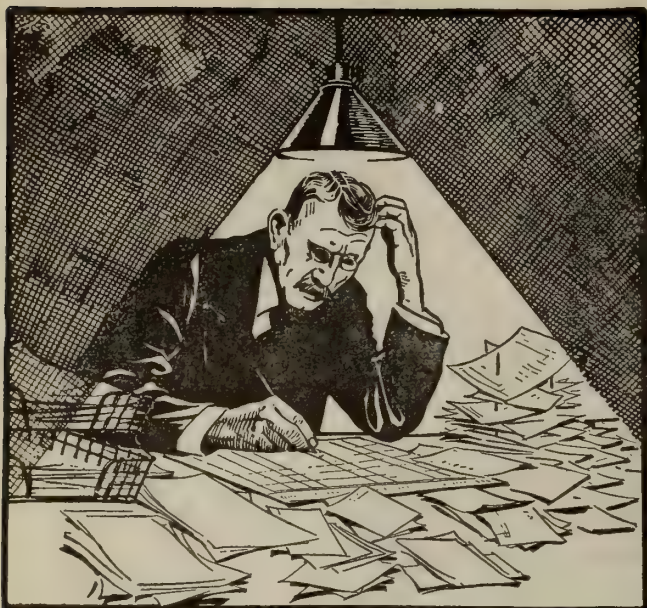
FULLY GUARANTEED

H. S. Howland Sons & Co.
Limited

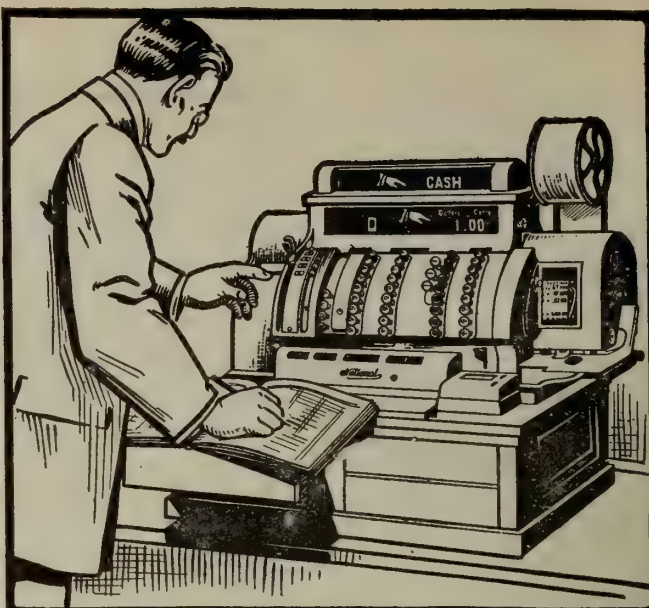
Wholesale Hardware
TORONTO



If interested, tear out this page and place with letters to be answered.



The old way



The new way

A man should not do the work a machine will do for him

A merchant, with all his troubles, should never do the work that a machine does better and quicker.

Our newest model National Cash Register makes the records which a merchant needs to control his business. It does fifteen necessary things in three seconds.

Without the register a man cannot do these things in half an hour.

With the register, even a new clerk can do them just by pressing the keys.

Our new electric machines are as much better than old machines as an up-to-date harvester is ahead of a sickle for cutting grain.

The latest model National Cash Register is a great help to merchants and clerks. It pays for itself out of what it saves.

Merchants need National Cash Registers now more than ever before

**Fill out this
coupon and mail
to-day**

Dept. C2, The National Cash Register Company of Canada, Limited,
Toronto, Ont.

Please give full particulars about the up-to-date N.C.R. System for
my kind of business.

Name.....

Business.....

Address.....



The Needs of the Empire

NEVER BEFORE in the history of Canada has greater opportunity been offered her Sons and Daughters to render SERVICE to the Empire;—and

NEVER BEFORE have the needs of the Empire demanded as high a standard of QUALITY in thought, deed and product as at present.

HOW NOBLY CANADA has responded is now known around the World and history will record it for the future.

THE PRODUCTS OF OUR MILLS are at the Fronts and on the Seas, in the Shipyards and Factories and in the Fields, faithfully fulfilling their mission of reliable performance wherever the Government's War-Winning Programme directs, as we are, and have been, stripped for action since the first call to arms.

THE NEEDS OF THE EMPIRE are many and the War-Winning Programme changes as necessity demands; but it matters not, the needs of the Empire are paramount and must be supplied.

THEREFORE, if in these trying times, we do not deliver promptly to you such of the products of our Mills or Blast Furnaces as you may need, console yourself with the thought that through us, you are rendering Service to the Empire and to the Cause that matters most for the Liberty, Justice and Freedom of the World.

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON

MONTREAL



If interested, tear out this page and place with letters to be answered.



THE STAR MAKES NEW HACK SAW RECORDS

We are making a new record in the hack sawing efficiency with the Star Blade. And we are making a new record in hack saw advertising in telling users the Star achievements.

Every hardware dealer has an interest in both these records because they give him a new understanding and a new enthusiasm in pushing the Star Hack Saw which has been the standard for thirty years.

In the Saturday Evening Post alone we are using full page space every month to reach the 2,000,000 subscribers and 6,000,000 readers of the Post, many of whom are your own customers or purchasers from your own neighborhood. Whenever a mechanic or an amateur tool buyer comes into your store, suggest a Star Saw to him and see how often the suggestion will be readily accepted.

Millers Falls Bit Braces and other tools are also strongly advertised in the Saturday Evening Post and elsewhere. It is the advertised line that it pays you to push.

Pocket catalog and valuable booklet, "How to Sell Tools," free on request.

MILLERS FALLS COMPANY

"Toolmaker to the Master Mechanic"

MILLERS FALLS, MASS.

New York Office: 28 Warren Street



REVISED AND IMPROVED

THE Plymouth Plan for selling Rope-by-the-Foot has been greatly amplified and improved. The material furnished for selling by this common-sense plan, is more complete, and even easier to use than that originally furnished.

Plymouth Rope

By-the-Foot

is a profit-making account to hundreds of dealers. The many letters received from dealers enthusiastically endorsing this method prove its worth.

Are you selling this high-grade rope in this common-sense way? Now is a good time to begin.

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass.

Welland, Canada

INDEPENDENT CORDAGE CO., Ltd., Toronto, Canada

Canadian Sales Agents



Look at Your "Famous Five" Files

Test the balance of them. See how hard they are. Run your finger over the teeth and note their sharpness and regularity.

These qualities of the "FAMOUS FIVE" Files were not arrived at by accident.

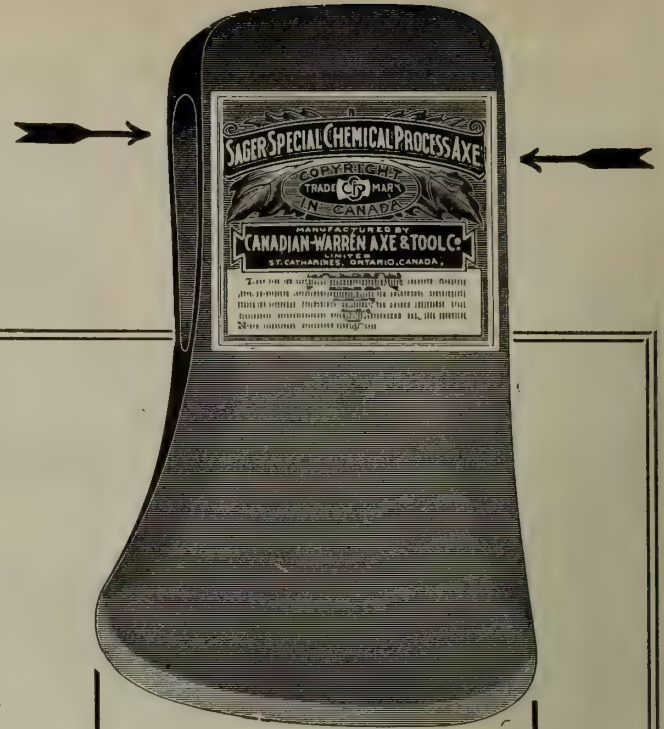
They are the result of expert knowledge of the exact needs of every trade. This knowledge has helped us to standardize the merits of "FAMOUS FIVE" Files in the mind of every user.

Specify them when ordering from your jobber.

They are:



If interested, tear out this page and place with letters to be answered.



WHY NOT BE GUIDED
BY THE JUDGMENT OF
HUNDREDS OF WELL
KNOWN LUMBERMEN,
WHO ACKNOWLEDGE
THE SUPERIORITY OF

"SAGER AXES"

AND

"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED

ST. CATHARINES, ONT.



"Quality **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

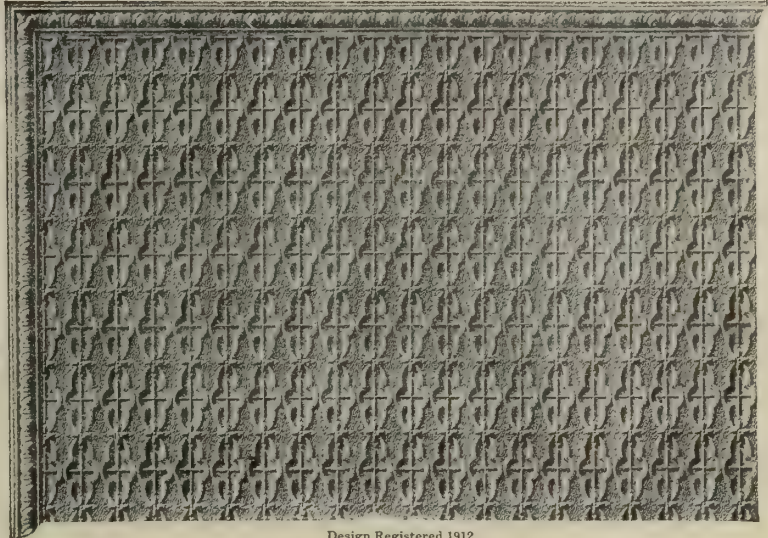
Just a little bit of "hustle"

will land you dozens of orders for "Metallic" wall and ceiling jobs.

We help you in every conceivable way and there's a good profit for you.

Don't overlook this "bet." Drop us a card to-day for our catalogue and full information.

Stock carried by
GEO. W. REED & CO., Ltd.
37 St. Antoine St., Montreal



Design Registered 1912

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price—a bigger profit.* Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.


Makers of Sterling Saws

Factory—Hamilton, Ont.


Vancouver Branch—109 Powell St.

If interested, tear out this page and place with letters to be answered.

FILES




SAWSETS




FILED GUIDES



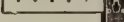
PLUMB AND LEVELS



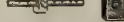
TRY SQUARES



GAUGES



BEVELS



SCREW DRIVERS



BRICK TROWELS


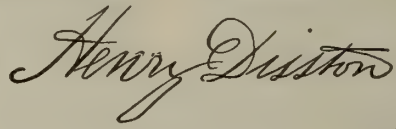


PLASTERING TROWELS



The
SAW or TOOL
with "DISSTON" on it
is Guaranteed
SUPERIOR in QUALITY and FINISH
to any saw or tool
without "DISSTON" on it.

"If you want a Saw or Tool it is best to get one with a name on it which has a reputation. A man who has made a reputation for his goods knows its value, as well as its cost, and will maintain it."

1840

HENRY DISSTON & SONS, INC.

KEYSTONE SAW, TOOL STEEL AND FILE WORKS

TORONTO, - CANADA

PHILADELPHIA, U.S.A.

"From Ore to Finished Product"

WIRE NAILS

All Standard and Special Gauges.

Dominion Iron & Steel Company, Ltd.

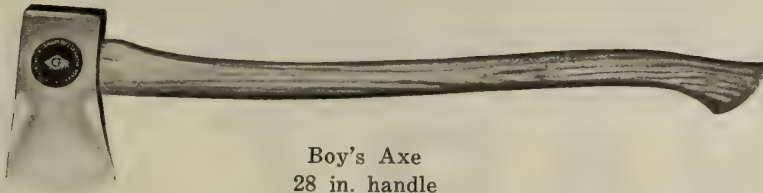
Sydney, N.S.

Montreal, Que.

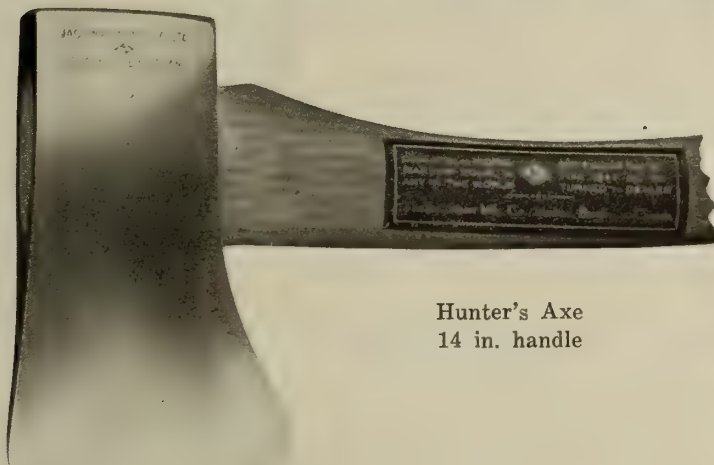
Nail Wire, Rivet Wire, Oiled and
Annealed Wire, Galvanized Wires,
Plain, Barbed and Coiled Spring.

CANADA FOUNDRIES & FORGINGS LIMITED

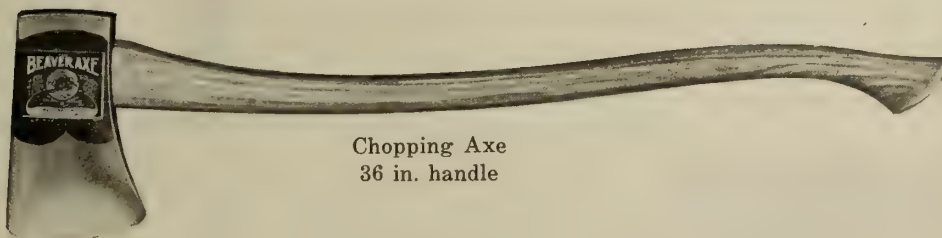
Hunter's Requirements



Boy's Axe
28 in. handle



Hunter's Axe
14 in. handle



Chopping Axe
36 in. handle

The hunting season is rapidly approaching and we would ask you to order your supplies *at once* so as to receive delivery, as the growing scarcity in the material markets makes later shipments uncertain.

Produced at

THE JAMES SMART PLANT
BROCKVILLE, ONT. WINNIPEG, MAN.

Sterling

Spark Plugs

SNAP

With bolts of fire speeding down the electrode a Sterling Spark Plug becomes a miniature lightning rod.

Inside the cylinder walls there is a burst of flame like the flash of a bomb explosion, and a terrific kick-back.

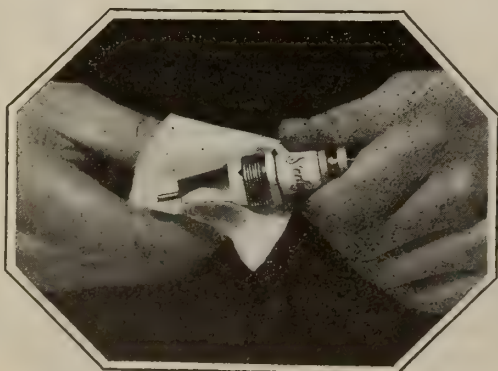
Red hot or frost gripped, Sterling Plugs will not crack, leak, warp or short circuit.

And Sterling Plugs are cleanable—because they are separable. When carbon accumulates just wipe with a cloth or waste and make your Sterlings new again.

If your motor is not equipped with separable plugs you will replace them eventually. Then put in Sterlings and note the even torque of your motor.

For sale by progressive garage and supply dealers.

Separable - Cleanable



*A Size and
style for
every car*



Distributors for Canada

The Dominion Battery Co., Limited

736 DUNDAS STREET EAST, TORONTO

Manufactured by

Lockwood-Ash Motor Co., Main Street, Jackson, Michigan

38

RELIABLE

TRADE MARK

Canadian Products



If Your Dry Cell Sales Can Stand An Increase—Write Me

W. M. Turnley, Manager
The Dominion Battery Company, Limited

THE most important part of my work is not selling RELIABLE Dry Cells to you but selling them for you. I help you to build a bigger, more profitable and permanent dry cell business.

If you want to know how—and as a progressive dealer you certainly do want to know—just write me.

RELIABLE Dry Cells make steady customers. There's more service crammed into RELIABLE Dry Cells than the customers expect to get. They satisfy. So when your customer wants a new dry cell he asks for RELIABLE.

You cut down losses and build up profits when you sell RELIABLE Dry Cells. Power doesn't leak out—cells won't go dead on your shelves.

Our selling policy eliminates undesirable competition. You buy RELIABLE Dry Cells from your jobber. They're never sold by mail order houses or from the factory.

Write us for trade discounts.

THE DOMINION BATTERY COMPANY
Limited

736 Dundas Street East

Toronto



"Lively and Lasting"



THE Canadian Wood Turpentine — made at our mills at LaTuque, P. Q., is an excellent diluent and solvent and contains no free rosin.

*Further information will
gladly be sent upon request.*

BROWN CORPORATION

Sales Office: Portland, Maine, U. S. A.

TINKER TOM'S TALKS.

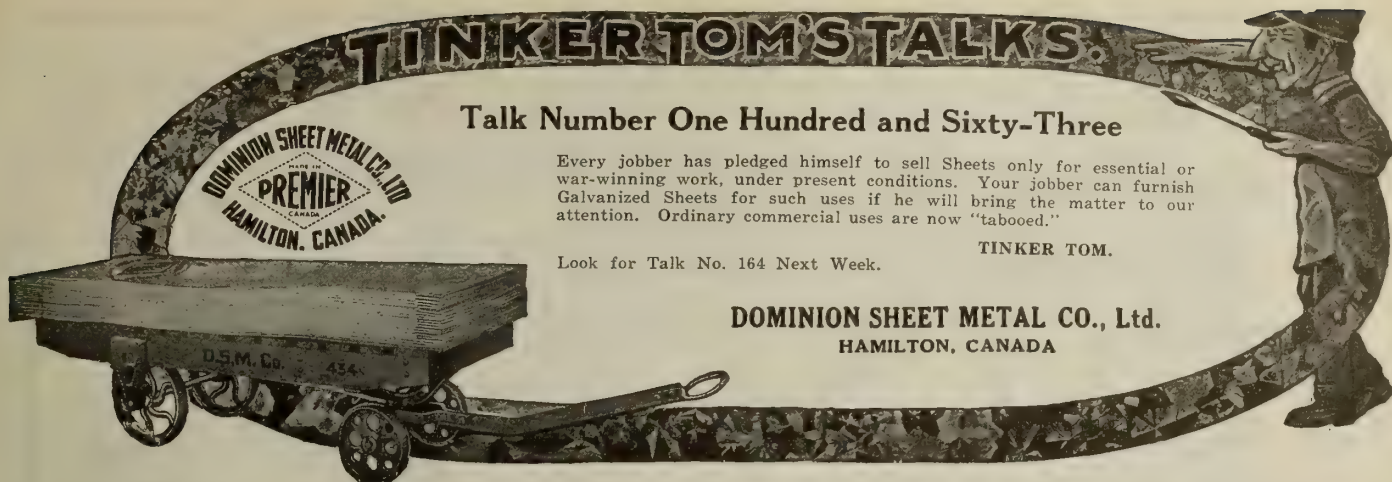
Talk Number One Hundred and Sixty-Three

Every jobber has pledged himself to sell Sheets only for essential or war-winning work, under present conditions. Your jobber can furnish Galvanized Sheets for such uses if he will bring the matter to our attention. Ordinary commercial uses are now "tabooed."

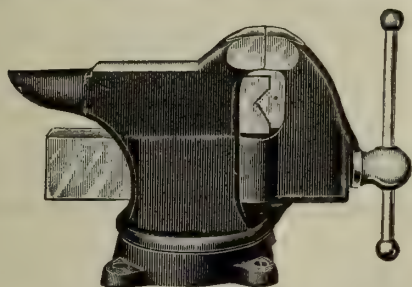
TINKER TOM.

Look for Talk No. 164 Next Week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA



ROCK ISLAND VISES *A Type and Size for Every Service*



No. 241—Autovise

A Combination Pipe and Anvil Vise—particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

ROCK ISLAND MFG. CO.
ROCK ISLAND, ILL., U.S.A.

New York
113 Chambers Street

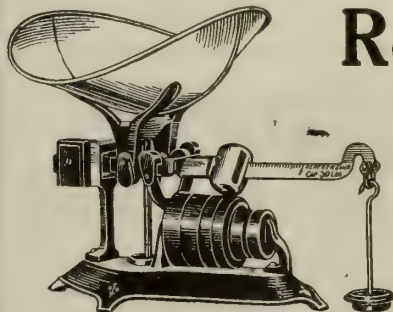
Chicago
180 North Market Street

Show Her the Way

FOR goodness' sake, cries the average housewife, show us how to save money out of the deluge of sky-high prices for meats, sugar, flour—everything. And seldom a thought has she of what a tidy sum can be saved every little while by checking up the honest mistakes of grocer, butcher, etc. Show her.

Just a bit of enterprise, pushing the Renfrew Scale to the front—displaying it—and showing her how it soon pays for itself will stir up a tidy lot of sales worth while. Right now is the "psychological moment."

Clinch your sales by showing the Government Inspector's Certificate of correct weights accompanying every Renfrew. Scales supplied in black or all nickel-plated finish. The



Renfrew HOUSEHOLD SCALE

Capacity $\frac{1}{2}$ oz. to 30 lbs.
Government inspector's certificate accompanies every scale.
Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.

Eastern Branch: Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria

If interested, tear out this page and place with letters to be answered.

Sell Handles that are Most in Demand STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -- ONTARIO



These Ideas may mean Money to You

In our new catalogue Hardware Dealers and Builders will find reproductions of the very latest styles, patterns and new ideas in trimmings for Period Furniture and other kinds.

Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

THE STRATFORD BRASS CO.
LIMITED
Stratford, Ontario

Stop Losing Money

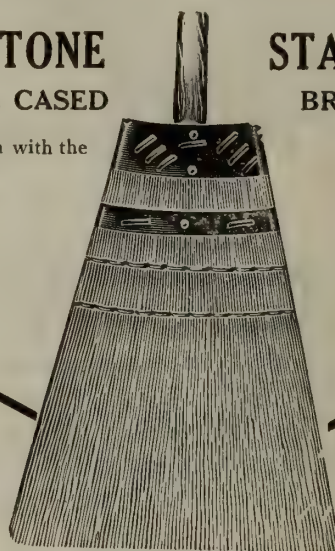
You are losing profitable sales by neglecting to stock up with "Keystone" Metal Case Stapled Brooms. These are the sturdiest brooms for heavy factory work, etc.

They are sure repeaters wherever used. Write to-day for prices, etc., on

**KEYSTONE
METAL CASED**

**STAPLED
BROOMS**

The Broom with the reputation.



Made by **Stevens, Hepner Co., Limited**
PORT ELGIN, ONTARIO

**WENTWORTH
WELL WORTH**

**NICKEL-PLATED
TEA POTS**

Here is a line that your customer will prefer to any other when she sees it.

Made from heavy copper tinned inside. Low pattern, full capacity. Swaged body. Top of body heavily wired, preventing pot from getting out of shape,

Heavy hinge riveted to both body and cover. Handle of enameled wood, securely fastened. Cannot get loose or melt. Always cold.



NICKEL-PLATED

**Wentworth Manufacturing
Company, Limited**

HAMILTON

CANADA

Genco

RAZORS

A Square Foot of Selling Space

*That Can Be Made Very Profitable
In Your Store*

THE space occupied by this Genco Razor Display Case is about one square foot. Besides containing and protecting the razors, it catches and holds the eye and gives the goods a pleasing display. As a salesman it is on the job every minute.

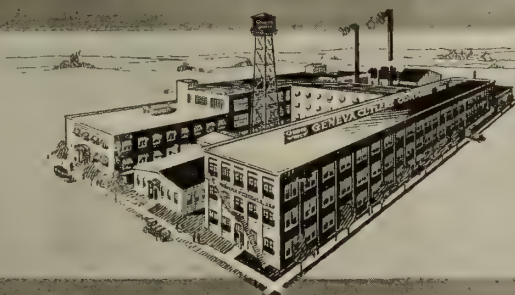
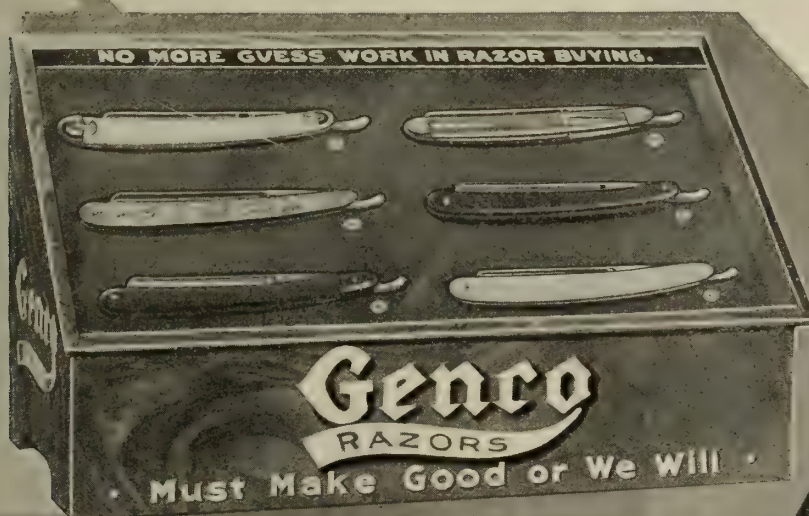
The case is made of pressed steel, with handsome Circassian walnut finish. It holds six Genco Razors of different design on constant display against a background of Royal Purple plush and there is ample room beneath for carrying stock.

All current Genco Razor advertising features this case prominently. It goes to work for you the minute it appears on your counter. Let it be a reminder to your customers of the 500 master cutlers who, in the largest high grade razor factory in the world, grind the quality in and the guess work out of Genco Razors.

We are making a special proposition which included one of those display cases free with your first order. Write for the details of this offer now, while the matter is fresh in your mind. It's quite a good thing. Mention the name of your jobber when writing us.

GENEVA CUTLERY COMPANY

159 Gates Avenue, Geneva, New York



If interested, tear out this page and place with letters to be answered.

We know, where comparison is made, we win

And with that knowledge gained from years of experience, years of experimenting and comparison we do not hesitate to advise you to get behind and push

ALLITH FOUR-WHEELED TROLLEY HANGER No. 1915

You can readily invite comparison and feel sure that the Allith 1915 will win easily.

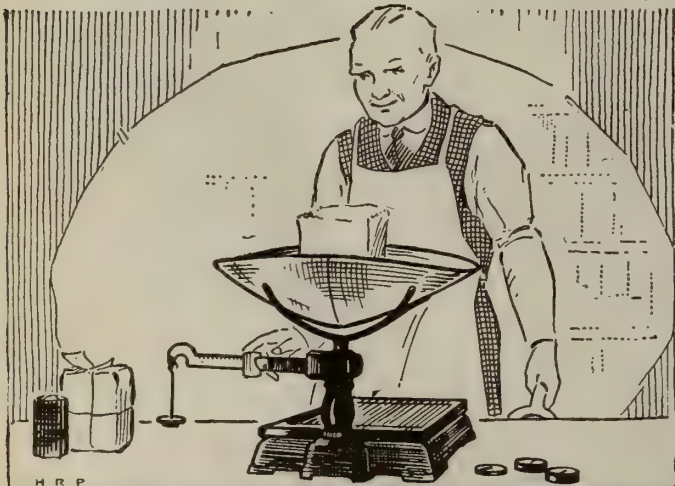
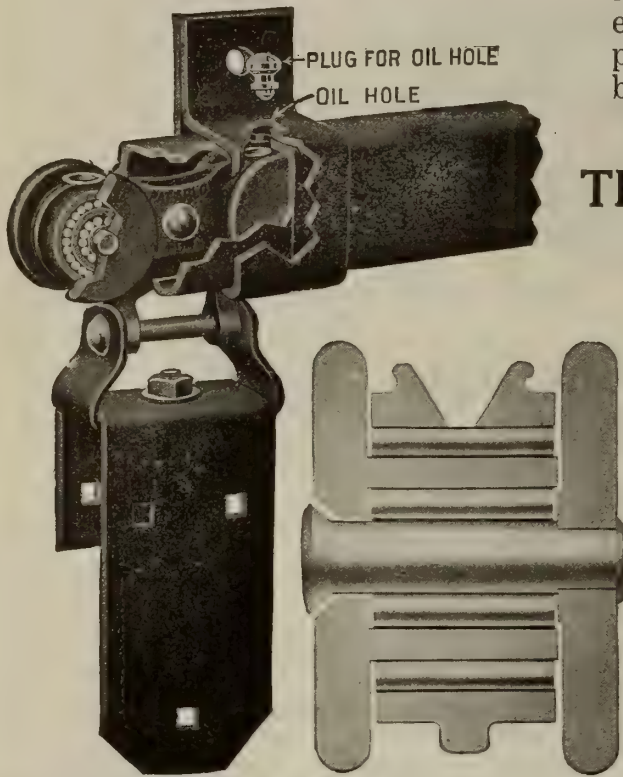
The accompanying illustration shows a sectional view of this model set in track. The small illustration is a sectional view of the bearing showing the oil hole at top.

The Allith 1915 has a great number of advantages over other makes which make it a winner.

Don't order a set and lay it away to gather dust, but hang a section of track in your store and give a demonstration of its working qualities to every man who comes into your store. Remember that Allith 1915 Model hanger may be readily oiled from the top—a splendid feature. Send for a set to-day.

Manufactured by

Allith Manufacturing Co., Limited
HAMILTON, CANADA



Fairbanks Scales

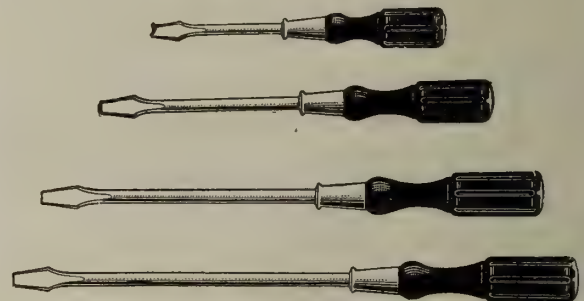
For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton,
Windsor, Winnipeg, Saskatoon, Calgary,
Vancouver, Victoria.

**Stanley
Tools**



"HURWOOD" SCREW DRIVERS

Unsurpassed for strength and durability.
Blade, Shank and Head are of one piece
of steel.

The Blades are finely tempered and well finished.
The Handles are polished and stained black.
Many styles and sizes from which to select your stock.

"HURWOOD" SCREW DRIVERS ARE MADE
IN OUR CANADIAN WORKS

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

WARD & PAYNE

A Reputation to Maintain

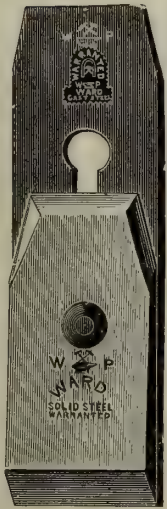
It is a pleasure for dealers to handle Ward & Payne's celebrated tools — for half a dozen reasons.

One is, that there's a reputation back of the W & P trade-mark for unvarying high quality that greatly assists in making sales. Behind every tool marked with the Anvil Brand stands the knowledge and experience gained in the manufacture of Light-Edge Tools for over one hundred years. No wonder Dealers like to handle them and mechanics prefer to use them.

**Write now to our Canadian
Representatives for full particu-
lars.**

Canadian Agents:

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.



When in need of
Wrapping Paper
Twines & Cordage

Brooms
rushes
assets

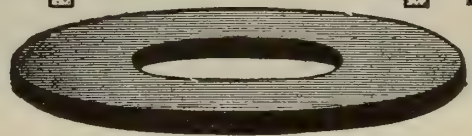
Grocers' Sundries

Walter Woods & Co.
Hamilton & Winnipeg

Wrought and Steel Plate
WASHERS
OF ALL
DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Felloe
Plates; Sheared and Punched
Plates; Malleable Washers and
Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.



Extra Sales without Extra Labor

Put a counter display stand of CANE'S PENCILS—like the one here illustrated—before your customers and watch how quickly the pencils will sell.

This display stand is a good looker. It's a sales maker—it will sell the pencils for you without any further effort on your part.

Note how they stick up in a way that is certain to get quick attention. Each pencil retails at 5c each, leaving you a generous profit. And—

Cane's Pencils are Made-in-Canada—the only Canadian-Made Pencils on the market.

The Wm. Cane & Sons Company, Limited

NEWMARKET, ONTARIO



Our Years of Experience in Alloying Metals makes it Easier to Sell Hoyt Products

Under a perfect, smooth-working system entirely devoid of "red tape," we are giving manufacturing Canada the benefit of our years of experience in the alloying of metals.

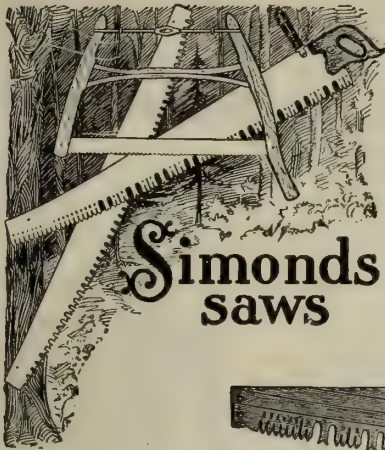
We manufacture everything in Babbitt, Bar and Wire Solder, Sheet Lead, Came Lead and Specialties, etc.

Write and ask us to suggest a means of lining up business in these lines.

HOYT METAL CO., TORONTO

New York, N.Y. London, Eng. St. Louis, Mo.

If interested, tear out this page and place with letters to be answered.



The best way to build a big business is to sell goods that satisfy. In the Saw line you know there is nothing which gives the user such complete satisfaction as Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws. They will help to keep your business big or build it big. Write for catalog and terms.



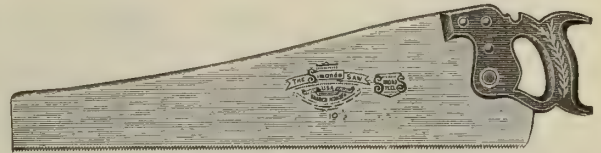
No. 22. Full Width Cross-Cut Saw, Lance Tooth.



No. 315. Hollow Back Cross-Cut Saw.

Simonds Canada Saw Co., Limited

St. Remi St. and Acorn Ave., Montreal, Que.,
Vancouver, B.C. St. John, N.B.



No. 10 1/2. Sway Back Hand Saw.

TAPATCO

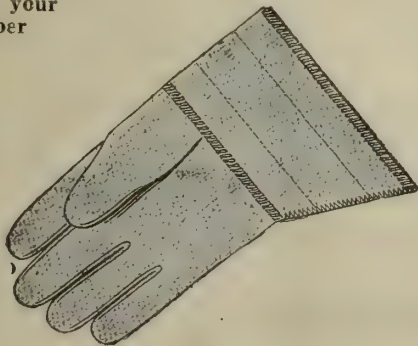
REGISTERED BRAND TRADE MARK

You Can Sell Tapatco Gloves to the Men of Your Town

The Tapatco Glove is a well made, comfortable, long-wearing working glove that will give ever man unlimited satisfaction.

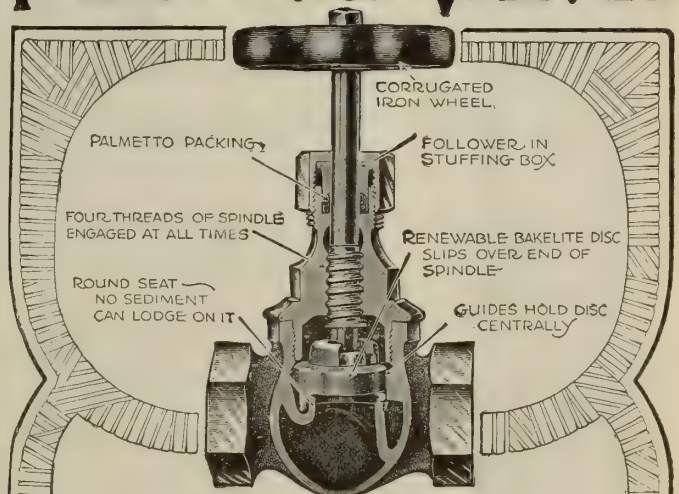
Get this profitable extra business. Show the Tapatco line in your windows where the men will notice it. There's a Tapatco style and weight for every purpose.

Ask your
Jobber



The American Pad and Textile Co.
Chatham, Ontario

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

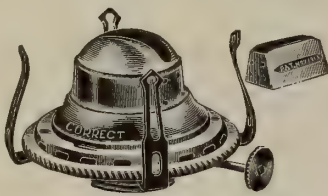
The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for
Mechanical Goods"

St. John, Quebec, Montreal, Ottawa,
Toronto, Hamilton, Windsor, Winnipeg,
Saskatoon, Calgary, Vancouver, Victoria.



If interested, tear out this page and place with letters to be answered.



A and B Size
Correct Lamp Burner



Photo Reproduction
Illustrating Flame of B or No. 2
Correct Lamp Burner

BURNERS BURNERS BURNERS

"CORRECT" Lamp and Lantern
Burners GIVE:—

25% to 50% More light than any other
Burner manufactured.

WHITER and BETTER light.

And mainly, they give SATISFAC-
TION.

The Burner with the Patented FLAME
SPREADER.

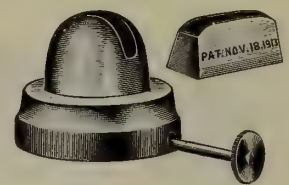
Every Hardware Merchant should
carry them.

Manufactured only by

The SCHULTZ MFG. CO., LIMITED
HAMILTON, ONTARIO

Sold by all Wholesalers and Jobbers.

Give us your Wholesaler's name and we will send you
a sample.



No. 2 Cold Blast
Correct Lantern Burner



Photo Reproduction
Illustrating Flame of No. 2
Cold Blast Correct
Lantern Burner



"Belleville" Hardware

A "Made-in-Canada" Product
Equal to the Best in
the World

We are all apt to look up to imported
goods as superior to home-made lines.
Pause before you concede anything to
foreign products over "BELLE-
VILLE" HARDWARE. Here is a
Canadian-made product that is as
good as the best.

"Belleville" hardware is meeting the
demand of the most particular archi-
tects and builders, and is recording
wonderful success throughout Canada. It is a worthy
Canadian product, worthy of the best Canadian
patronage. All hardware looks very much alike to
builders and architects until they have had experience
with "Belleville."

Best line for dealers to handle. Has greatest demand.
Get our proposition.

**Belleville Hardware & Lock
Mfg. Company**

BELLEVILLE

ONTARIO

HARVEST GLOVES COTTON GLOVES

Also a full line of Leather
Gloves and Mitts, Horse
Blankets in stock for next
season.

Fall goods arriving every day.

Order early and be certain of
your fall and winter supply.

Thos. Birkett & Son Co.
LIMITED

OTTAWA, ONTARIO



Ask for Catalogue—
It's Free

Williams' Superior Drop-Forged Wrenches

About 1,000 sizes in 40 patterns, supplied mounted on "Silent Salesman" Display Boards, in sets (canvas rolls), or in quantity.

J. H. Williams & Co.

"The Wrench People"

30 Richards Street
Brooklyn, N.Y.

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask.,
Agents for Saskatoon, Manitoba, Alberta and British Columbia.

30 So. Clinton Street
Chicago, Ill.

Butler's FAMOUS
SHEFFIELD
CUTLERY

"CAVENDISH"
CUTLERY & PLATE

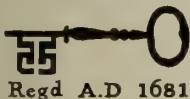
"KEEN"
RAZORS



Gold Medals

Grand Prix

JAMES BUTLER, Head of the Butler Firm 100 years ago.

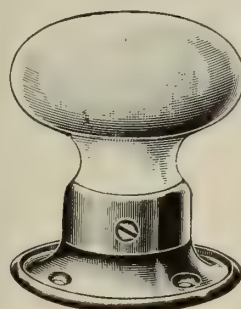


"BUTLER"
1768



GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C.

Address correspondence to TRINITY WORKS, SHEFFIELD

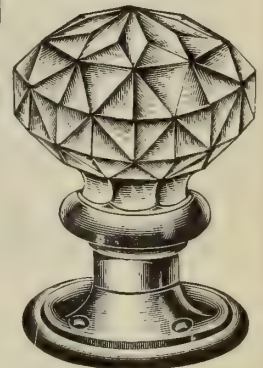


DOOR KNOBS CHINA & GLASS

With Special Canadian
Brass Mountings



Canadian
Drawer Knobs



JAMES **CARTLAND** & SON, LTD.

BIRMINGHAM, ENGLAND

Canadian
Representative

GEO. H. SMITH
39 Adelaide St. W., TORONTO

E. Roy.
65 1/2 St. Andre St., Montreal, Que.

C. C. Cartwright.
85 Water St., Winnipeg, Man.



MADE
IN
CANADA

4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

MENDETS

A PATENT PATCH



Why Every Dealer Should Handle Mendets

Present prices of granite ware and kitchen utensils are sky high. The value of Mendets for repairing all ware, utensils, pots and pans, makes them indispensable in every home.

You'll be asked for them—and are sure to lose sales if there are none in stock. Your competitor has them now.

Order through your jobber.

Collette Mfg. Company
Collingwood, Ont., Canada

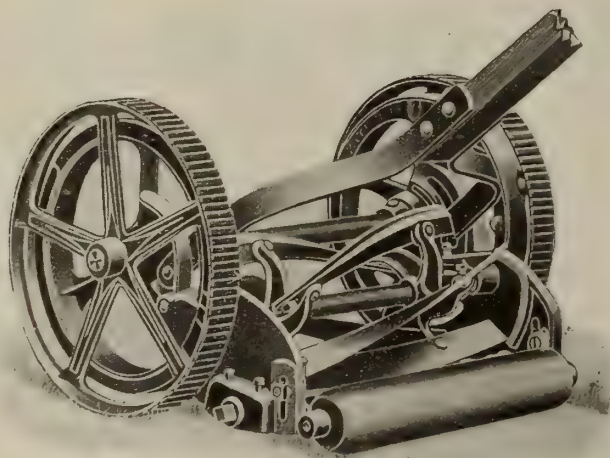
"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

Now Is Time To Order Spring Goods *An Advance In Prices Anticipated*



Prices issued to jobbers on next season's goods are subject to change without notice.

In quotations on

**Lawn Mowers
Spring Hinges
Screen Door Sets
Tree Pruners
Lap Spouts, etc.**

we anticipate an increase in the near future, and therefore urge you to order now on all lines you can afford to carry in stock. We are also ready with a popular line of **stove pipe dampers** for Fall and Winter business.

If your jobber cannot furnish you with prices, we will be glad to sell direct on receipt of a request.

TAYLOR-FORBES COMPANY, LIMITED
HEAD OFFICE AND WORKS: GUELPH, ONTARIO



Stack Heaters Are Demonstrated And Sold Most Everywhere!

Stack Heaters are easily demonstrated and easily sold. A good look at the inside of a Stack is sufficient to show *why* a Stack Heater is the quickest and most economical heater on the market.

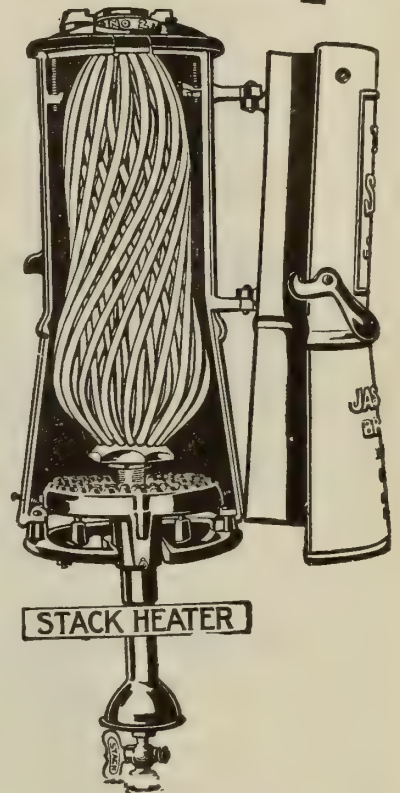
The Stack Heater is the cheapest in the long run because it will heat water *minutes* quicker than the average heater.

Stack sales are quick sales and permanent sales —always

James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West

TORONTO



Davidson's Well Known FROST RIVER

Refrigerator shown herewith

Made entirely of Sheet Steel Galvanized

The exterior is Japanned French Grey, beautifully finished with neatly decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in an oven of high temperature.

All inside parts are removable for cleaning purposes.

The drip pipe for the waste water has been carried outside the body, and does not run through the Food Chamber—as usual in other refrigerators.

Made in three sizes, the largest with double doors.

*NOW is the time to get your Orders in
for these goods and ensure
prompt shipment.*

The Thos. Davidson Mfg. Co.

LIMITED

Toronto

Montreal

Winnipeg

MADE IN CANADA

**Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools**

Write for
Catalogue

**A. B. Jardine & Co.
LIMITED
HESPELER, ONT.**

Those Hard-To-Get-At Nuts



In every garage, machine shop, blacksmith shop and factory in your locality there's a lot of unnecessary cussing that you can turn to profit.

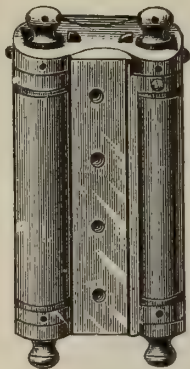
Those nuts that are so hard to get at with an ordinary wrench are easy prey to the Original "Westcott" adjustable "S" Wrench. The "Westcott," besides being the most convenient and useful wrench for ordinary use, can be used in places inaccessible to the Monkey-Wrench. It stops the cussing and adjusts the nut quickly and effectively.

"Westcott" Wrenches are fully guaranteed to do their duty. We empower you to refund the purchase price of any "Westcott" that fails."

The "Westcott" is easily adjusted by the hand that holds it. Its handle is made of first-class refined malleable iron and the jaws of forged steel scientifically h. treated.

If your jobber cannot supply the "Westcott," write us and we will tell you who can.

**The Keystone Manufacturing Co.
Buffalo, N.Y.
POSTAL STATION B**



Regulating
Spring Hinge

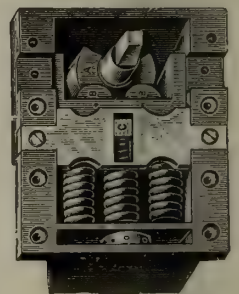
There is always a demand for articles of real merit.
NEWMAN'S LINES
OF SPRING HINGES, FLOOR HINGES, DOOR CHECKS AND SPRINGS OF
ALL KINDS, PANIC BOLTS, FANLIGHT GEARING, Etc.
Will not stay with you long—they are quality goods: there is profit for you in them.
Be sure to get lists and full particulars now.



Rod Spring.

Wm. Newman & Sons, Limited
Birmingham, England

Enquiries to
Frederic Sara & Company
Calgary, Alta.



"Invincible"
Floor Spring

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

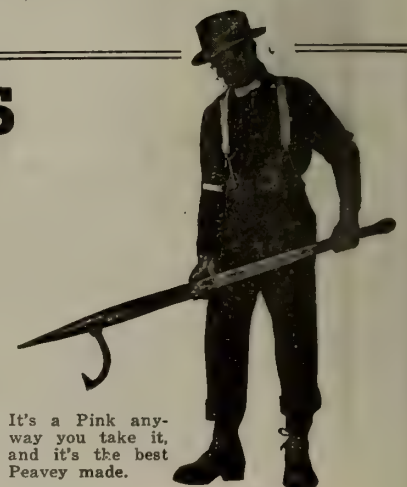
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - - - - ONTARIO



It's a Pink any-
way you take it,
and it's the best
Peavey made.

London Bar Iron

Has a reputation in the Canadian market, thoroughly established for the last eighteen years.

Compares in quality with the best imported brands, but is considerably lower in price.

Copy of tests made by Strength of Materials Laboratory (University of Toronto) March 27th, 1918, prove our claims as to quality.

	9-16 Sq.	$\frac{3}{4}$ R d.	1 Sq.	1 $\frac{1}{2}$ x $\frac{3}{4}$
Elastic Limit, per sq. in..	39.000	33.300	33.000	35.300
Ultimate Strength	54.600	54.300	52.000	50.000
Elongation in 8 in.	25%	27%	29%	26%
Reduction	47%	49%	50%	50%

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

All wholesale hardware dealers
carry

London Bar Iron

Drop us a line for full particulars and prices

Manufactured in Canada by

London Rolling Mills Co.

LIMITED

LONDON, ONTARIO

SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequalled
for cutting and wearing
qualities.

To be obtained
from Dealers in Glass,
Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

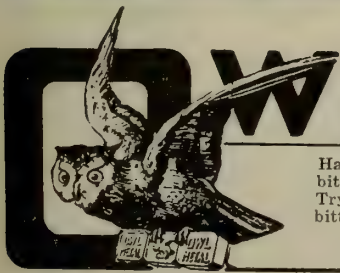
Glaziers' Diamonds



Wall Cases, Shelving, Display Counters,
Nail Bin Counters, Screw Cases—all kinds
of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada



Hardware Dealers who at one time hesitated on the Babbitt Metal question now find that Owl Metals pay the rent. Try selling Owl Traction Babbitt for Tractors. Owl Babbitt Metal for Thrashers.

OWL METAL CO., LIMITED, WINNIPEG

Say you saw it in **HARDWARE AND METAL**

If interested, tear out this page and place with letters to be answered.

"Delta" Files

— we'll help
you
sell them



If the "Delta" Dealer never said a word about these good files but just kept handing them across his counter day by day he would gradually build up an enviable reputation for the quality of files he sells. But we believe in hurrying up that good reputation by telling our agents' customers facts about "Delta"—facts which interest file users and induce them to buy "Delta."

If you want to take on the "Delta" File Agency in your district we will help you make it the most profitable line in your stock. We'll help you interest all the big users of files and show you how to close them up.

This is a genuine plan we want you to try, so write and get full particulars.

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;

Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS.

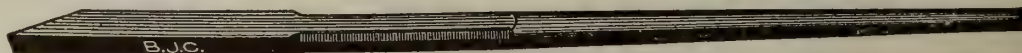
**EVEREADY
DAYLO****We Are The Leading Distributors****EVEREADY
DAYLO**

and Make Immediate Shipments from Our Complete Stock

MAIL US YOUR ORDERS OR WRITE FOR CATALOG

Our reputation has been won by our efficient service

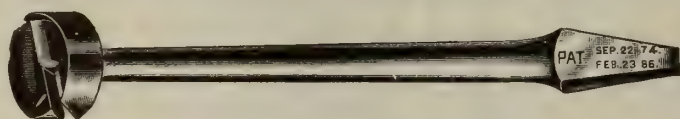
SPIELMAN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

TARRED FELT**SPECIFY
DOMINION BRAND****J. H. McCOMB, LIMITED**Manufacturers of all kinds of
Building Paper, Pitch and Coal Tar**MONTREAL****THE PROGRESSIVE MANUFACTURING CO.**
Torrington, Conn., U.S.A.**FORSTNER BITS**

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Peterboro, Canada

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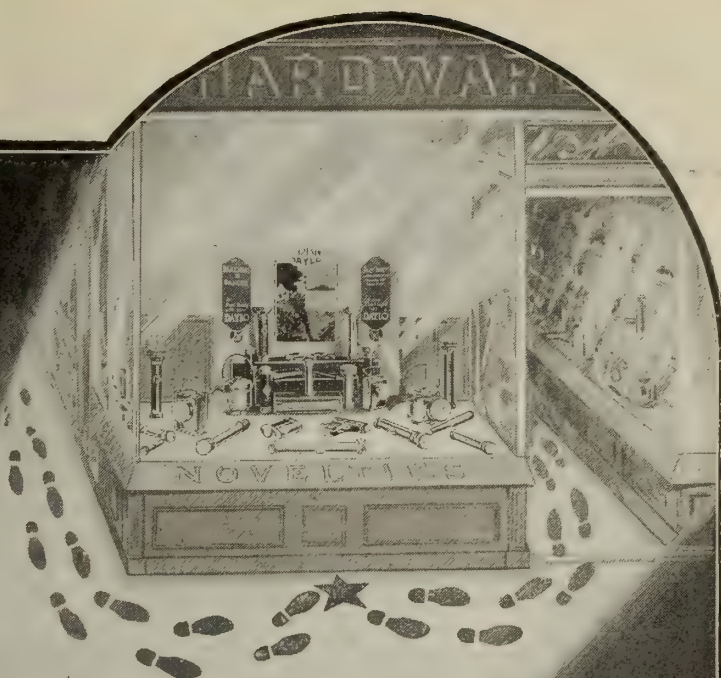
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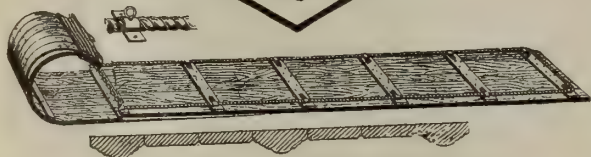
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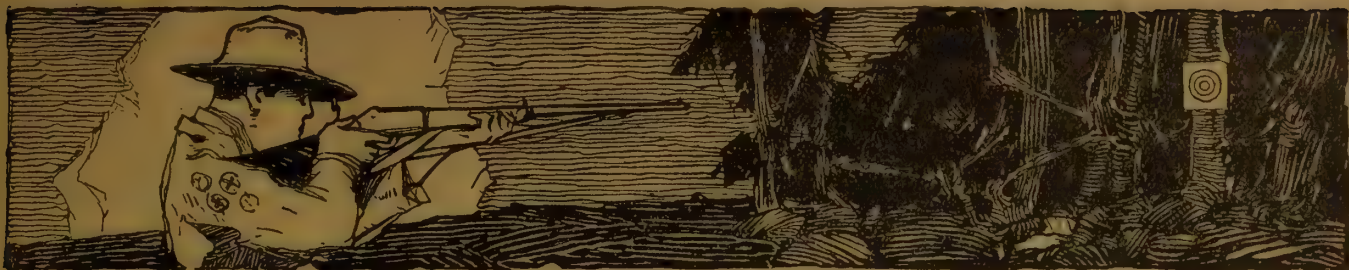
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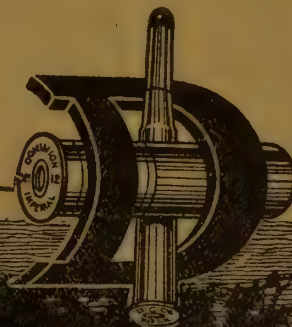
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ALWAYS associate with men who are earning more money than you are. Such is the advice given by a man whose name is known the world over for his own success and the business which he created. It is good advice of a certainty, but we are not urging that it is the best advice. At the same time it is wise to associate with better or bigger men than you are yourself, because you are likely to be lifted up to their levels.

Most of us would probably like to be the intimates of J. P. Morgan, or of John D., or of Charlie Schwab, or Canny Andrew. If we had a speaking acquaintance with John Wanamaker, or Lord Beaverbrook, or Lord Shaughnessy, and with other distinguished and successful men, we would take comfort from the fact.

And most of us would feel rather small and uncomfortable if we were placed beside President Woodrow Wilson at a dinner table, or beside Sir Robert Borden, Sir Herbert Holt or Sir Wm. Mackenzie. And the reason would probably be that we know so little of the knowledge that really counts. If these successful business men engaged us in conversation we would probably find ourselves knowing very little about the things that matter.

This will illustrate the point:

Here's a true story. A Toronto manufacturer found himself on a train going to Albany in company with a number of distinguished Americans about to attend the inaugural ceremonies of a State Governor. A washout led to a delay, and the Canadian was thrown into close association with senators and congressmen and prominent lawyers. They bantered the little Canadian about Canada. He had the pluck of a bigger man. He had been a constant reader of THE FINANCIAL POST,

and had absorbed many facts about Canada. He surprised his American traveling companions with his positive, well-informed and wide knowledge of Canada. When the company reached Albany, the Canadian was persuaded to attend the ceremonies, and was introduced as the man who knew all about Canada. The Governor was interested in Canada, and said so, and the little Canadian found himself telling the story of Canada very ardently to a very attentive listener, much to the amusement of his friends who introduced him.

This man made a hit on that journey, and many friends. One of the company gave him a stock market tip worth a fortune.

The point of this story is: You, as a Canadian, can make yourself informed very fully and intelligently if you become a regular reader of THE FINANCIAL POST. You can make yourself a worthy companion and intimate of presidents and magnates. The world likes to listen to men who know something well, and who can talk interestingly and informingly on the subject of their study.

You can become worth listening to if you know your Canada well. And you can get the kind and amount of knowledge concerning Canada which will make you interesting to others if you will read THE FINANCIAL POST regularly each week.

IF you read THE FINANCIAL POST REGULARLY you will find yourself keeping company with the highest paid staff of editors engaged on any publication in Canada—trained men who know how to make others know what they know and learn.

You will find yourself living in a most interesting world—the great, throbbing world of business. You will have your thoughts tremendously stimulated and helpfully directed. You will find yourself becoming a fit table companion for big men — this because you will have knowledge of a quality that will keep you from shame.

What is it that keeps you and THE POST separated? It cannot be its subscription price of \$3. Probably it is because you are not very well acquainted with this paper.

We are going to put it to you this way: If you have the desire to be worthy of association with big men, then prepare yourself for such association by reading THE POST, and to make acquaintance easy, we provide the coupon below. It offers you THE POST for four months for a dollar bill.

The MacLean Publishing Company, Limited,
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Send $\frac{mc}{us}$ THE FINANCIAL POST for four months for One Dollar. Money $\frac{enclosed}{to\ be\ remitted}$

(Signed)

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Mr. Russell Jennings in 1855
Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

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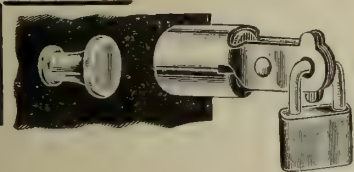
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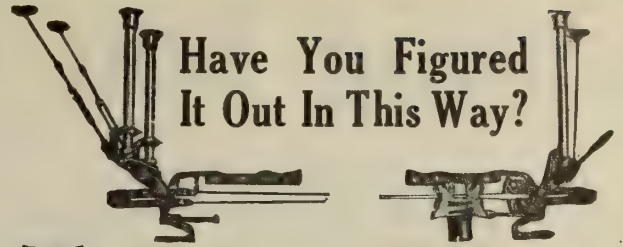
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To be continued in our next advertisement.

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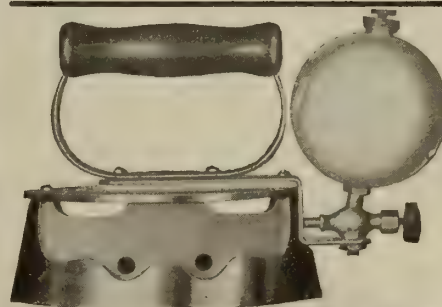


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Our large stock of Carriage and Machine
Bolts and Coach Screws, Rivets, Nuts and
Washers, assures quickly filled orders and
prompt shipment. Our quality and price
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National Stamping and Electric Works
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Letting You Into A Secret

THEY were talking about things in general — Jones and Brown. But it was easily seen by Jones that Brown talked with a positiveness and definiteness lacking in himself. Brown evidently had real knowledge about things and this gave him an assurance lacking in Jones. Jones found himself talking in generalities, and he had the sense to know that what he had to say wasn't very convincing. In the end he spoke up. "Brown, tell me, where do you get your information? You talk like one who knows. You use facts to fortify your opinions, and you seem to have a wealth of information about things Canadian. What's the secret of your greater confidence and knowledge?"

And Brown said: "I'll tell you, Jones, how I have strengthened myself in confidence and knowledge, as you put it. I read my newspaper in a new way now, and I make it a point to know a good deal about Canada, the land of my birth, residence and affection.

"For years—until I was forty—I read newspapers, as many others do—pretty thoroughly. I read about accidents, and meetings and fires, and everything else. One day I woke up,—was awakening up, to tell the truth—to discover that I was just frittering away time when I read everything.—Then I determined to concentrate my interest on matters Canadian—the things about Canada that really matter.

"I wanted direction. I needed a focal point, as it were. What should be skipped, and what should be read closely? I was floundering. I am not much of a politician, and I abominate party politics. I wanted to see things fairly.

"Then one day I made the acquaintance of THE FINANCIAL POST. It seemed to me to give me the direction I needed. I found it was sifting things for me, and giving current affairs their right proportioning. At any rate, it was a new kind of newspaper to me, and I read it with zest.

"I am a business man, and business in its larger aspects is the special field of THE FINANCIAL POST. I found the paper written in a readable way, and that it has a breadth of interest pleasing to me. So I subscribed for THE POST, and every Saturday and over the week-end this paper is pretty thoroughly ready by me.

"I find that the reading of this paper helps me get out of my daily newspaper the meat in it. As a matter of fact, I read my daily newspaper and other papers with a new and informed interest which makes my reading a profitable thing.

"I read somewhere that an hour a day spent on any subject would make a man master of that subject in 10 years. Well, I do not know that I am seeking to be a master of Canadian

affairs, but I do know that for the past two years or so I have been having a new joy in life. I am really trying to know my Canada.

"I clip a good deal, and my scrap-book on Canada is a treasure house for me, I collate the material I put in that book, and whenever I want to read up any particular subject, I have before me, gathered up, a surprising amount of material obtained from many sources.

"I take luncheon at the Club daily. There are eight of us who gather daily at the same table. One is a wholesaler, another is a banker, another a publisher, another a manufacturer, another a manufacturers' agent—and so on. We have a representative gathering.

"We talk about many things, and about Canada most of all. I take great satisfaction from the knowledge that I am able to hold up my end of the conversation. To tell you the truth, it is this reputation that spurs me on to keep myself brushed up all the time. I own up, also, to practising a little subtlety. I guide the conversation in the direction of a subject that I am well informed on, and then I bide my time, letting others wrestle with it until they have told all they know. Then is my chance, and I am able to say something useful to a company that is attentive.

"Jones, if you want to improve the quality of your information, read purposefully, objectively. Cut out the reading of everything under the sun. You are a business man, the same as I am. Why not read definitely along the line of business? You will find it a most pleasurable kind of reading, and you'll find that you will acquire the sifting mind which will enable you to pass over a lot of stuff of no value to you, and seize on material of real value.

"I recommend THE FINANCIAL POST as a paper that will give your reading direction. It has helped me much, and I believe will help you. At any rate, it is easy to try it out."

IF JONES wants to try out THE FINANCIAL POST he can have it go to him by mail for four months for a dollar bill. One thing that ought to impress and please Jones is that THE POST is not a one-man paper. It is produced by many men, each a surpassingly well-informed man on the subject he writes. One man writes on matters pertaining to agriculture, another on the iron and steel industry, another on the food problems and milling and cereal subjects, another on insurance, another on textiles, and so on. The special contributed articles which are a regular feature of THE POST are by authorities or by men of position. Besides which, THE POST surveys many fields of interest, and this survey is world-wide. It is a meatful paper, in very truth, and assures those who read it regularly an amount, kind and quality of reading not commonly found in a single newspaper. If you would make your daily reading take on a new interest and value, we suggest that you should sign and forward the coupon opposite.

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four months at One dollar

I will remit on receipt of bill

in the usual way.

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX.

TORONTO, SEPTEMBER 7, 1918

No. 36

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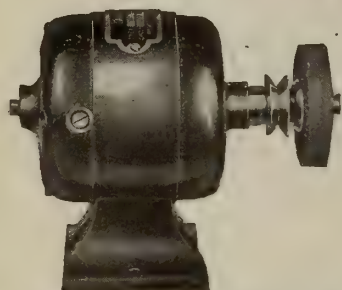
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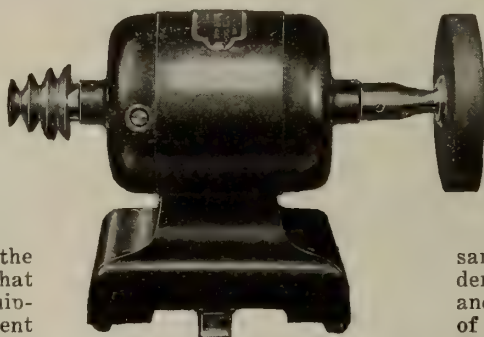


TYPE "A" 1/25 H.P.

Built to meet the demand for a light, compact power unit. Finished in black enamel. Equipped with 3 ft. of cord and attachment plug, wheel arbor and emery wheel. Wheel arbor nickel plated. Speed 2000 to 9000 R.P.M.

TYPE "B" 1/25 H.P.

The Type B Motor is the same as the Type A illustrated above, excepting that it is finished in all nickel plate. Equipped with 3 ft. of cord and attachment plug. Makes a very attractive looking motor for any use.



TYPE "C" 1/16 H.P.

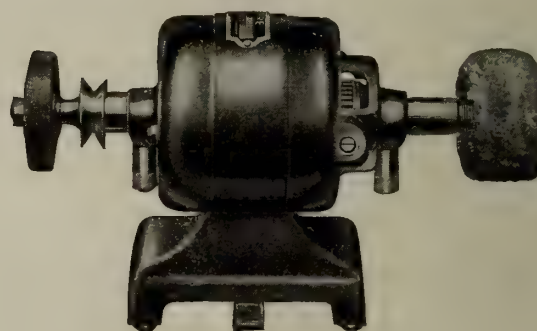
Light and powerful. Always ready for use, and is as near trouble proof as it is possible to make a motor. Equipped regularly with 3-step pulley on one end of the motor shaft and a wheel arbor on the other, together with emery wheel.

The Type "C" can be equipped the same as the Type "D" motor if so ordered. Just the motor for light polishing and buffing work. Equipped with 8 ft. of cord and attachment plug, Cutler-Hammer 3-speed Rheostat. Speeds 2000-6000-8000 R.P.M.

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For full particulars, prices and attractive literature, write our nearest house.



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The Type "D" Motor is one of the most popular of stock sizes. Is especially adapted for jewelers' and dentists' work. Equipped with 8 ft. cord and attachment plug. Cutler-Hammer 3-speed Rheostat in the base. Shaft ends are tapered. Ritter chuck and wheel arbors can be used in this motor. Speeds 2000-6000-8000 R.P.M.

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Hamilton Gets the Convention

Ontario Retail Hardware and Stove Dealers' Association to Meet There Third Week in February, 1919—Finest Program in History of the Organization is Being Prepared, and Every Member is Urged to Boost the Big Annual Gathering

HAMILTON was the unanimous choice of the executive committee for the annual convention of the Ontario Retail Hardware and Stove Dealers' Association at a meeting held in the King Edward Hotel, Toronto, on Labor Day. It was decided to hold the convention on Tuesday, Wednesday and Thursday of the third week in February, 1919. If the programme that is contemplated can be arranged it is likely that all day Friday may be required also.

Last year's convention was easily the most successful the Ontario Association has ever held, but the executive is out to beat it and no time nor trouble will be spared to make the meeting of 1919 a record breaker. An exceptionally fine programme is being planned and there will be something not only of interest but of real practical value to every hardware man from the time the convention opens until it closes. The practical side of hardware retailing will be emphasized and arrangements are being made for securing some of the finest speakers in their various lines in Canada and the United States. In addition there will be demonstrators who will give practical talks on window dressing, floor finishing and other subjects. They will dress a window or finish a floor right there before the hardware men and the delegates will be free to ask any questions they wish regarding the work, its cost, and so on. The members of the executive were unanimously of the opinion that demonstrations of this kind were invaluable to the retailer and this

side of the work will be given special attention in arranging the programme.

Lots of Exhibits

Other features of course will not be neglected in any way. There will be all kinds of exhibits of interest to hardware men, practical addresses on practical subjects by men who know all about them, discussions on all phases of the business and many other features that will carry a broad appeal to retailers. It is planned to so arrange the programme that all exhibitors who wish to give addresses in connection with their displays will have time to do so without in any way conflicting with the regular speakers on the programme. The advisory committee is already busy arranging all details and will welcome suggestions from members all over the Dominion.

There was some discussion as to whether it would be better to hold the convention in Hamilton or Toronto. This matter came up, not because of any dissatisfaction with Hamilton in any way but because it was felt that the manufacturers and hardware men of Hamilton might be imposed on by having the work of planning and looking after the delegates for two years in succession. The discussion that followed soon cleared up the situation and there was absolutely no doubt whatever that the manufacturers of Hamilton and the hardware men of that city do not consider that they are being imposed on. The delegates were loud in their praise of the way they had been treated in

Hamilton at the last meeting. They regarded it as the ideal city for the holding of such a big gathering because it is a central point for all, the center for manufacturers and because of the splendid accommodation procurable. It was pointed out that at the last convention which was the most successful yet held that the delegates did not get scattered in any way but remained for every meeting and found things to interest them and profited by the sessions. If the meeting were held in Toronto it was declared that dozens of delegates would be out on other business and miss half of the sessions. While Toronto has many manufacturers it was thought that the Hamilton firms would take more interest in the hardwaremen, and that the time spent there would be more profitable to the retailers. Several delegates emphasized the point that the members of the association like to get in touch with the manufacturers and that this year in Hamilton they did so in a manner that was most pleasing to all.

Get in Touch

The question of closer co-operation between the Ontario Retail Hardware Dealers and the Manufacturers' Association was discussed and it was decided to ask the Manufacturers' Association to name a committee to meet the executive of the Hardware Dealers at the Hamilton meeting. There are many items of a business nature coming up from time to time and it was thought

Continued on page 46.

War Board To Regulate Steel Supplies

Steps Taken at Ottawa to Arrange Distribution so That Best Advantage May be Made of Available Materials—Manufacturers Are Optimistic Regarding the Future—Record Production Needed

THE order-in-council issued at Ottawa this week by the War Trade Board to regulate the distribution of all iron and steel supplies was expected by manufacturers and dealers. They have realized for some time that the measures which the United States is taking to divert every pound of steel and iron from non-essential industries to war work would create a situation in Canada that would necessitate some action. It was stated to **HARDWARE AND METAL** by one of the large distributors of steel that the order-in-council was hastened by reports reaching Ottawa from Washington that some Canadian firms were sending materials across the line and charging exorbitant prices for it because American firms in their anxiety to get steel or iron supplies of any kind were willing to pay.

Shortage is Serious

Aside, however, from anything of this kind the shortage has been continually growing more acute, and in order to turn the available supplies of iron and steel to the best advantage of all the Canadian War Trade Board will direct the production and distribution of iron and steel raw materials throughout the Dominion. Every effort will be made to co-ordinate the manufacturing capacity of Canadian iron and steel factories and distribute orders among them according to the

capacity of the individual factories to take care of the orders to the best national advantage. The War Trade Board is authorized to see to it that the basic raw materials of manufacture in Canada, both for munitions and for industrial purposes, are turned out to the greatest possible economic advantage, and with the best possible distribution of supplies of labor and materials.

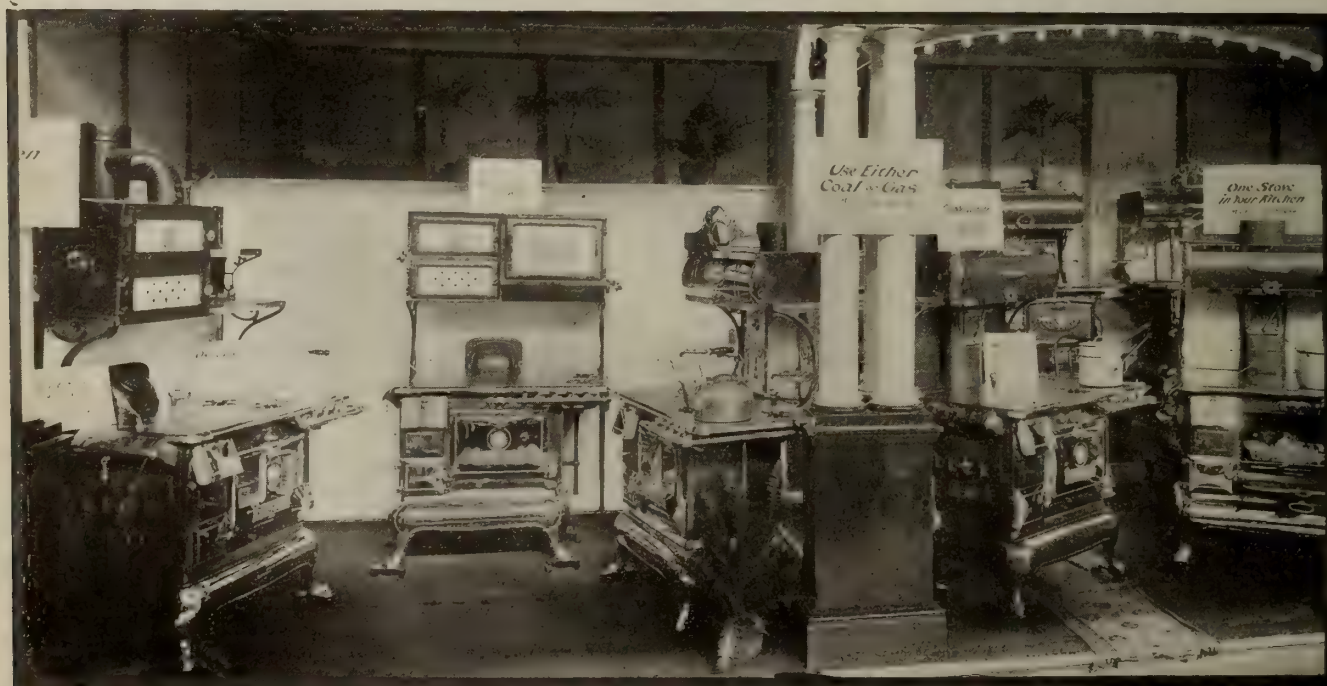
Will Not Interfere

The War Trade Board will exercise supervision over the iron and steel industry analogous to that exercised by the Railway War Board over the railways. Each company will retain its corporate entity and look after its own financial arrangements and management as heretofore. But the flow of orders will be regulated by the War Trade Board so as to prevent congestion with any one particular company, and possibly also as to secure a specialization on output of particular commodities by individual companies with a view to speeding output and generally regulating supply and demand.

On Own Resources

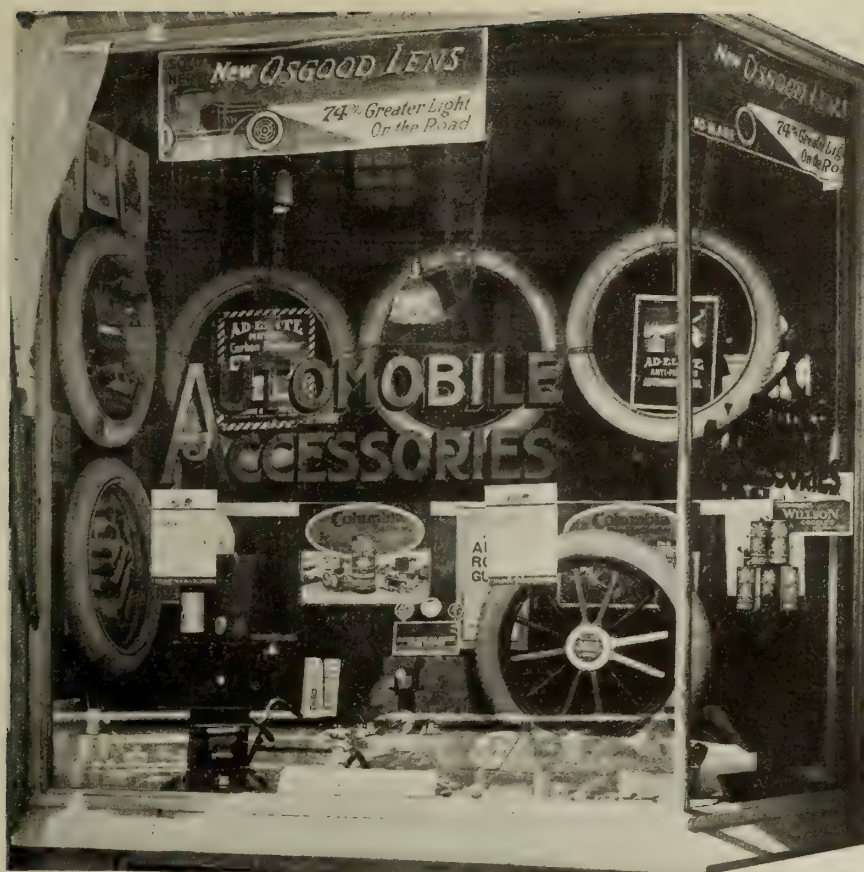
Generally speaking one of the effects of the order will be to throw Canada more than ever upon her own resources. While the production capacity of Cana-

dian plants has materially increased since the war it has not yet begun to reach the stage where the needs of the Dominion can be taken care of. Those in closest touch with the situation, however, are more than optimistic regarding the future. One manufacturer who was in Washington, Pittsburg, Youngstown, and other American centers recently stated to **HARDWARE AND METAL** that while the policy of the United States government has been to provide first of all for the steel requirements of firms building ships, that the yards of many of these firms are now so piled with steel that they have enough to keep them running for some months. This he expects will shortly result in orders being issued which will divert steel which has been going to shipbuilding plants to other industries, and will automatically relieve the pressure all along the line. The steel mills of the United States are working night and day and making every possible effort to meet the demands being made on them. The output is an enormous one and many manufacturers believe it is only a question of time before the steel mills will to some extent catch up with their orders. They are satisfied that as far as can be done Canada will be accorded the most generous treatment by the American government in regard to essential supplies.



Stoves are almost half sold if they are well displayed and always kept bright and attractive looking. Note that in the above arrangement there is plenty of room for customers to get at all sides of the stoves and to handle them and see how they work. This also helps stove sales.

well displayed and always kept bright and attractive looking. Note that in the above arrangement there is plenty of room for customers to get at all sides of the stoves and to handle them and see how they work. This also helps stove sales.



An attractive display showing some of the leaders in Auto Accessories and Tires carried by the Vokes Hardware Co.

Hardwaremen Corner Electrical Trade

Aggressive Methods of Going After Business With Good Salesmen Are Winning Out For Hardware Retailers—Big Chances For Building Up a Profitable Trade in Electrical Utilities

ACCORDING to leading manufacturers of electrical appliances hardware men are now selling a very large percentage of the electrical goods that are turned out. The hardware men are beating the electrical goods houses at their own game and they are doing it because they are putting "pep" into their selling. The sales manager of one of the largest electrical firms in the country stated to **HARDWARE AND METAL** this week that about 78 per cent. of his entire output is now being handled by dealers in other lines than the regular electrical firms. The hardware men, he says, are the best buyers and the best distributors he has.

"The hardware retailers are right on the job," he said. "They go after the business and they get it. There is unquestionably a better selling force in the hardware business than in the electrical stores. For instance, we sell a dealer electric irons. He puts a couple in his window for a week or two and then if sales are not brisk takes them out. Perhaps he leaves one around the store, but never thinks of keeping it cleaned or shined up. Very often if a woman

comes in to ask about an electric iron he actually has to hunt around to find out where he has put them."

After the Business

"The hardware retailer does not work on this plan at all. Go into most hardware stores and you will find electric irons displayed not on one counter but on nearly all of them. Generally there is one or more in the windows. This is good business. Sale after sale has been made by hardwaremen by keeping their goods displayed and then having live active salesmen to back up the display work. One hardware salesman I know who has been particularly successful always makes it a point to keep nice, bright, shiny electric irons and other goods on the counters. A woman comes into the store perhaps never thinking of buying an iron, but she sees one on the counter. She has had it in mind that she ought to have an electric iron and as soon as she sees one stops and looks it over. The clerk I mentioned is right on the job. He explains to her just what it will mean to her in the way of labor saving, its economical cost for

operation and other points and concludes by asking her to allow him to send it up to her home that afternoon. The sale is made right there. He has never had one come back."

Too Much Guarantee

This manufacturer tells of another salesman who often spoiled sales of goods by guaranteeing that they would last a lifetime. That people did not believe him was proven by the fact that they did not buy. He finally figured the thing out and reduced the guarantee to five years. This resulted in trouble because people would be careless with the irons, injure them and then want all repairs made free for five years. The manufacturers backed up when the proposition came to them and the result was that now the goods are only guaranteed for a year.

Steadily Expanding

There is a big and steadily growing opportunity for the hardware man who handles electrical goods. The hardware store is usually the centre in any town
(Continued on page 47)

Will Emphasize Utility of Bicycles

Dealers Will Not Launch Any Campaign to Prove That Bicycles Are Essential—Many Problems of the Trade Discussed at Big Annual Meeting Held in Toronto—Old Officers All Re-elected

THE Canadian Bicycle Dealers' Association, Ontario, section, definitely found its bearings at the second annual convention of the association held at the Carls-Rite Hotel, Toronto, August 28, 29, and 30. Almost 100 delegates from all parts of the country discussed the trade situation and made important plans for the future. That the organization had made good in its first year was the opinion of many speakers and the members showed their confidence by re-electing the entire board of officers for a second term. This move was made on the recommendation of A. E. Treadgold of Kingston, chairman of the nomination committee.

The officers for 1919 are: President, J. R. Dixon of Hamilton; Vice-President, A. E. Treadgold of Kingston; Secretary-Treasurer, G. A. Wenige of London; Advertising and Publicity, W. M. Gladish, Toronto; Executive, N. S. Ferries of Hamilton, Percy A. McBride of Toronto; J. L. Isaac of Brantford, and H. Howe of Ottawa; Auditors, Bert Brown of Chatham, and C. R. Banks of Peterboro.

The active and associate members in attendance were representative of the entire trade in the Dominion, a great number of cities having one or more delegates at the convention.

Discuss Classification

The essential classification of the bicycle came in for lengthy discussion and it was agreed not to launch a campaign to prove that the bicycle is an "essential." It was decided that such a move would be dangerous to the interests of the trade and it was also agreed it would be inadvisable to use the word "essential" in reference to the bicycle. Various means are to be adopted, however, to emphasize the utility and practical value of the wheel without using the word "essential."

It was felt that if the dealers used the latter word prominently that there might be a number of persons who would think "non-essential." It was also decided to leave the Government alone until absolutely necessary.

In this connection it is interesting to note that the convention turned down a proposal for a petition to have all bicycles registered and licensed. It was thought that this would be the thin edge of taxation that might assume unreasonable proportions. Winnipeg's system of registration was fully explained. This was admittedly a good one for theft insurance and for the recovery of lost wheels, but if the matter was brought to the attention of the Provincial or National Governments the tail might soon shake the dog, it was felt.

Practical Talks

The racing subject came in for full

consideration. Two practical talks were given by men in the racing game. The consensus of opinion was, however, that promoters in future should do things in a way to advertise the bicycle as a practical utility than a sporting or pleasure proposition. When one speaker declared that the Spencer brothers should not be considered as an attraction for any meet in Canada there was vigorous applause. "How to Run a Race Meet" was the subject of a talk by W. M. Gladish, of Toronto, who went into details regarding race promotion.

Adopt Constitution

The constitution and by-laws of the organization, which had been drawn up by the executive, were read and adopted after slight revision. It was decided to raise the annual membership fee from \$2 to \$3 and fees will be payable at the end of each year. The fee for associate membership was also fixed at \$2 per year and such members will not have the power of voting, although they will be permitted to attend all meetings and take part in discussions. The third annual convention will be held in Toronto during the last week of August, 1919. This will coincide again with the Canadian National Exhibition.

The convention decided to retain the name "Ontario Section" and only Ontario officers were elected. The establishment of sections in other provinces was discussed and the delegates from points outside of Ontario were instructed to get busy on their return. Messages from Winnipeg, Vancouver, and Victoria indicated that the local associations of the West were ready for such a move. The delegates also decided to admit the representatives of manufacturing and jobbing companies as associate members of the C. B. D. A. on payment of the annual fee of \$2.

Treasurer's Report

Treasurer George Wenige reported a balance in the treasury of \$58.72, after paying for considerable printing and the sending out of many circular letters to the trade.

The delegates were royally entertained during their stay in Toronto. They enjoyed a performance at Loew's Winter Garden as guests of Hyslop Bros., Humphrey Bicycle and Motor Company and the Canadian Consolidated Rubber Company. The annual dinner on the second evening was also provided by the Canada Cycle & Motor Company and the Dnulop Tire and Rubber Goods Company. The Goodyear Tire and Rubber Company also treated the dealers to admission ticket to the Canadian National Exhibition. One detail in this connection was the establishment of an entertainment committee to arrange a program for next year's convention.

Timely Addresses

Leading men of the Canadian industry delivered timely addresses at the dinner. Messrs. J. W. Gibson and G. M. MacWilliam told of activities at the recent bicycle trade convention in Atlantic City. They told of the prominence given to bicycle advertising and publicity in Canadian newspapers, particularly Toronto, during Bicycle Week and the Mid-Summer Bicycle Drive, at the Atlantic City gathering.

N. S. Ferries, president of the Hamilton Bicycle Dealers' Association, who is looked upon as the "father" of the retail trade in the Dominion, urged the dealers to read their mail and trade papers carefully during the coming year and to seize every opportunity to boost the bicycle generally.

Valuable Suggestions

The subject of renting bicycles brought out many valuable suggestions and the dealers were urged to place brand new bicycles, and the best models at that in their livery departments. Mr. Wenige of London told of the success that he had enjoyed through this plan and declared that he was selling practically new livery wheels to those who rented them very frequently. His livery service had shown a big profit and had brought many sales as well. He made it a practice to allow rental charges as part payment on a bicycle when a user wanted to buy the machine he or she had been using. Commercial travellers were renting many bicycles with which to make local calls whenever they came to London.

Will Save Coal by Banning Carbon Lamp

The United States Fuel Administration, in connection with the manufacturers and dealers in incandescent electric lamps, has worked out a detailed plan for eliminating the inefficient types.

The lamp manufacturers, at a meeting held in Washington, voluntarily agreed to abandon the manufacture of certain types of the inefficient carbon filament lamp in accordance with the program which practically calls for the discontinuance of their manufacture and sale.

The importance of this radical step may be judged from the fact that the program as formally adopted at the meeting will mean the saving of more than 1,000,000 tons of coal.

In order to meet its own needs for tool makers, expert machinists and other skilled metal workers, the Mueller Brass Co. of Sarnia, Ont., is establishing a mechanical school.

Current Events in Photograph

A HOSPITAL FOR AEROPLANES

Out on the western front there are heavy casualties among the inanimate as well as the human forces. The perils of service are shared by all, and means must be found to restore the injured machines as well as the injured men.

In the accompanying photo is shown a casualty station for aeroplanes, a photo that gives some idea of the immense work entailed in the operation of keeping the war machine going.



Cutting Out Sunday Sales of Gasoline

Estimated That About Nine Million Gallons Can be Saved For War Uses Each Week
—Car Owners and Other Users Respond to the Appeal

CANADA has fallen in line with the policy which went into effect across the line a few days ago of conserving the gasoline supply by refusing to sell to auto owners on Sundays. The Imperial Oil Co. has led the move, and in an announcement made on Thursday states that all Imperial service stations in Canada will be closed on Sunday, this ruling to be effective for the duration of the war. An announcement from Ottawa which will make the measure Dominion wide is expected at any time.

Just how far reaching this step is as a conservation measure may be understood when it is learned that approximately 9,000,000 gallons of gasoline are used up every Sunday in the United States and Canada. Much of this undoubtedly has been wasted for joy riding. In its notice the Imperial Oil Co. points out that if owners of pleasure cars, motorcycles and motor boats will discontinue the use of gasoline on Sundays for pleasure purposes for a few weeks, a gasoline reserve will be built up that will provide insurance against any serious shortage.

Approve of Move

To their credit it may be said that the owners of autos, motor cycles and motor boats generally, now that they are alive

to the real war needs of the allies, are right in line with the idea and are willing to forego their Sunday outings.

In its appeal to the public the United States Fuel Administration said in part: "War necessities are being and will continue to be promptly and fully met, but this is the period of the year when consumption of gasoline is at its highest, and the increased domestic demands, together with the extensive military operations in France, have rendered necessary, for a limited period, the adoption of safeguards against possible shortage.

Points for Motorists

"Motorists are requested to initiate every means of conservation possible in the handling and use of gasoline and lubricating oils. The useless operation

of engines when the car is not in motion must be discontinued. Extreme care must be exercised that gasoline and oil is not spilled; that leaks are not tolerated; and evaporation not permitted. The gasoline and lubricating oil user must realize that there is not an inexhaustible supply of crude oil, and he must appreciate the fact that the need for it now exceeds that of any previous time.

"War needs must be first supplied. By conserving through the nonuse of motor-driven vehicles for a few Sundays and the exercise of care in the use of gasoline and oil during other days there probably will be no necessity for more severe control."

BICYCLE RACES AT FAIR

The first definite move to arrange bicycle races as a feature for a fall fair in Ontario has been made in Weston, Ontario, as the result of a general campaign on the part of the bicycle trade to encourage this form of sport at the celebrations. The meet at Weston Fall Fair will be a two-day affair and will be staged on Friday and Saturday afternoon, September 13 and 14. A sanction has been granted by the Canadian Wheelmen's Association. The events are many, as it is intended to show the wide scope of the bicycle through the various contests.



Glass Manufacture Has Been Greatly Stimulated by War

THE United States Tariff Commission which has been investigating the glass industry of America as affected by the war has just presented the following report:

"We find that all branches of the industry have been seriously handicapped by the abnormal conditions.

"The cutting off of imported raw materials, particularly potash, followed by delays in experimenting with or in finding suitable domestic substitutes, have added to the obstacles in the way of successful manufacture. Great difficulties have been experienced in the transportation of materials and fuel and the delivery of finished products."

Trade Has Increased

The report shows that notwithstanding these and other obstacles, commercial production has increased and export trade has extended to countries not hitherto reached in specific lines by American glass manufacturers. The information obtained by the commission warrants the conclusion that a new era has set in for the industry.

The consensus of opinion of glass manufacturers is that, although the European war has injuriously affected the production of a number of staple articles of American manufacture through lack of important ingredient materials, it has stimulated the industry to a remarkable degree, and has been the principal factor in the creation and development in this country of a number of new branches of glass manufacture.

The Four Leaders

The glass companies that have successfully engaged in the manufacture of new products are comparatively few. They are leaders in four of the principal divisions of the industry—window glass, plate glass, blown and pressed ware, and bottles and jars.

The destructive effect of the war upon the glass industries of Belgium and France, and the shutting off of glass imports from Germany and Austria, especially optical and laboratory glassware, made immediate constructive work in the United States imperative. At the present time we are producing large quantities of optical glass of the kinds needed for military fire-control instruments and of a quality equal in practically every respect to the best European glass.

Manufacturers' View

The inquiry elicited from manufacturers and importers suggestions and recommendations having especial reference to our developed export trade and its extension, and the retention and expansion of our domestic trade after the war. The views of manufacturers who expect to hold their export trade after the war and those who do not expect to hold it are interesting features of the report. The replies to the inquiry "Factors depended upon for holding domestic trade after the war" are also of particular interest and range from "low

costs of production," quality of goods," "efficiency in production," lower costs of materials," and "readjustments of wages" to dependence "upon a protective tariff."

In the making of window glass a machine blower in the most efficient American factories can blow a cylinder of window glass nearly 39 feet long and 32 inches in diameter in less time than a Belgian hand blower can blow a cylinder 5 feet long and 15 inches in diameter.

HAMILTON GETS THE CONVENTION

Continued from page 41

that if these were discussed by the retailers and manufacturers it would be to the mutual advantage of both. The proposal was made that if the manufacturers fall in line with the suggestion of the hardware men and name a committee it would be advisable to hold meetings of the joint committees at least four times a year. There will it is felt be many points, especially in connection with the business after the war, in which closer co-operation between manufacturers and dealers will result in solving various problems. The hardware manufacturers, wholesale paint firms and other firms are keenly interested in

these as well as the retailers, also the stove makers, manufacturers of tinware and graniteware and other lines. It was pointed out that the retailer from his very position as a distributor is naturally in very much closer touch with the consumer than the manufacturer and that regular conferences would result in the amicable adjustment of many little differences which under present conditions often constitute an annoyance and expense to both manufacturers and retailers.

Those Paint Containers

The action of the paint and varnish manufacturers in eliminating certain sizes of tins came up again. The retail hardware men are still strongly of the opinion that the manufacturers should out of courtesy have met the retailers as requested and that their action in cutting out pints and half gallons was drastic. The opinion was expressed that the manufacturers are not unanimous even now on this question and that their ruling may be modified. Dealers who sell paints for marine purposes and a few small firms it was stated are the only ones who want gallon cans. As far as the trade is concerned it would suit the firms selling to marine trade and manufacturers if five gallon cans were used.

The delegates thought it would be a good move if all the paint firms were (Continued on page 47)

Steel Production is Now Being Held Up By Shortage of Coal

THE *Iron Trade Review* makes the following comment on the latest phases of the steel situation:

"Maximum Government demands for war steel are being met by the mills despite rapidly growing obstacles. How long this production can be maintained, not to think of its being increased, forms a question of greatest immediate importance. The Government is perceiving clearly that under the war-made conditions the responsibility for adequate coal transportation and labor supplies largely rests with itself. This is especially so in view of the extensions of the draft and the few months remaining before unfavorable weather again becomes a major factor. Energetic measures accordingly are being framed not only to uphold current output but to realize fully the 1,800,000 tons of new steel capacity which will come in by Jan. 1. The meeting at Washington between leading steel producers and representatives of all war branches of the Government directly concerned has done much to clear the air and to fix the relative responsibilities for future performance.

Fuel Is Big Problem

Coal remains at the base of the problem. Production of sufficient coal for by-product coke plants especially is proving troublesome. This difficulty will grow as the numerous by-product extensions backed by the Government come into commission. A strong effort is being

made to increase beehive coke production by procuring coal for the Frick plants in the Connellsville region, which have been shut down by reason of their coal supply having been diverted to the new Clairton by-product ovens of the same interest.

All Hanging Fire

Due to the dilatory tactics of certain officials of the railroad administration, standard rail prices still are having fire. Other branches of the Government find acceptable the proposed figures of \$55 mill for Bessemer and \$57 mill for open hearth rails. In the meantime the needs of domestic roads for replacements is becoming more pressing and a new order for 250,000 tons for quick shipment is expected soon from the railroad administration. General Pershing has asked for 150,000 tons more for France. Because of the inadequate forging capacity in this country, large tonnage of shell rounds is to be shipped abroad for finishing. The plate mills have raised their shipments to 117,000 tons weekly or to more than 6,000,000 tons annually, which has been the maximum rated output. Pig iron costs are among the matters being given consideration at the meeting of iron and steelmakers in New York this week. The Government is engaged in a new movement to more clearly define essential industries and war work. A much enlarged list of preferred industries is about to be announced.

HARDWAREMEN CORNER ELECTRICAL TRADE

(Continued from page 43)

or city which handles a very large volume of business that directly affects the home. Men and women who have learned that they can depend upon their hardware dealer for service go to him when they hear or see anything that they think will help make their homes more comfortable or help them to do their work easier. The retail hardware man is always alive to this opportunity to be of service and is ever on the lookout for new lines which will appeal to his customers. Hardwaremen were among the very first to boost the electrical business and it is perhaps very largely due to their efforts and good salesmanship that the business has reached the volume that it has to-day. They have made it a point to intelligently distribute the goods that the manufacturers offered. They were not afraid to let them be taken to the homes of their customers and thoroughly tried out. Their methods have been and are proving so successful that in many places now the manufacturers of electrical goods would rather have the hardwaremen handle their output than any other firms, electrical stores included. The electrical men have had a fine opportunity to get in on some of the best business in the country but many of them have sadly neglected their chances. The hardware men have been steadily cutting in on their sales of all kinds of appliances and from present indications are going to cut in more heavily than ever.

Know Their Business

One of the big reasons for this is that the hardware men know not only the hardware business but a good deal about the electrical business and a whole lot about how to sell. The electrical men have waited for the business to come to them. The hardware men have gone after it and got it. They realized that there is a big and growing market in the homes not only in the city but in the country. There never was a time when labor-saving appliances made such a strong appeal to women as to-day. They need every minute they can save from other work to help in patriotic causes, gardening, farm work or other lines. Electricity has done wonders in solving their problems and relieving them of countless hours of drudgery. All they needed was to be shown that there were electrical appliances that would do the work and they would buy. The hardwaremen saw their chance and were quick to take it and they are continuing this aggressive policy in their selling methods to-day.

Getting the Sales

The salesman who knows his goods can nearly always make the sale provided of course he has a good line to offer. He can do more than make the sale very often for by pointing out other appliances that he has in stock and talking up their good points he can lay the foundation for future business. A good

many washing machines and vacuum cleaners have been sold because a wise clerk in making the sale of an electric iron or toaster took a little pains to show a woman the line of washing machines and cleaners that his firm handled. Salesmanship of this kind is what produces results and this is the kind of salesmanship that the hardwaremen have shown. Training salesmen is one of the big problems in any retail business. Clerks can be had in countless numbers, but it takes careful training to make salesmen of them. This was rather strikingly illustrated at a recent fair. Among the exhibitors were two firms who included electric washing machines in their display. One firm had sent a clerk out to demonstrate the superiority of its machines. The other, which by the way was the hardware firm, had sent a salesman.

How They Worked

Seeing a woman stop in front of the electric washer and start looking it over, the clerk approached and said: "This machine is for washing clothes." The woman replied that she supposed it was and didn't seem impressed with the statement that implied her ignorance on a subject about which she should have been informed. She started to ask practical questions, how did it wash, how long did it take to get the clothes clean, just how did it get them clean, did it cost much for electricity and so on. The clerk was plainly at sea and was unable to give definite answers to half her questions. She was plainly interested but he did not know how to sell. She went across to look over the machine that was being demonstrated to other women by the hardware salesman. In ten minutes she had secured more real practical information about what the machine would do, how it did it, the small amount of power it used and the big results obtainable, etc., than she would have got from the clerk in a day. The hardware man took a list of the names of all the women interested. He is calling upon them now as quickly as he can and is arranging for them to have washers placed in their homes so they can see just how good they are and he will unquestionably get a lot of good orders.

Came Out Short

There is another reason also why the hardware men are cornering a big share of the electrical business. Many of the manufacturers are getting tired of the methods of some of the mail order houses. They find that they can get fairer prices and more satisfactory business by distributing through the hardware men.

"This was my experience with one of the biggest mail order houses in the country," said a manufacturer to HARDWARE AND METAL: "They gave us an order for \$75,000 worth of electric irons to be delivered as they wanted them. In placing an order of this size of course they took full advantage of their big purchase to obtain from us the very lowest price possible. What was the result? Between the increased costs

of materials and the increases in wages we have had to pay our employees we have been supplying irons to the department store for forty cents less than they cost us to produce. The department store of course has its contract and is holding us to it. We have no trouble of this kind with hardware men. They pay us a fair price and make a good profit themselves and everybody is satisfied. I am convinced that it is far better business for the manufacturer to have hardware firms throughout the country distributing his goods than to be dependent upon a few big mail order houses."

The Logical Distributor

In hundreds of towns in Canada the hardware is unquestionably not only the best but the logical distributor of electrical utilities. There are no electrical stores and there is not enough trade to maintain one. Yet the hardware man can handle the business along with his other regular trade and make good money. Electrical manufacturers are realizing the possibilities of this trade more and more and almost every week sees some hardware store handling utilities that it did not stock before.

HAMILTON GETS THE CONVENTION

(Continued from page 46)

to standardize their colors and also cut down the range of colors.

"It is absurd to have so many shades," said one delegate. "There might just as well be a standard white or a standard grey and each firm manufacture it and eliminate a lot of fancy shades."

One delegate state that some firms are still selling the pints and half gallon sizes while others were not. All agreed that in many lines the pint is the best size on the market and that it should not be eliminated.

Those who attended the meeting were: President D. A. Macnab of Orillia, 1st vice-president A. J. Wright of Hamilton; W. F. Macpherson of Prescott; secretary, F. B. Smith, Belleville; James McGregor of Caledonia; A. R. Bernhardt of Preston; A. H. Wideman, Markham; George E. May and John Caslor of Toronto.

Further Advances In Stove Prices Likely

The outlook for securing needed supplies of material for stove making has not improved recently. A large Montreal manufacturer of stoves, ranges and heaters informed HARDWARE AND METAL that there was not much promise of getting iron for casting or steel for the bodies of stoves and heaters. Material, he stated, was getting scarcer every day and the stocks that had been bought earlier in the present season are getting steadily smaller. In view of the advances made in the wages of molders, which amounts to 25 per cent. in Montreal, an increase may be looked for again in the price of both stoves and heaters. The outlook is not so promising as it was a few weeks ago.

EDITORIAL COMMENT

BOOST THE CONVENTION

THE next annual meeting of the Ontario Retail Hardware and Stove Dealers' Association is to be held in Hamilton the third week in February, 1919. This is your convention, Mr. Retailer, and it is up to you to boost it in every way possible. Right now you can help the Advisory Committee by sending in suggestions as to what you would like to see on the program. Next year's meeting should prove a real "humdinger" and it will if every hardware man will do his bit. The committee is busy with one of the finest programs that have ever been prepared in Canada. Good suggestions, though, are always welcome. Send in your ideas. Don't leave all the work for one or two or half a dozen men to do. You want to come to a meeting that will be brimful of interest and of real value to you. Do your share to help make it just what you would like to see it. By getting together at conventions of this kind and seeing what the other fellow is doing, meeting him face to face and learning about all the latest and best methods that are being followed in the trade a spirit is engendered that cannot fail to make for the betterment not only of every member of the Association but for the trade in general. It is your duty, Mr. Retailer, not only to attend but to help along the good work in every way you can and boost the convention at all times.

MADE IN CANADA

"MADE IN CANADA" will be a slogan and purchasing guide most faithfully followed in this country after the war. Whether it is a paper of pins, penknife, silk hat or carton of sugar, the purchaser will look for the copyrighted trade mark or brand for identification. Label, sealed carton, stamp or plate or whatever may be appropriately used to carry evidence of origination, will be used wherever possible.

The bulk of goods offered in the retail store may or may not have been produced in this country. The package is the only means of labelling goods of this class, so that the producer may be identified.

All manufacturers and producers should be urged to label their goods in some unmistakable way so as to protect the interests of home products against the advance in our midst of any German product

with its origination cleverly concealed or merely lacking any evidence of German identification. Labelled or declared goods will be in demand as never before. The unnamed or unidentified goods will be looked on with suspicion and classed as doubtful.

THE STEEL SITUATION

IN spite of the fact that the mammoth steel mills of America are working night and day at their fullest capacity the unfilled orders at the present time total over eight million tons. The United States Steel Corporation with all its enormous resources, making every effort to catch up with business requirements, has only been able to reduce the amount of unfilled orders on its books by 35,065 tons. This is so small as to be insignificant. The steel problem is the greatest that the manufacturers of Canada and the United States have to solve. The present enormous consumption is leaving no supplies at all available except for the more urgent war requirements. There are only two ways to meet the situation. One is by restrictions and the other is by building more plants and enlarging those at present in existence. Both plans are receiving prompt and systematic attention.

TO STOP NEEDLESS FIRE LOSSES

THE organization of a Fire Prevention League for the province of Ontario is a step which might be followed with profit by every province in the Dominion. The fire losses in Canada have been increasing at a rate that is causing serious concern, especially when it is taken into consideration the enormous wastage at a time when it is a national duty to aid conservation work in every way possible. Retail firms throughout Canada have been heavy losers by fire, and investigations time after time have revealed that the cause of the blaze which licked up thousands of dollars worth of merchandise was pure carelessness. The Ontario Fire Prevention League at its organization meetings adopted a program of action which if followed out should result in a speedy reduction of the fire losses in the province. If the other provinces fall in line and adopt similar measures more than \$500,000,000 may be saved each year in Canada. Surely this is worth while. Among the measures which the Ontario

organization will attempt to enforce by provincial legislation are a standard building code aimed to do away with the use of combustible materials, especially inflammable roof coverings, the adoption of safety matches, prohibiting of smoking in all parts of stores, factories and industrial buildings, regulations regarding the transportation, storage and use of combustible liquids and explosives, practical inspection of electrical wiring, regulations regarding the building of fire walls and the maintenance of proper fire fighting equipment. The Fire Prevention League plans to add other measures to its program. More than 300 delegates from all parts of the province attended the organization meetings and all showed the keenest interest in the work.

WORTH THINKING OVER

THE New York *Curb News* says:
Take a look at Canada—

Whenever you feel pessimistic over the prospects for business, new war bonds, taxes, market prices, etc.

After four years of war—and after producing 500,000 soldiers, which on the basis of population would be equal to our sending about 8,000,000 men to the colors—

Canada's Bank Clearings have increased 40 p.c.—bank deposits 50 p.c.—value of crops 70 p.c.—mining output 75 p.c.—production of steel 100 p.c.—exports 150 p.c.—fish production 100 p.c.—wood pulp output and ship-building upward of 1,000 p.c.

And—

Canadians subscribed \$418,000,000 to the last Victory Loan—which on basis of population would be equal to \$6,600,000,000 issue of Liberty bonds.

These figures are a standing monument to the faith of Canadians in their country. That the United States will at least equal proportionately the marvelous war record of Canada goes without saying.

In fact—

The fiscal year ended June 30 (after fourteen months of war) was the greatest year in the history of American industry and finance. And it is freely admitted that our average corporation of to-day represents greater strength than shown before by similar organizations in the history of the world.

HELP THE FAIRS ALONG

SEPTEMBER is the month of fall fairs and this year's exhibitions promise to be better than ever owing to the unusually fine agricultural conditions. There is a big chance in these fall fairs for the aggressive hardware man to land a lot of good business and lay the foundation for a lot of future trade. At the fairs he can make a direct appeal and demonstration to thousands of people who can be reached in no other way and at a time when these people

have money to spend and want to spend it. Many hardware firms will have exhibits at a number of fairs this fall, having learned from past experience that it pays to attend all in their district. Aside from all this there is a merchant's duty to the fair in his home town or district. It is a community gathering and if all do their share it can be made most interesting and profitable. No one can do a bigger share in making the home town fair a success than the merchants and to their credit it may be said that in most cases they "do their bit."

HELPING SAVE COAL

IT is estimated that at least one million tons of coal will be saved each year by an order which went into effect this week across the border eliminating the manufacture of the carbon filament electric lamps. Tests prove that these lamps were using up too much electricity which it took coal to produce and as a result there will be no more carbon lamps. This step will likely be followed in Canada very shortly. Another move that Canada is falling in line with is the conserving of the gasoline supply. Across the line millions of gallons are being saved by cutting out pleasure car driving on Sundays. The machinery is now in motion in Canada for putting similar measures into effect and an announcement is expected next week. The authorities will have public opinion strongly behind them in both these measures of conservation. Thrift is one of the many valuable lessons that we are learning gradually but unmistakably through the war.

EDITORIAL BRIEFS

MANY owners of automobiles in various parts of the province are complaining bitterly because garage men are closing on Sundays and it is impossible to get supplies of oil, gasoline and other things required. Car owners who have started out find themselves stalled frequently in some city or town because they cannot get any more gas and they have to remain until Monday morning. This involves loss of time and money for them. On the other hand the garage owners claim that they have just as much right to live in a civilized manner as any other people and that they are entitled to one day in the week to rest. In the meantime the garage man seems to have decidedly the best of the argument as he is his own boss and can close on Sundays if he wants to.

THE great drive of the Allies has now assumed proportions which exceed even the dreams of the most optimistic and which two months ago would have been considered an absolute impossibility. So much has happened in the past six weeks that people are now ready to hear almost anything, even that peace may be proposed.

EVENTS IN THE TRADE

Business Changes

Fort William, Ont.—The Coslett Hardware Company has been dissolved and will be continued by W. R. Coslett.

Trade Notes

Dale E. Andrews has been appointed advertising manager of the Sharples Separator Company, of West Chester, Pa.

Mr. Andrews studied agriculture and dairying at the Iowa State College of Agriculture at Ames. He succeeds Astolf Levin.

The Easy Washer Co., Clinton Place, Toronto, manufacturers of Easy electric washing machines, are making an extension of their main plant.

The Clements Manufacturing Co., 78 Duchess Ave., Toronto, has purchased a nickel plating outfit and will do its own nickel plating in the manufacture of Cadillac vacuum cleaners.

Landers, Frary & Clark, Inc., New Britain, Conn., manufacturing plumbers' brass goods, kitchen hardware, etc., has acquired the plant of the National Spring Bed Company, and will use it for the production of war materials.

The Louis McLain Co., Winnipeg, manufacturers and jobbers of aluminum ware and kitchen utensils, have appointed Barney Green, Toronto, and Jos. Gorman, of Kitchener, to represent them on the road in Ontario. Mr. Green was formerly with Alter Bros. & Co., Toronto.

E. E. Wilson, president and general manager of the Auto Specialties Co. of Hamilton, fractured his right arm while cranking his car on Saturday evening at the Canadian National Exhibition in Toronto. He was starting for home when the accident occurred.

Between 700 and 800 tons of the crude oil which was being carried on the steamer Lake Manitoba, which was burned at the Imperial Oil Company's wharf in Montreal recently, will be saved. An examination of the boat showed that the oil was uninjured.

At a meeting of the Board of Directors of the Hercules Rubber Co. held at Brampton, Ont., it was reported that the firm's factory will soon be completed. President J. A. Campbell of Toronto and Mr. Glenn have gone to Akron, Ohio, to purchase rubber making machinery.

George H. Orme has secured a controlling interest in the Canadian Engines Co. of Dunnville, Ont. The manufacture of gas engines will be discon-

tinued and the plant has been leased to the Ontario Tool Co., composed of G. H. Orme, and T. J. McCutcheon of Dunnville, and Max Yates of Hamilton. Machine tools will be manufactured.

Appointed Manager Of Westwoods, Ltd.



C. W. Furrow has been appointed manager of Westwood's, Limited, Winnipeg, who have taken over the manufacturing end formerly operated by D. Ackland & Son, Ltd. Mr. Furrow went to Western Canada two years ago at the solicitation of Mr. Ackland to take charge of their factory. It was not long before Mr. Furrow realized what a wonderful future there was in the West for lines such as they were manufacturing. The business soon outgrew the plant and a new company was organized to take over the business. The factory now being operated by Westwood's Ltd. has increased facilities for manufacturing such lines as wagon sets, sleighs, harrows, and many other specialty lines that can be sold by hardware merchants, implement dealers and blacksmiths. They will sell only through the jobber, and already have business booked ahead for one year's operation.

The new manager of Westwoods Ltd. has had a most interesting career. He started life as a packer for the Pioneer Pole & Shaft Co., of Piqua, Ohio, and gradually worked his way up until he

held the position of assistant factory manager. He was with that company for fourteen years, and successfully put in operation several other plants before coming to Winnipeg.

Personals

Rev. Dr. David Strachan, former pastor of Rosedale Presbyterian Church, Toronto, is in New York, having accepted Hon. W. J. Hanna's offer of \$6,000 a year to superintend the welfare work of the employees of the Imperial Oil Co.

Montreal News

W. H. Newton, trade sales manager of the Canada Paint Co., Ltd., Montreal, is away on holidays.

A. E. Warren, buyer for Frothingham and Workman, Montreal, is taking his holidays.

A. T. Black, general manager of the Martin-Senour Co., Ltd., was a visitor to Toronto this week and he attended a meeting of company representatives.

Thos. E. Nokes, with the Norlund Novelty Co., Williamsport, Pa., was in Montreal this week and returned to the States on Wednesday.

J. H. Plow, late with the Bell Telephone Co. at Montreal, has accepted a position in the accounting department of Starke-Seybold Ltd., wholesale hardware, Montreal.

Richardson and Bureau, Montreal, have been appointed Quebec and Maritime Provinces agents for the Woodworth Corporation of Niagara Falls and will handle their line of automobile accessories.

The Martin-Senour Co. has completed additions to its plant in Montreal which will enable it to take care of a larger trade in both varnishes and other materials. They state that these improvements will extend their capacity from 25 to 30 per cent.

Will Save Steel By Eliminating Ferrules

The metal ferrules that have been used on the ends of the handles of various styles of O'Cedar mops are being eliminated. This is a move to aid conservation of steel and it is claimed that the adoption of a longer wood thread on the handle, cut deeply into the wood, will meet all requirements. The wood thread is to be cut the full diameter of the handle in future.



Pte. Ralph Newton, aged 22, of Strathroy, Ont., was killed in action while fighting with the Canadians in the recent big drive. Before enlisting in the 135th Middlesex Battalion he was employed in the hardware store of his brother-in-law, B. O. Parker, at Strathroy.

Cpl. Arthur Sands, son of Mr. and Mrs. James Sands, 412 Delaware Ave., Toronto, died of wounds received in the recent fighting. He went over with the 134th Battalion in August, 1916. He was 24 years old and prior to enlisting was employed with the Computing Scale Co. of Toronto.

Pte. Gordon Hooper is in the 1st Australian General Hospital at Rouen with gun shot wounds in the head and face. His home is at 57 Roncesvalles Ave., Toronto, and he was employed in the office of the McDonald Tinware Co. before enlisting.

Charles Haldenby, president of Pearcy Sanderson & Co., Ltd., paints and oils, Toronto, was notified Monday that his son, Gunner Norman Haldenby, was wounded in the thigh in the advance made by the Canadians. He went over with the 67th University Battery.

Corporal Thomas Ferguson, of 79 Allan avenue, Toronto, was killed in action during the recent big drive. He enlisted in October, 1916, with the Sportsmen's Battalion in Toronto and in May of last year was wounded in the head, but returned to the trenches later. Before enlisting he was with the Vokes Hardware Co. of Toronto.

Word was received on Thursday of the death in action of Pte. William R. Howarth of 222 River street, Toronto. He was 32 years old and before joining the 2nd C.M.R. was employed at the National Iron Works.

Word has also been received of the death in action of Pte. Stanley M. Egan of 141 Withrow avenue. He was 23 years old and a member of the 2nd C.M.R. Before going overseas he was with the Dunlop Rubber Co. at Toronto.

Carpet Sweepers Are Being Standardized

Announcement is made that carpet sweeper designs will be cut down in conformity with the general desire to conserve steel. The decision has been made by one of the large makers to eliminate about 40 patterns and the firm's toy line will be discontinued altogether for the present. A few of the better selling patterns will be retained and also the vacuum sweepers. Of these lines it is expected there will be an ample supply to meet the requirements.

Manila Hemp Prices Not Fixed by Board

The price fixing committee of the American War Industries Board at the request of the Philippine Government and of the Philippine Agricultural Congress, and after learning from investigation that war needs and commercial interests of the United States would not suffer, announces the immediate expiration of price fixing on Manila hemp. No evidence was submitted indicating that war needs or the interests of the people would suffer from relinquishing price control.

PAINT PRICES MAY BE DECIDED NEXT WEEK

A meeting of the paint manufacturers will be held in Montreal next week at which the question of spring prices and deliveries will be discussed. There have been many inquiries from the retailers lately regarding this matter and many firms are anxious to place their specifications now in order to secure the present prices. Some manufacturers are not encouraging this at all and the indications are that there will be an advance in prices.

This matter was also discussed at a meeting of the Ontario salesmen of the Martin-Senour Co. held in Toronto on Wednesday. The firm's representatives reported that many dealers are anxious to book ahead and that they have been asked by many just where the matter stood.

The question of the sizes of paint containers also came up for discussion but as the time for making the proposed changes was extended to December 31 no action was taken.

Fine New Warehouse For Sanderson, Percy & Co.

New warehouse accommodation has been secured by Sanderson Percy & Co., Ltd., Toronto, whose premises on Adelaide street were recently destroyed by fire. The location of the new site will be at the corner of Van Horne and Dufferin streets where at present a two-storey structure stands. A two-storey addition is to be built on the adjoining lot in such a way as to provide for expansion. These buildings, when completed, will, it is said, enable the firm to handle their business even better than before. Shipping facilities are improved as C.P.R. siding adjoins warehouse. The new building, which will be ready for occupation November 1, will be devoted to glass, with oil and turps in the basement. The offices will be in present building and warehouse accommodation

for mixed paints, etc., is also available; these will be occupied October 1.

National Hardware Assn. Will Meet in Chicago

Many hardware men from all parts of Canada and the United States are planning to attend the Automotive and Accessories Exposition to be held in Chicago, on the Municipal Pier, September 14 to 21. Thousands of automobile distributors and dealers, whose business has been reduced 70 to 80 per cent. by the recent rulings of the United States Government restricting the manufacture of automobiles, and who are faced with a possible total extinction of their new car trade next year, will also attend. The convention of the National Hardware Association will be held during the Exposition.

Outlook For Sheets Is More Hopeful Now

"The outlook for sheets, while serious, is hopeful, but as far as tinplate is concerned the future is hopeless," said N. F. Conover of Toronto, manager of the Roofers Supply Co., after returning Thursday from a trip to Washington, Pittsburg, Youngstown and Buffalo. Mr. Conover left Friday for Ottawa to discuss the situation with the authorities there and ascertain just what basis Canadian firms are on in regard to getting shipments of sheets from across the line.

"People in Canada have not yet realized," he said, "just how strongly the Americans are in this war. They are war mad now and are going to let absolutely nothing stand in the way of their helping to win the struggle thoroughly and as quickly as possible. All non-essentials must stand aside in order that every pound of material may be used for war purposes. There are some very hopeful indications in regard to the steel situation, although no one will venture to predict what the future will be. Events on the Western front in the next few weeks, it is believed, may change the whole outlook. Firms requiring steel for ships have been given every preference and many of these plants now have enough on hand to keep them running to full capacity for some time. This may result in materials being available shortly for other lines which are short and if steel can be diverted to many of them it will help conditions materially."

SCARCITY OF IMPLEMENTS

Scotland is experiencing a great scarcity of agricultural implements, and extraordinary prices are being paid for second-hand machines. At one auction sale of implements used by the East of Scotland College of Agriculture, binders, mowers and reapers brought 50 to 75 per cent. more than was paid for them originally. A hayrake that cost \$48 sold for \$105, and a fanner costing \$42.80 sold for \$116.

THE CLERKS DEPARTMENT

HOW UNCLE WALT MASON MANAGED TO "COME BACK"

Down and Out at Forty-five, the Poet of Emporia Has
Conquered His Weakness and Made a
Big Success of Life

ONE of the most vital autobiographical stories that has appeared in a long time comes in the current issue of the "American Magazine" from the pen of Walt Mason. The prose poems of Walt Mason are known the Continent over and it is most interesting to learn that Mason is a Canadian by birth and that his career has been one long, heroic struggle. However, let the poet of Emporia tell it himself.

On October 12, 1907, I arrived in Emporia, Kansas, to begin at the bottom and work up.

I was forty-five years old, and my assets consisted of the hand-me-downs I wore, an extra shirt, \$1.35 in money, and an old pony and buggy. I had no ambition, and no confidence in the future; everything of that kind had been licked out of me, and the only thing I was conscious of was a profound discouragement. The bottom had fallen out of the planetary system, so far as I was concerned.

I was not the victim of a cruel world, or a stony-hearted society. I was the victim of my own folly. I had spent all the best years of my life with the prodigal sons, holding wassail in wayside inns; and when I arrived in Emporia I was fresh from an institution in Kansas City where pickled people have the alcohol boiled out of them, and are supposed to be sent forth as good as new.

I began my newspaper career when I was twenty-two years old. Before that, for several years, I had been working on Kansas farms, where I achieved a reputation as the worst hired hand in the state. I had a mania for writing and was setting down gems of thought when I should have been currying mules or milking cows, and employing farmers don't take kindly to literary work. My one ambition was to do newspaper work; and one winter day I absconded from the farm and went to seek my fortune. I managed to get a job as telegraph editor of a Kansas morning paper; the work kept me at my desk until the cock was crowing aloof, and when the paper had gone to press the night editor, the city editor and I repaired to a little booth around the corner, where an un-moral citizen sold fire-water. There we sat until broad daylight, every morning, telling stories and quaffing the kind repenthe.

And there I acquired a taste for conviviality that stuck to me until my mane was getting gray. In those halcyon days most newspaper men were

partial to the flowing bowl. The young man who refused to look upon the wine was considered effeminate. In fact, there was a superstitious belief, in newspaper offices, that one couldn't be a good reporter unless he was a good "mixer," and he couldn't be a good mixer unless he was at all times ready to consume his share of booze. There was some foundation for this theory, in those grand old days when city councilmen were recruited from the saloon-keepers, and caucuses and conventions were held in the back rooms of grog parlors.

While this theory survived, I never had trouble getting employment. I drifted around the country from one town to another. Being of a happy-go-lucky disposition, I gave no thought to the future. Sufficient to the day was the evil, or the good, thereof. Because I seemed able to get a job whenever I wanted one, it never occurred to me that conditions might change—and I wouldn't have cared if they had. I was known in all Western newspaper offices, and one reason why I could always get employment was that I was "a hog for work" so long as I lasted. In all my experience I have known but one man who could turn out as much copy, day after day, the year round. This was Ed. Howe, of the Atchison "Globe," for whom I worked for a year and a half.

A Prolific Producer

Some newspaper proprietors considered it a blessing when I turned up; for I would turn in and write the whole editorial page, and edit the telegraph, and read proofs, and do as much as three ordinary people would do. This is not a boast. There are many editors who will endorse the statement. I always tackled a new job with a virtuous determination to cut out the fool habits for good. I was going to turn over a new leaf and be a shining example to the young. Time and again I fooled my employers as well as myself. For two or three weeks I would live like an anchorite and break all hard work records; the managing editor would raise my wages every week, and take me into his private office to tell me that if I kept up my present lick he would give me the half of his kingdom, and the hand of his daughter in marriage, or words to that effect. I had a dozen such opportunities to establish myself firmly in fine situations. But my virtuous resolves never lasted longer than two or three weeks.

I would equip myself with a good suit of clothes, and purple and fine linen, and become obtrusively respectable, and then of a sudden there would come a great longing for the gilded saloon and the company of people who drank not

wisely but too well; and then, poof! away would fly all the excellent resolutions, and I'd wake up some fine morning in a livery stable, to find that my raiment was in the pawnshop, and I couldn't remember whether it was Wednesday or the Chinese New Year.

In November of one immemorial year I was seated in a beautifully furnished editorial room, the star man of a great and growing newspaper. The managing editor thought so much of my work, and was so convinced that I had reformed for good, that he had fitted up this sumptuous office for my exclusive use. I was honored and petted in every possible way. In the following February I was shoveling snow off the sidewalks in an Iowa town to get the price of a feed and bunk.

Breaking Good Resolutions

I will give a concrete instance of this sort of experience: I blew into Denver, one cold day, shivering in a suit that would have been considered too gauzy in Florida. I was penniless and hungry, and, as I had been sleeping in box cars for two nights, I looked like something left over from a rummage sale. I went to the office of the Denver "News" and found John Arkins, who was the editor and proprietor. He knew my reputation, and considered me so amusing he laughed for an hour before handing over five dollars. Then he told me I could contribute at space rates if I wished.

I was simply overflowing with good resolutions. At last I had seen the error of my ways, and was going to abandon the husks and the swine. "Never again," said I, in ringing tones. I got a humble hall room in a cheap boarding-house, and a pad of paper and a pencil, and wrote a column or two of highly moral paragraphs. The "News" printed them next morning, and another batch next day, and in a week they formed a feature that Denver was talking about. I had letters of approval from clergymen and merchant princes, and invitations to everything.

One day Mr. Arkins called me into his private office for a heart-to-heart talk. First, he gave me an order for a suit of clothes, no price limit set, and explained that this was a present. Then he told me that my stuff promised to be of value to the paper, and if I would behave myself and abandon that conduct which had made my name a hissing in newspaper offices from Dan to Beersheba, my future was assured. The "News" didn't quarrel over wages when it found something it wanted. I assured Mr. Arkins, with tears in my eyes, that my good resolutions were like the laws of the Medes and the Persians, and also had a strong family resemblance to the Rock of Gibraltar. Thrones might crumble and dynasties crash, but my resolutions would rise triumphant above the wreck of matter.

"Go and get your suit of clothes," said Mr. Arkins, "and come around to-morrow ready for regular work."

I went forth and got the suit of clothes. I don't remember what happened after that. Two or three days later I woke up at Ogden, Utah, and I

have never known why I went there, or how I got there.

A Change of the Times

This was the sort of life I led for many years. If one is young, and has a sense of humor, such ups and downs don't matter. But one cannot always be young, and a sense of humor becomes frayed along the edges after a while.

Conditions were changing in newspaper offices and I was so busy I didn't notice it. The old superstition that a reporter should be a good mixer, and hence a competent drinker, had died the death. A red nose was no longer a recommendation when one applied for a job in a newspaper office. So, when, at the ripe age of forty-five, I found myself in that bleaching institution at Kansas City, I slowly realized that I was worse than down and out. I was a back number, a has-been. And I no longer had the resiliency of youth. I was feeling very old and humble and useless.

I wrote to editors everywhere, describing my circumstances, and offering to work for any old wage that would assure me a place to sleep and a meal ticket. I went to a daily newspaper in Kansas City and offered to write the whole editorial page for twelve dollars a week. But there was nothing doing. My reputation for unreliability was against me. Those were sickening days, when every mail brought replies from editors, explaining why they couldn't give me work, kindly trying to let me down easy. There seemed to be no place for me anywhere.

Then one weary day I picked up an old magazine and read an article by William Allen White. It was a good article, so full of humor and kindness that I thought he was a man who might understand. So I wrote to him, asking if he couldn't give me some little job on his newspaper, to carry me along until I could get something else.

In a few days I would have to leave the boiling out institution, and had no place to go. Mr. White was in Colorado, and my letter had been forwarded to him, so there was a delay in getting a reply. Somehow, I had counted on a favorable word from him, and as day after day went by, and the mail brought nothing, my hopelessness became absolute. Then, when I had ceased to expect a reply, there came a long, generous letter, telling me to go to Emporia and make myself useful until he returned home, and then we'd discuss ways and means together.

I believe that was the gladdest hour of my life. You have to be down and out and well stricken in years, and ashamed that you are alive, to understand the joy of having one more chance.

And so, one October evening, as the sun was slowly sinking behind the western hills, a solitary horseman might have been seen pushing his jaded steed into Emporia. The next morning I reported for work at the "Gazette" office, and a small corner was cleared for me in Mr. White's private office.

I have said that I had a reputation as "a hog for work," and I lived up to it now. Work had become a sort of passion with me. It enabled me to forget for a while that I was forty-five, and dead broke, and starting in again at the foot of the ladder, in worse shape than when I first entered a newspaper office. I was a superfluity in the "Gazette" office; there was no real place for me; a place had been made, just to give me a chance, and of course the wages were small.

Making Good in Emporia

But I wrote so much stuff the printers were in a panic; and I was at my job by sunrise, and worked at it in the evening by lamplight. After two or three weeks Mr. White came home, and I'll never

forget his hearty greeting. I had never seen him before, but he acted as though I were the long-lost Charlie Ross.

"You've been writing wonderful stuff, Walt," he cried. "Come up to my house to-night. I want to have a talk with you."

I went, and we had the talk, and my wages were raised, and I was assured that there was a place for me on the "Gazette" as long as I wanted it. This was balm in Gilead.

ONTARIO FALL FAIRS

The following list of Fall Fairs has been issued by the agricultural societies branch of the Ontario Department of Agriculture, Toronto:

Aberfoyle	.....Oct. 1
Abingdon	.....Oct. 11-12
Acton	.....Sept. 24-25
Agincourt (Scarboro)	.....Sept. 24-25
Ailsa Craig	.....Sept. 19-20
Alexandria	.....Sept. 10-11
Alfred	.....Sept. 24
Alliston	.....Oct. 3-4
Alvinston	.....Oct. 8-9
Amsterburg	.....Sept. 30-Oct. 1
Ancaster	.....Sept. 24-25
Arnprior	.....Sept. 17-19
Arthur	.....Sept. 24-25
Ashworth	.....Sept. 27
Atwood	.....Sept. 17-18
Avonmore	.....Sept. 17-18
Aylmer	.....Sept. 26-27
Ayton	.....Sept. 18-19
Bancroft	.....Sept. 26-27
Barrie	.....Sept. 16-18
Bayfield	.....Oct. 1-2
Baysville	.....Oct. 3
Beachburg	.....Sept. 23-25
Beamsville	.....Sept. 20-21
Beeton	.....Oct. 8-9
Belleville	.....Sept. 2-3
Berwick	.....Sept. 16-17
Binbrook	.....Oct. 7-8
Blackstock	.....Sept. 24-25
Blenheim	.....Oct. 3-4
Blyth	.....Sept. 23-24
Bobcaygeon	.....Sept. 25-26
Bolton	.....Sept. 30-Oct. 1
Bothwell's Corners	.....Sept. 19-20
Bowmanville	.....Sept. 17-18
Bradford	.....Oct. 10-11
Bracebridge	.....Sept. 26-27
Brampton	.....Sept. 20-21
Bridgen	.....Oct. 1
Brighton	.....Sept. 12-13
Brinsley	.....Oct. 8
Bruce Mines	.....Sept. 25
Brussels	.....Sept. 17-18
Burk's Falls	.....Sept. 26-27
Burford	.....Oct. 1-2
Burlington	.....Thanksgiving Day
Caledon	.....Sept. 27-28
Caledonia	.....Oct. 10-11
Campbellford	.....Sept. 24-25
Carp	.....Oct. 24-25
Castleton	.....Oct. 1-2
Cayuga	.....Sept. 24-25
Centerville	.....Sept. 14
Charlton	.....Sept. 17-18
Chatham	.....Sept. 17-19
Chatsworth	.....Sept. 12-13
Chesley	.....Sept. 17-18
Clarence Creek	.....Sept. 19
Clarksburg	.....Sept. 17-18
Cobden	.....Sept. 26-27
Cobourg	.....Oct. 1-2
Cochrane	.....Sept. 26-27
Coiborne	.....Sept. 16-17
Coldwater	.....Sept. 24-25
Collingwood	.....Sept. 18-19
Comber	.....Sept. 27-28
Cookstown	.....Oct. 1-2
Cooksville	.....Oct. 2
Cornwall	.....Sept. 5-7
Courtland	.....Oct. 3
Delaware	.....Oct. 9
Delta	.....Sept. 16-18
Demorestville	.....Sept. 28
Desboro	.....Sept. 19-20
Dorchester Station	.....Oct. 2
Drayton	.....Oct. 1-2
Dresden	.....Sept. 26-27
Drumbo	.....Sept. 24-25
Dryden	.....Sept. 26
Duffchurch	.....Oct. 4
Dundalk	.....Oct. 2-3
Dungannon	.....Oct. 3-4
Dunnville	.....Sept. 19-20
Durham	.....Sept. 24-25
Elmira	.....Sept. 20-21
Elmvale	.....Sept. 24-25
Embro	.....Oct. 3
Emo	.....Sept. 19-20
Emsdale	.....Sept. 24-25

Englehart	.....Sept. 19-20
Erin	.....Oct. 9-10
Essex	.....Sept. 17-19
Fairground	.....Oct. 1
Fenelon Falls	.....Sept. 13-14
Fenwick	.....Sept. 24-25
Fergus	.....Sept. 26-27
Feversham	.....Oct. 1-2
Flesherton	.....Sept. 26-27
Florence	.....Oct. 3-4
Fordwich	.....Oct. 5
Forest	.....Sept. 26-27
Fort Erie	.....Sept. 25-26
Fort William	.....Sept. 17-19
Frankford	.....Sept. 19-20
Frankville	.....Sept. 19-20
Freelton	.....Thanksgiving Day
Galetta	.....Sept. 25-26
Georgetown	.....Oct. 2-3
Glencoe	.....Sept. 24-25
Goderich	.....Sept. 25-27
Gooderham	.....Oct. 3
Gordon Lake	.....Sept. 27
Gore Bay	.....Oct. 2-3
Grand Valley	.....Sept. 19-20
Gravenhurst	.....Sept. 19-20
Haliburton	.....Sept. 26
Hanover	.....Sept. 26-27
Harrison	.....Sept. 26-27
Harrow	.....Oct. 8-9
Harrowsmith	.....Sept. 19-20
Hepworth	.....Sept. 17-18
Highgate	.....Oct. 11-12
Holstein	.....Sept. 24-25
Huntsville	.....Sept. 24-25
Hymers	.....Sept. 21
Ilderton	.....Sept. 27
Ingersoll	.....Sept. 30-Oct. 1
Inverary	.....Sept. 11
Ivon Bridge	.....Oct. 5
Jarvis	.....Oct. 7
Kagawong	.....Oct. 4
Keene	.....Oct. 2
Kemble	.....Sept. 26-27
Kemptville	.....Sept. 5-6
Kenora	.....Sept. 5-6
Kilsyth	.....Oct. 3-4
Kingston	.....Sept. 24-27
Kinmouth	.....Sept. 12-13
Kirkton	.....Oct. 3-4
Lakefield	.....Sept. 17-18
Lakeside	.....Sept. 26
Lambeth	.....Sept. 25
Lanark	.....Sept. 10-11
Langton	.....Oct. 12
Lansdowne	.....Sept. 15-16
Leamington	.....Oct. 2-4
Lindsay	.....Sept. 19-21
Lion's Head	.....Oct. 3-4
Listowel	.....Sept. 19-20
Lombardy	.....Sept. 7
London (Western Fair)	.....Sept. 6-14
Mayberly	.....Sept. 25
Madoc	.....Oct. 1-2
Magnetawan	.....Sept. 24-25
Manitowaning	.....Sept. 26-27
Markdale	.....Oct. 8-9
Markham	.....Oct. 3-5
Marmora	.....Oct. 1
Marshallville	.....Sept. 8-9
Massey	.....Oct. 2-3
Matheson	.....Sept. 24-25
Mattawa	.....Sept. 25-26
Maxville	.....Sept. 26-27
McDonald's Corners	.....Sept. 27
Meaford	.....Sept. 26-27
Melbourne	.....Oct. 11
Merlin	.....Sept. 19-20
Merrickville	.....Sept. 17-18
Metcalfe	.....Sept. 17-18
Middleville	.....Oct. 4
Mildmay	.....Sept. 16-17
Millbrook	.....Oct. 3-4
Milton	.....Oct. 8-9
Milverton	.....Sept. 26-27
Minden	.....Sept. 24
Mount Brydges	.....Oct. 4

WILL RECLAIM OLD CARS

The Baltimore and Ohio Railroad is building a large reclamation plant in Cumberland, Md., with the approval of the Government. All damaged or condemned steel cars on the Baltimore and Ohio system will be taken there and dismantled, and the good parts reclaimed and distributed to other parts of the road.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

THE COMPOSITE HEATER

A new heater which it is claimed has all the cooking and baking powers of a range is being put on the market by the Beach Foundry Co. of Ottawa. The idea and design of the "Composite," as the new line is known, are original with the manufacturers, and they are securing patents and registrations in Canada and the United States. The heater is made for burning either coal or wood and it is claimed that it is a genuine space economizer. It has four 8 in. or four 9 in. cooking holes with one sectional reducing lid, a cooking top with side shelves, large inside oven and a



Composite Heater

cylindrical fire box 17½ in. deep and 11 in. in diameter. It has a tiled panel, the side shelves are removable, a rolling damper is claimed to give perfect control of the oven heat, the oven is insulated and is provided with the five flue system which it is claimed assures even heat. It is claimed that the "Composite" is very economical on fuel.

A UTILITY ENAMEL

There is a big need for an all-round utility enamel which motorists may use for retouching all shabby metal parts of

an automobile and that will be satisfactory for painting the engine. It should be air-drying for retouching work and possess heat-baking qualities that in-



Norwesco Utility Black

sure satisfactory results when applied on an engine.

After several months of testing and experimenting the Norwesco Laboratories have added to their line of chemical specialties "Norwesco Utility Black," a black enamel designed for retouching all metal parts of an automobile such as the lamps, hood, radiator, and fenders, and also for painting the engine. It is claimed it will dry hard and glossy in about one hour. The enamel is made in two sizes—pints and half pints—which retail for \$1.00 and 60c respectively.

Norwesco Utility Black is manufactured by the Northwestern Chemical Company, Marietta, Ohio.

VALVE GRINDING COMPOUND

For some time the Carborundum Company has been endeavoring to design a can for valve grinding compound to contain two or more grits which would be an improvement on any type of container at present on the market. Its efforts have been rewarded, it is claimed, in the production of a flat oblong can 4 in. long, 2 in. wide and 1 in. high, such as here shown. This can is arranged to contain fine and coarse compound, two ounces of each, and the tin partition in the center keeps the two grades separate. The company claims this can is the best package that has been offered, both from a shipping and



Valve Grinding Compound

stocking standpoint as well as that of the ultimate user, who, it is stated, will always find it right side up and have the two grades handy for instant use.

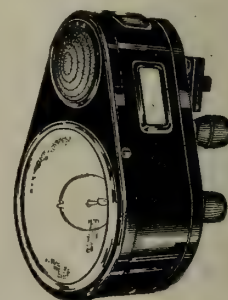
KING SAFETY TAIL LIGHT

As the result of an accident near Denver, the King Safety Tail Light was patented and after much experimental work it was put on the market in its present form.

The King Safety Tail Light is a combination flood light and regulation tail light in one compact lamp and replaces the regulation tail light now furnished on cars and it is claimed is a real preventative of accidents when backing an auto in or out of a garage or turning and backing on narrow or unknown country roads.

It is also used as a traffic signal for city driving when turning to the right or left or when stopping in traffic.

The King Safety Tail Light has two bulbs, one for the regulation tail light which is on the same circuit with the



King Safety Tail Light

head, side or dash lamps; the other is an independent white flood light with a separate control switch which is located at the most convenient place for the driver. The light is four inches in diameter, which throws a beam about 25 feet on each side of the car and almost at right angles and to a depth of about 50 feet, thus providing sufficient illumination whenever it is necessary to back at night.

The King Safety Tail Lights are made in both single and double contact and are very durably made of cold rolled steel, beautifully finished in baked-on black enamel and have a bracket that will fit practically all of the makes of cars in use to-day. They are handled in Canada by the Canadian Fairbanks-Morse Company, Ltd., of Montreal.

Solving Canada's Housing Problem

Hardware Men Much Interested and Urge That Necessary Legislation be Enacted to Provide For Good Types of Building and to Make Slums Impossible—Lessons For Canada in What England is Doing to Meet Shortage of Homes

HARDWARE men are following with no small interest the working out of the housing problem which is becoming constantly more acute throughout the Dominion. This is a condition that has got to be met regardless of the war. Whether the war ends this year or three years from now we shall still have the same problems to face. While up to the present there has been a great deal of talk, very, very few really practical suggestions have been made and it seems altogether likely that Canada will have to follow the lead of England and put it up to the Government to solve the difficulties. Up to the time the war broke out the great percentage of the new homes in Canada, particularly those occupied by working men, were built by speculators. Now, owing to the high costs of materials and the more attractive interest rates they can obtain in other fields the speculators are doing little building. In the meantime from all parts of the Dominion complaints are being received that there are no houses available and that the

rents for those that are built are outrageous.

Can Do Good Work

"No matter who handles the building problem, the Government or various civic housing commissions, there is one thing they should do and that is make the slum a thing of the past," said one hardware dealer in discussing the situation with **HARDWARE AND METAL**. "Canada can learn a big lesson from England and the older countries in this. A little attention to building by-laws and it will be an absolute impossibility for the Canada of the future to have 'slum' sections such as are common in many large cities. In a great big country like this there is no need of people living in congested quarters and in dark rooms that breed tuberculosis and other diseases. Those who are planning industrial housing on a large scale should deal with this matter so effectively that Canada will never be cursed with slums and by doing it now a great national health menace can be removed."

Just how serious a menace this is may

be gathered from figures obtained from American military authorities who state that approximately 66 per cent. of the youths of draft age, that is from 21 to 31 years old, in the big cities were found physically unfit. They blame improper housing conditions for most of the trouble.

What They Are Doing

Building of houses in England has practically ceased since the war began. In France it has not only ceased but tens of thousands of good homes have been reduced to heaps of rubbish and ashes by the high explosives of the Huns. Both England and France face an enormous construction program after the war and they are beginning now to set about dealing with it. England right now, according to a conservative estimate recently made, needs one million new houses. It is estimated that in ten years two million will be required. The speculative builder certainly cannot be relied upon to furnish these houses and it is questionable whether he would be



From now on sporting goods, especially guns for the hunters, should be prominently displayed. An arrangement such as is illustrated above will boost sales and arouse keen interest.

allowed to in any case. The type of house he has put up in the past does not appeal to the people of to-day who want something better.

Taking Question Up

The British Labor Party in its reconstruction program has made the housing question one of its chief planks. It says: "In order to prepare for the possibility of there being any unemployment, either in the course of demobilization or in the first years of peace, it is essential that the Government should make all necessary preparations for putting instantly in hand, directly or through the local authorities, such urgently needed public works as the rehousing of the population alike in rural districts, mining villages and town slums, to the extent possibly of a million new cottages and an outlay of £300,000,000 (\$1,500,000,000).

This is a vast program but the British Government has recognized that it is an urgent one and is taking it up. One of the interesting proposals that has been put forth is that the Government build after the war 100 model towns of the Garden City type. Manufacturers interested in the efficiency of British industry, working men and working women who want better surroundings, agriculturists seeking a reconstruction of the rural system, returned soldiers who want to live under changed conditions and other people are being urged to support this move and are doing so in large numbers.

Up to Government

Ewart G. Culpin, secretary of the Town Planning Association of England, stated in connection with an "After the War Housing Policy" that "It seems to be agreed that the housing of the future will not be undertaken by private individuals. The only alternative is for local authorities, large manufacturers, specially organized commissions or the Government to do this work. During the war the building of houses, except in a few munition areas, has practically stopped and overcrowding has reached an intolerable point. Everyone recognizes that the moment the war is over the building industry must be set to work to make up the shortage. Everyone agrees also that in the organization and financing of these housing activities the State will be called upon to take a decisive part."

Losing No Time

England fortunately is alert to the situation, and in thorough British fashion is thrashing out now in anticipation of her hour of need the questions that must be considered before a start can be made. When the time comes for action she expects to be ready to start promptly. She is even going further. She is considering the establishment for soldiers of "Heroes' Villages." These are planned along the garden city line and will provide comfortable homes for men who have given their best for the Empire. There is a vast army of wounded and disabled men to be provided for and the Government apparently does not consider it either wise or just to send

the disabled man, who has learned to know the joys of outdoor life by his experiences in the army, into smoky cities or congested quarters. At the present time no less than 87 commissions in England are preparing reports upon after-the-war housing.

Coming to Canada

The conditions that England is facing are in a proportionately lesser degree the conditions in Canada. The Dominion right now and apparently for some time to come is facing the most acute housing shortage in its history. Many of the leading men in the financial world predict great things for Canada after the war. They predict the greatest tide of immigration that has ever come to this country. They predict for Canada a large and ever-increasing share of the world's commercial trade. They predict that the development of Canada's vast and so almost untouched natural resources will mean a period of prosperity that will be unbroken for many years. If any or all of these predictions materialize it means that Canada will have more people to house than ever.

Other Phases Too

The war has taught us many things already. It has taught us thrift. It has taught us a new respect for food. It has given us a new view on the importance of rural life. It seems certain that many things that the Government never did in the past it will have to do better after the war. State control seems to be the only means of meeting many problems because it can be done in this way with minimum waste and maximum efficiency and on a scale that no individual or private corporation could undertake. Just now it appears that the Canadian housing problem will be one of these.

There is another angle to this, too. A few days ago the Ontario League for Fire Prevention was organized in Toronto. If the program of this organization is followed out it will make for better building. In all this the hardware men, paint manufacturers, makers and sellers of roofing, glass and other commodities are keenly interested and can do good work by making suggestions that will result in laws being formed which will make it impossible to build cheap, undesirable houses.

Brass Manufacturers To Speed Production

At a conference between the chairman of the War Industries Board and brass manufacturers of the United States, the manufacturers promised full co-operation with the Government officials in plans to speed up the rolled brass mills production to cure a shortage in the supply of essential war material such as shells, cartridges, condenser tubes, etc.

Plans suggested to this end were:

1. Each mill to take its full share of Government business.
2. Each mill to take work best suited to its equipment.

3. Cut off all nonessential uses of the products in which there is a shortage.

4. Determination by the manufacturers to get out the product in the face of obstacles—in other words, to work up to full capacity.

The chief difficulty in the way of maximum production, it developed, was shortage in labor. It was stated that with 9,600 additional unskilled laborers the mills could increase their output 33 1/3 per cent. Theoretically there is mill and machine capacity to meet demands, but full capacity is seldom attained at a mill. A number of plants are installing additional facilities, and the output of such plants will be increased shortly.

The cutting out of nonessential uses of the particular products needed in the war program was urged as a necessary move in the plan to give some relief immediately to a situation that is serious. This part of the program to prevent shortage in war material will be taken care of later by the War Industries Board, and the manufacturers pledged their best efforts to get the greatest production from their mills. Their gross production is now figured at about 2,910,000 pounds per day. An increase of a third would give a production of 3,388,000 pounds per day, while the gross demands, according to latest figures, are about 4,685,000 pounds per day.

HARDWARE LETTER BOX

Paper Overseas Boxes

Will you please inform us who makes paper boxes suitable for sending overseas?—O. B. Henry & Co., Drayton, Ont.

Paper overseas boxes are made by Adams Cellboard Co., Toronto; Martin Corrugated Paper and Box Co., Toronto; Hinde & Dauch Paper Co. of Canada, Ltd., Toronto.—Ed.

Hand Cultivators and Seeders

Please send us list of manufacturers of hand cultivators and seeders.—R. T. Holman Ltd., Summerside, P.E.I.

As per your query of August 26, you will find below list of manufacturers of hand cultivators and seeders: Maple Leaf Harvest Tool Co., Tillsonburg, Ont.; Smith Cultivator Co., Listowel, Ont.; C. S. Norcross & Sons, Bushnell, Illinois; Tudhope, Anderson Co., Ltd., Orillia, Ont.; Cronk & Carrier Mfg. Co., Elmira, N.Y.; Verity Plow Co., Brantford, Ont.; Welland Vale Mfg. Co., St. Catharines; Oliver Chilled Plow Co., Hamilton; Bedford Mfg. Co., Bedford, Que.; Noxon Co. Ltd., Ingersoll, Ont.; Pull Easy Mfg. Co., Waukesha, Wisconsin; Massey-Harris Co., Toronto; Humphrey & Sons, Joliet, Illinois; Frost & Wood Co., Smith's Falls; C. O. Jelliffe & Co., Southport, Connecticut; Bateman Wilkinson Co., Ltd., Toronto; Ames Plow Co., Boston, Mass.; Cockshutt Plow Co., Brantford; Columbia Planter Co., Springfield, Ohio.—Ed.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

STIFF advances have been made in sharpening stones of various kinds during the week. The lines embrace scythe stones, combination stones, oil slips, pocket stones, razor hones, knife sharpeners and tool grinders, the price changes ranging from about 10 to 25 per cent. higher.

Horse shoes of all kinds have advanced 50c per keg. Horse shoe nails is another item which has taken on a similar revision upward, the new prices being up 50c per box of 25 pounds. These two items illustrate tendencies in manufactured iron and steel products which are faced with question of diminishing supplies, and an increasingly heavy overhead expense, due to labor costs and curtailed production.

Galvanized sheets have advanced another \$1 per 100 pounds in some quarters, and black sheets are up 50c per 100 pounds. Conditions as regards supplies show no improvement, and stocks in the majority of jobbers' warehouses are badly broken up. Manufacturers of sheet metals are holding flat stocks to take care of emergency orders, as their supplies, if turned into regular channels, would be used up too quickly, with little opportunity for immediate replacement.

Sharp advances in raw cotton during the week will undoubtedly have a bearing on quotations of cotton twines of various kinds. A higher level of prices on wrapping twine, sash cord, mason's lines and chalk lines is looked for under existing market conditions. October 1 is probable date for change to be made, though developments in the meantime may bring this about sooner.

One decline has been made during the week. Manufacturers of tap soles have changed the sizes of men's somewhat in an endeavor to conserve leather, and effected a reduction in prices of about 5 per cent. No change in women's or boys' taps has been made.

Ready roofing has been changed to higher levels, advances ranging from 10c to 25c per square. Cistern pumps is another line to follow the upward trend of prices, and quotations are about 10 per cent. higher. Farriers' tools, including driving, turning and rounding hammers, pincers and cutting nippers, record a 10 per cent. advance.

An increase of 25 per cent. in wages of moulders will have a bearing on prices of stoves and ranges, though new prices have not yet been named. Orders for stoves are going forward freely, and when business on hand is taken care of, it is said stocks will be pretty well depleted.

New prices have been named on sprayers and seeders for spring delivery, quotations being higher than opening prices last year. Silver-plated ware, razor blades, saw sets, sash weights, and roofing nails are other lines to advance during the week.

MONTREAL MARKETS

MONTREAL, Aug. 5.—Changes for the week include advances for the Potts iron handles, flashlight bulbs, cast steel, food choppers, horse and sheep clippers and horse nails.

Cotton goods, it is thought, are due for another advance at once also. Increases were made in wrenches of agricultural, machinist and pipe varieties. Sharpening stones are higher, too, and wire

solder is a bit lower. Interesting developments have required the elimination of many styles of carpet sweepers. The need of the hour calls for curtailment of some cutlery lines and a withdrawal of price quotations. Alarm door bells and all kinds of gongs are scarce and cannot be imported. It is possible that further advances will soon be made in the price of wash boards. It is expected the price of ingot tin will be fixed ere long. Labor advances are such as to presage another advance for stoves and heaters, the moulders receiving an increase of 25 per cent. this week in wages. The tendencies on many lines are firm. Lubricating oils advanced one to three cents a gallon as noted elsewhere.

Pocket Cutlery, Razors And Shear Prices Off

Montreal.

CUTLERY, RAZORS, SHEARS.—Necessity has required that quotations be withdrawn on various lines of scissors and shears, razors and pocket knives. A large United States maker of these goods informed the trade that they would accept orders only on condition that the buyer was willing to accept these on the basis of prices ruling at date of shipment. Lines also would be much reduced in accordance with the program of the War Trade Board of the United States.

New Horse Clipper Prices Show Advance

Montreal.

HORSE CLIPPERS.—New prices are out on horse clippers and clipping machines. These apply to Stewart make and are as follows: No. 2, \$19 list; No. 1, \$13; No. 8, sheep shearing machine, \$16.25, and No. 9, \$19. Attachments for the sheep shearing style are listed at \$12 and for the horse clipping style \$9. The discount applying in all cases is 25 per cent.

Food Choppers Revised; Flashlight Bulbs Up

Montreal.

FOOD CHOPPERS, LAMPS.—Changes in the price of Universal food choppers are made. In some instances these call for a slight advance and in others the change is the other way. No. 0 are now \$19.25 per doz.; No. 1, \$23.30; No. 2, \$28.35, and No. 3, \$36.45. Flashlight bulbs also are higher and are now quoted at \$23 per 100 with 35 per cent. discount in unit packages and 25 per cent. in broken lots.

Sad Iron Handles Up; Tap Sole Sizes Changed

Montreal

SAD IRON HANDLES, TAP SOLES.—Advances are made in the price of Potts iron handles. The former price was \$25.30 per gross and the new is \$27.25. A new arrangement has been made which will eliminate certain sizes and numbers of tap soles. This will be adopted to conserve material and those wanting larger sizes for men can now get them in assorted dozens of Nos. 9, 11, 13. These will be sold at 10 per cent. over list in assorted pairs.

Sharpening Stones Higher; Various Lines Wrenches up

Montreal

STONES AND WRENCHES.—Advances are made in the price of various wrenches. The "regular" line of agricultural wrenches are now selling at 30 to 33 1-3 per cent. from list. Pipe wrenches are quoted at 45 and 50 per cent. from list and machinists' 20 per cent. advance on list. W. & B. knife handle wrenches also are up and selling at 25 per cent. advance on list. The full line of carborundum stones is advanced with varying increases applying, these running from 15 to 25 per cent.

Plumbing Oakum Up; Also Horse Nails

Montreal.

OAKUM, HORSE NAILS.—There is a stronger feeling in oakum and in one quarter the price is advanced to 10c per lb. Horse shoe nails also are advanced through a change in the list and the new list prices for M. R. M. brand are as follows: No. 3, \$78.00 per 100 lbs.; No. 4, \$38; No. 5, \$18; No. 6, \$17; Nos. 7 and 8, \$16, and No. 9 and up, \$15. This advance is equal to \$2 advance in each case.

Moulders' Wage Advance May Move Stoves Higher

Montreal.

STOVES, WARES, ETC.—Although advances were made last week in price of stoves and ranges, the necessity of the moment has required that this also be applied to heaters, which take on an advance of five per cent. It has been necessary to make a further advance in wages to the moulders in some plants and this will very probably call for an immediate, or in any case an early, revision of prices on both stoves and ranges. The outlook is for higher prices here and what these advances may be is indicated in the above advance in wages. The dealer who secures his supplies early will doubtless have an easier feeling than the one who defers his purchasing.

More Probability Rope Changing Than Before

Montreal.

ROPE AND CORDAGE.—For a long time there has been a steady and unchanged basis on rope. This has been a result of the control exercised by the

War Trade Board of the United States. It is now understood that this control having been relinquished, there may be a less restricted trading and there is just the possibility of prices being somewhat revised. With a general heavy demand on the North American continent for manila hemp there is probably reason to expect a maintenance of the present price basis, notwithstanding, and if there should be a change it will perhaps call for revision upward. In the meantime conditions as to trading and price are unchanged, with sisal rope selling at 27½c base per pound; pure manila 39c, and British manila 33c.

Coal Oil Movement Fair; Gasoline Steady

Montreal.

GASOLINE AND COAL OIL.—There is still a steady and strong demand for coal oil and the use of many oil stoves is responsible for this. Gasoline moves along in accustomed brisk fashion and the stocks of both these commodities are ample to meet all present requirements. Prices are steady but unchanged, with motor gasoline quoted 34c per gallon, Royalite coal oil 19c, and Electrolite and Palacine are 22c per gallon.

Lubricating Oils Are Marked Up 1 To 3 Cents

Montreal.

LUBRICATING OILS.—The position on lubricating oils has firmed considerably and the average of advance just made is from one to three cents per gallon. Some of the new prices are as follows: Atlantic red engine oil 34½c per gallon; Solar red 36½c; Renowned Motor 39½c; Standard gas engine 41½c; Capital cylinder oil 55½c; Ebony cylinder 50½c; Local cylinder 34½c; Eldorado Castor machine 37½c; Eldorado engine, 36½c. These prices are at once effective to the trade.

Both Wire and Wire Nails Hold Firmly

Montreal.

WIRE AND NAILS.—With a better condition as to demand prevailing both in city and country, nails are moving out freely. There is still a steady and firm undertone, and standard wire nails are selling at the base price of \$5.35 per 100 pounds. Cut nails are slow and unchanged at \$5.60. Standard smooth steel wire is moving in a limited way and the price is \$6.25 per 100 pounds base.

Interest In Steel Sheets As To Supply

Montreal.

STEEL SHEETS AND PLATES.—There is still an admitted anxiety regarding sheets, for the stocks in jobbers' hands are not very large, particularly of certain gauges. This will continue to be the case, for with production already large the availability of sheets for trade needs is confined by the restrictions imposed against import. Favorable prices still may be had as will be noted below.

BLACK SHEETS—
10 gauge \$9 75-\$11 50

12 gauge	9 75	9 65-	11 00
14 gauge	8 25	9 00-	7 95
16 gauge	8 35	9 15-	8 00
18-20 gauge	8 60	9 25-	8 05
22-24 gauge	8 75	9 60-	8 10
26 gauge	9 70	9 75-	8 15
28 gauge		9 90-	8 25

GALVANIZED SHEETS—

10½ oz.	\$10 00	\$10 50-	\$10 75
28 gauge	10 20	10 25-	10 40
26 gauge	9 90	10 00-	10 10
22 and 24 gauge		9 75-	9 90
20 gauge		9 60-	9 70
18 gauge		9 45-	9 70
16 gauge		9 35-	9 55

NOTE.—These prices are for full bundles, an extra charge of 25c per 100 lbs. is made for broken lots.

Iron and Steel Sell; Cast Steel Moved Up ½c

Montreal.

IRON AND STEEL.—The feature of the week is that of an advance in the price of Black Diamond steel which is now 20½ to 21c per pound. There is a very good movement of other lines and the only feature looming up with the advance of the season is that of the possibility of supplies being curtailed. Already there is some trouble experienced in getting what is required of some sizes.

Common bar iron, per 100 lbs.	\$4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 - 0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20½-0 21

Wire Solder Reduced; Other Products Steady

Montreal.

LEAD PRODUCTS.—There is not a large movement of lead products at the present time and some of these are very slow. The only change of the week is that of a reduction in the price of wire solder, which, for the 40-60 grade is selling at 57c per pound, and for the 45-55 to 62c. This is adjusted in accordance with the easier situation that recently developed on tin.

Lead pipe, lb.	0 15
Lead waste pipe, lb.	0 16
Lead traps and bends	Net-list
Lead wool, lb.	0 14
Lead sheets, 2½ lb. s. ft., lb.	0 14½
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 14½
Lead sheets, 4 to 9 lbs. sq. ft., lb.	0 13½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra.	
Solder (guaranteed)	0 60
Solder, strictly, lb.	0 55
Solder, commercial, lb.	0 50½
Solder, wiping, lb.	0 50½
Solder wire (8 gauge)—	
40-60	0 57
45-55	0 62
Zinc sheets, casks	
Do., broken lots	

Old Rubbers Are Down Scrap Metals Steady

Montreal.

OLD MATERIAL.—There is a change this week in the quotations buyers are making for old rubbers. From 7½ to 7¾c is the best buying price now and the movement is limited. Reductions also are made for overshoes and automobile tires. The scrap iron and other metals as well as lead and zinc are quite unchanged.

Tea lead	0 06½	
Heavy lead pipe	0 07½	
Yellow brass	0 14½	
Red brass	0 23½	
Light brass	0 08	
Scrap zinc	0 06½	0 06¾
Heavy copper	0 24½	0 24½
Wrought iron, No. 1, per gr. ton	26 00	27 00
No. 1 machinery cast	38 00	40 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	26 00	25 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes.....	0 07½	0 07¾
Overshoes, lumbermen's rubber boots		0 05
Bicycle tires	0 04½	0 05
Automobile tires	0 04¾	0 05

Tin Price May Be Fixed; Ingots Quiet

Montreal.

INGOT METALS.—With a fair amount of business for some lines and a very limited amount of trade passing in others ingot metals are devoid of special interest. Lead and copper both are firm.

COPPER.—The movement is fairly good and the price remains steady and unchanged at 30 to 31c per pound.

TORONTO MARKETS

TORONTO, September 5.—Very many important changes have been put into effect during the week, including silver-plated ware, cistern pumps, sprayers, feeders, farriers' hammers, pincers and cutting nippers. In addition to these lines another change has been put into effect on galvanized sheets, the 28 gauge now being quoted at \$11 per 100 pounds. Sharpening stones, including scythe, combination and pocket stones, in addition to razor hones and knife sharpeners, have been revised upwards. One line has declined during the week, namely, men's tap soles; there has been no change made in women's or boys' soles. Fall lines are moving forward very freely and jobbers report a splendid volume of business being transacted.

Silver Plated Ware Goes to Higher Levels

Toronto.

SILVER-PLATED WARE.—A revision upwards has been made in Rogers Bros. 1847 silver-plated ware during the week. The new price on the dessert size knife and fork, round end, No. 12, in sets containing half dozen of each is \$4.75 per dozen, and on the medium knife and fork packed similarly, \$5.00 per dozen. The tipped pattern goods have also changed, dessert forks being quoted at \$7.08 per dozen, medium forks \$7.80 per dozen, teaspoons \$3.90 per dozen, dessert spoons \$7.08 per dozen, and medium spoons \$7.80 per dozen. Manufacturing costs have advanced so much recently that manufacturers feel that prices as revised are justified.

Tap Soles Register Decline of 5%

Toronto.

MEN'S TAP SOLES.—At least one

TIN.—It is expected that declines will continue to a certain point in the price of tin. On Wednesday of this week a further reduction in London was made, amounting to £10. Price fixing will perhaps follow on the part of the government. Some are even quoting as low as 89-90c for delivery in two months —permits being available.

SPELTER.—There is quite a firm position on this ingot, and while trading is limited there is no tendency to a sagging quotation. Local prices remain at 10½ to 11½c per pound.

LEAD.—Firmness still surrounds lead. With the price fixed there is little likelihood of much change, although the great demand leaves little for trade needs from time to time in some quarters. Price 10 to 10½c.

ANTIMONY.—This is a fairly quiet item and price remains at 15-16c per pound.

ALUMINUM.—Quiet and without feature. Sales are based at 50-55c per pound.

line in which the hardware man is interested has been reduced in price. This is men's tap soles, which have declined about 5 per cent. The reasons given for this are that the manufacturers have cut down on the sizes as they felt considerable waste was being effected under the old system of selling. They feel that under the present arrangement there will be less waste from the users' standpoint. Present prices on men's tap soles are as follows: No. 4, \$2.10 per dozen; No. 4½, \$3.60; No. 5, \$3.80; No. 5½, \$4.00; No. 6, \$4.20. It is further intimated that where a demand exists for a larger run of men's tap soles, these can be supplied in sizes 9, 11 and 13 at an advance of 10 per cent. over the regular prices. There has been no change made in women's and boys' soles.

Farriers' Hammers, Pincers and Cutting Nippers Up

Toronto.

FARRIERS' TOOLS.—New prices have been named on Heller's line of farrier tools affecting hammers, pincers and cutting nippers. The present scale of prices is being made on a basis about 10 per cent. higher than formerly. New quotations are as follows: Driving hammers No. 64, \$12.95 per doz.; No. 65, \$16.20; turning hammers No. 60, \$31.00 per dozen; rounding hammer No. 61, \$31.00 per dozen; pincers No. 20, \$25.90 per dozen, and No. 21, \$19.45 per dozen; cutting nippers No. 24 are \$31.00 per dozen and No. 24A \$25.90.

Electric Heaters Revised; Sad Irons Too

Toronto.

ELECTRIC HEATERS, SAD IRONS.—Revised quotations have been made on electric heaters which represent an advance. The Majestic line No. 30, 3-element, 24 x 30, is now listed at \$35.00, 30 x 30 at \$40.00, and 30 x 30, 4-element, at \$45.00, the No. 35, 3-element, is listed at \$40.00, all of the above being subject to a discount of 25 per cent.

Dover sad irons No. 60 are now selling at \$23.25 per dozen and No. 70 at \$29.75 per dozen sets. This represents an advance over former figures.

New Prices on Cistern Pumps; Sash Weights

Toronto.

CISTERN PUMPS, SASH WEIGHTS.—Cistern pumps are another line which have come in for revision during the week and prices now named on the Pitcher Spout pattern are for No. 1, \$2.75 each; No. 2, \$3.05; No. 3, \$3.40. The closed spout pattern No. 1 are selling at \$2.95 each; No. 2 at \$3.30 and No. 3 at \$3.65 each.

Solid sash weights have undergone a further revision during the week and are being quoted at \$4.25 per 100 pounds.



Morgan in Philadelphia "Inquirer."

After the ar-Marooned

Saw Sets, Flue Cleaners and Riddles Advance

Toronto. **SAW SETS, FLUE CLEANERS, RIDDLES.**—Many miscellaneous lines which the hardwareman handles have undergone revision during the week, among which will be found the Lincoln saw set which is now quoted at \$10.90 per dozen.

Another important line is the Engineer's Favorite Flue Cleaner, which is now quoted at a discount of 35 per cent. from list.

Moulders' riddles undergo another change upwards, the brass now being quoted at \$26.65 and the galvanized at \$13.65 per dozen.

Sharpening Stones Now Selling on Advanced List

Toronto. **SHARPENING STONES.**—A new list has been issued by the Carborundum Co. affecting practically their entire line of goods. The new prices issued provide for advances in each instance, the lines familiar to the trade being scythe stones, combination stones, pocket stones, razor hones, knife sharpeners and tool grinders. The present scale of prices on some of the most familiar styles and numbers are given herewith:

Carborundum files No. 57 are now listed at \$1.00 each, advancing from a 75c list; Scythe stones No. 190 are now \$3.00 list per dozen; No. 192, \$3.60 and No. 188, \$2.40, these lines being subject to a discount of 15 per cent. The items following are shown with net prices: Combination stones No. 108, \$1.50; No. 109, \$1.10; No. 110, \$1.30 each; Nos. 115, 116, 117, \$1.30 each; Nos. 118, 119 and 120, \$1.10 each; Nos. 121, 122 and 123, 87c each. Carborundum slips Nos. 180, 181 and 182 are quoted at 66c each. Pocket stones No. 149 are now 22c each. Razor hones Nos. 101 and 102 are quoted at \$5.45 per doz., and Nos. 103 and 106 \$10.45 per doz. Knife sharpeners No. 76 are now selling at \$4.20 per doz. Kitchen sharpeners No. 330 are selling at 31c each. Tool grinders No. 2 are quoted at \$5.25 each; No. B \$2.70 each and No. D \$5.75 each.

Spring Prices Announced on Sprayers and Seeders

Toronto. **SPRAYERS, SEEDERS.**—New prices for Spring have been based on sprayers, these taking April 1 dating. The quotations which will prevail on orders are given as follows: Sturdy, \$6.00 each; Crown, \$7.25 per dozen; Gem, \$5.00 per dozen and the Deluge, painted, at \$5.85, and plain \$5.00 per dozen. These are all higher.

Another line of which prices for Spring have been named is the Eureka Cyclone Seeder, taking March 1 dating and selling at \$16.00 per dozen.

Crayons, Razor Blades, Roofing Nails Higher

Toronto. **CRAYONS, RAZOR BLADES, ROOFING NAILS.**—Among the lines to undergo revision for the week are soap stone crayons which for the 3-16 by ½ are now quoted at \$3.75 per gross. Ever Ready razor blades have also been revised, the 12s selling at 64c per package and the 6s at 32c per package.

Large head roofing nails, 1 inch by 12 gauge, are now quoted at \$10.75 per keg. Asbestos sheeting has been changed and is now selling to the trade at 15c per pound.

Waste Holding Firm; Oakum in Good Demand

Toronto.

WASTE, OAKUM.—The demand for waste has kept up fairly well and dealers report a very satisfactory volume of business. Prices have held firm and unchanged and no revision in the immediate future is contemplated.

Oakum is ruling with a very firm undertone and sales are reported heavy. Supplies are very good and no shortage is spoken of as existing. There is just a possibility that higher prices may be reached though no definite steps have yet been made in this direction.

Booked Orders Going Forward Freely,

Toronto.

STOVES, RANGES, ENAMELWARE.—Manufacturers report that orders booked for September delivery are now going forward freely and in the majority of cases, orders will be taken care of in full and on time. This is a point which will be welcomed by retailers as a whole. It is intimated, however, that the business on hand will deplete stocks to the vanishing point and some difficulty in replacing may be experienced. Placing all iron and steel under control of the Government is looked on with some misgiving and it is thought this will only prove to be another embarrassment to the trade as a whole. The trade are under the impression that the future holds little more than the outlook for diminishing stocks due to smaller production with a tendency towards constantly higher prices. Under existing conditions there is little encouragement given to the manufacturer to extend his range of goods and it is thought present styles will largely carry the trade through in this respect.

There have been no new developments in the situation regarding wares of the various types. Prices hold very firm and unchanged with the difficulties of getting raw materials multiplying.

Sales of Oils and Gasoline Maintained

Toronto.

OILS, GASOLINE.—Sales of lubricating oils have been maintained at very satisfactory levels and prices show no further changes over figures issued last week. Coal oil has also been moving in good quantities and is expected to reach even larger proportions during the next few months when long nights are here. Prices show no revision, being firmly held at 18 to 21c per gallon according to grade. Gasoline continues to go forward in large quantities, orders being priced at 33c per gallon, an unchanged figure.

Twines Very Strong; Cordage Holds Steady

Toronto.

CORDAGE, TWINES.—There is a very strong undertone to the cotton twine situation. Prices on raw cotton have reached the highest levels in the history of the cotton exchange in New York, and this is almost bound to have an effect on twine prices. The next price fixing date is set for October 1 and some action may be looked for then if nothing more definite crops up before that time. Sash cord, masons' lines, chalk lines, cotton rope and kindred items are likely to be of interest during the next few weeks.

Cordage shows little of an exciting nature though a little improvement in the amount moving is noted. Sales have been better and orders are going forward priced at a basis of 39c for pure manila, 33c for British manila and 27½c per pound for sisal.

Nails in Very Strong Position, Wire Steady

Toronto.

NAILS, WIRE.—A very firm undertone to the situation in wire nails is reported during the week and that a possible revision upward may come is thought likely. For some time manufacturers have been working under extreme difficulties in the matter of getting supplies and competent labor and in view of the fact that nothing better is in sight a change to higher levels may be made. Another 15c may be added to to-day's base which has been held at \$5.30 per 100 pounds for some little time. Cut nails are unchanged, the base price per 100 pounds being \$5.65.

There is little to say about wire, the smooth steel selling on an unchanged base at \$6.25 per 100 pounds.

Roofing Makes Advances of 10c to 25c Square

Toronto.

ROOFING.—An advance ranging from 10c to 25c per square has been made in ready roofing during the week. New prices available on a couple of the lines affected are given as follows: R. S. Special 1-ply, \$1.50; 2-ply, \$1.75; 3-ply, \$2.00 per square; Samson 1-ply, \$2.25; 2-ply, \$2.70; 3-ply, \$3.30 per square. Manufacturers intimate that the high cost of all materials which has been more pronounced during recent months is accountable in a large degree for this move.

Shafting Makes Big Advance; Bars Steady

Toronto.

IRON AND STEEL.—A substantial advance has been made in cold rolled shafting. This has been steadily at list plus 50 per cent. but this has now been changed to list plus 60 per cent. Supplies are only fair but urgent requirements are being looked after. There have been no new developments in the

situation surrounding iron and steel bars, prices holding at unchanged levels with the demand maintained at a reasonable level.

TORONTO—		
	Per 100 lbs.	
Common bar iron	\$ 5 25	
Common bar steel	5 50	
Refined iron	5 65	
Angle base	5 75	
Horseshoe iron	5 50	
Tire steel	5 70	
Mild steel	5 50	
Norway iron	11 00	13 00
Toe caulk steel	6 25	
Sleigh shoe steel	5 50	
Band steel, No. 10	5 75	
Do., No. 12	6 00	
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Sheets Reach Higher Levels; Plates Steady

Toronto.

SHEETS, PLATES.—Further advances have been made in both black and galvanized sheets during the week. Stocks are becoming pretty badly broken up in the majority of jobbers' warehouses and there seems little opportunity of an immediate improvement. Reports from the U. S. are to the effect that the mills have been turning out ship plates almost to the exclusion of everything else for some time past and whereas they now have the shipyards supplied with a reasonably good surplus it is still unknown when they may turn to other activities. The feeling exists locally, however, that some improvement may develop in the near future. Plates both ¼-inch and ½-inch, along with 10-gauge black sheets, are being sold on an established basis of \$10.00 per 100 pounds. The lower prices shown below on both black and galvanized sheets are made only to those engaged in war work, some jobbers holding all their supplies for essential industries. Range of prices follows:

BLACK SHEETS—		
	Per 100 lbs.	
10 gauge	\$10 00	
12 gauge	10 00	
14 gauge	7 95	8 40- 8 90
16 gauge	8 00	8 05- 8 55
18-20 gauge	8 05	8 30- 8 80
22-24 gauge	8 10	8 35- 8 85
26 gauge	8 15	8 40- 8 90
28 gauge	8 25	8 50- 9 00
3-16 inch plate	10 10	10 25
¼ inch boiler plate	10 00	

Prices shown are for full cases. An extra charge of from 25c to \$1 per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—		
16½ oz.	\$10 00	\$10 25-\$10 50-\$11 30
U.S. 28	9 70	9 95- 10 20- 11 00
U.S. 26	9 40	9 65- 9 90- 10 70
22 and 24	9 25	9 50- 9 75- 10 55
18 and 20	9 10	9 35- 9 60- 10 40
16	8 95	9 20- 9 45- 10 25
14	8 85	9 10- 9 35- 10 15

Prices shown are for full cases. An extra charge of from 25c to \$1 per 100 lbs. is made for less than case lots.

Manufactured Sheet Metal Stocks Light

Toronto.

CORRUGATED SHEETS, EAVES-TROUGH.—Indications are that manufactured stocks of the various lines of sheet metals are comparatively light. Supplies of flat sheets are being held to take care of any special business which may come along. Under the present difficulties of getting shipments through, manufacturers intimate that

were they to go ahead and make up stocks they would have no surplus to fall back upon in case of an emergency. Corrugated sheets are held at unchanged figures with a very firm undertone ruling. The same is true of eavestrough and conductor pipe, prices appearing in current market quotations being unchanged.

TORONTO—		
	Per 100	Sq. Feet
Corrugated Sheets—	Gal'zed	Painted
No. 28 gauge	\$ 9 00	\$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Steady Tone Prevails in Wrought Pipe and Tubes

Toronto.

WROUGHT IRON PIPE, BOILER TUBES.—There is no item of particular interest to be noted in the situation as regards wrought iron pipe. Supplies are by no means heavy and opportunities for replacement none too good. Prices hold steady at figures shown in current market quotations.

Boiler tubes are in an unchanged position with supplies light and prices shown below unchanged.

BOILER TUBES—		
	Cold Drawn	Lapweld
1 inch	\$36 00	\$.....
1¼ inch	40 00	.....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch .....	.....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Is Steady; Lead Products Firm

Toronto.

LEAD AND ZINC PRODUCTS.—Solder is holding steadily at an unchanged selling basis. Price on tin has held firm for the week and little lower levels are looked for under present conditions. This will have a tendency to hold solder prices around their present levels.

Manufactured lead products have held unchanged but they are ruling with a very firm undertone owing to the scarcity of pig lead and the fact that premiums are paid in some instances for deliveries. To-day's prices are:

Lead pipe, lb.	0 15
Lead waste pipe, lb.	0 16
Lead traps and bends	Net list
Lead wool, lb.	0 15½
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.	0 12½
Cut sheets, ¾c. lb. extra and cut sheets to size, lb. extra.	0 13
Solder, guaranteed, lb.	0 60
Solder, strictly, lb.	0 55½
Solder, commercial, lb.	0 51
Solder, wiping, lb.	0 55
Solder, wire, lb.	0 70
Zinc sheets, per lb.	0 26

No New Developments In Old Materials

Toronto.

OLD MATERIALS.—Interesting news is hard to find in respect to old materials. There is a heavy demand for scrap but this cannot be met from all

accounts. All other items in the list show little change and the movement is rather limited.

Dealers' Buying Prices—

Tea lead	\$0 05¼	....
Heavy lead pipe	0 08	....
Yellow brass	0 12	0 13
Red brass	0 21	....
Light brass	0 09½	....
Heavy zinc	0 05½	0 06
Heavy copper	0 22	0 23
Stove plate, per ton	25 00	....
Old cast iron, per ton	30 00	....
Overshoes, trimmed Arctics	0 06½	....
Auto tires	0 04½	....
Bicycle tires	0 03½	....
Per gross ton.		
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	12 00	....
No. 1 busheling	16 00	17 00
No. 2 busheling	12 00	....
Country mixed scrap	16 00	....

Horse Shoe Nails Up 50c; Horse Shoes, Too

Toronto.

HORSE SHOE NAILS, HORSE SHOES.—Horse shoe nails have been revised upward and new prices issued on M. R. M. brand are up 50c per box of 25 pounds. This is the first advance to be made in this line for some months and under existing conditions in the iron and steel industry is considered justifiable. Prices appear in current market quotations.

Horse shoes, both iron and steel, are higher by 50c per keg. Light and medium iron are now quoted at \$7.50 for No. 1 and smaller, and \$7.25 for No. 2 and larger. All lines are similarly affected.

Lead Very Firm; Tin, Spelter Holding Steady

Toronto.

INGOT METALS.—Lead is ruling with a very firm undertone and supplies are very scarce. Spelter is also strong under influence of good demand. Tin shows no change for the week, supplies being none too plentiful. Antimony is moving freely.

COPPER.—Supplies are considered ample to take care of Government demands and commercially there is little of interest. Prices remain at an unchanged basis, namely, 30-32c pound.

TIN.—Stocks are considered small, so little improvement in this respect applies to the situation locally. Primary conditions show little change and as long as the demand so far exceeds the supply, very little easing away of prices can be looked for. Prices hold at \$1.05 to \$1.15 per pound.

SPELTER.—The market is very firm, stocks are plentiful and the situation generally may be considered as on a better basis. Prices are steady at 11c per pound.

LEAD.—Very firm tendencies prevail in this market owing to the scarcity of this metal. Prices have held without change at 10½ to 11c per pound.

ALUMINUM.—Practically all supplies are going into Government work and there is little interest commercially. Prices are held nominally at 50c per pound.

ANTIMONY.—A splendid demand for

this metal is in evidence and prices rule with a very firm undertone. There has been no change in quotations, which are being made at 18c per pound.

PIG IRON.—Supplies are still said to be inadequate for all requirements, so it is undoubtedly true that industries which can be termed essential are get-

ting the preference. However, conditions in the past commercially may seem exceptionally good in the light of action which may be taken by the War Trade Board now that they have been given control of all output. However, manufacturers are hoping for the best and that is all that can be done.

LONDON MARKETS

LONDON, September 5.—Prices show an upward trend in practically all lines during the week and many important items are included in the list. Horse shoe nails are up 50c per box, rules and tapes are higher and other goods are alarm tills, carpenters' pencils, seam binding, picture wire and tire tape.

Business here during the past week has been brisk. Some sale for summer lines with a good demand for fall goods has made good trade.

Merchants in this district are buying freely for their present requirements and are also anticipating their wants for several months ahead on many lines.

Collections are good.

Alarm Tills Up; Carpenters' Pencils, Too

London.

ALARM TILLS, CARPENTERS' PENCILS.—A change has been made effective for Tucker alarm tills, which provides for an advance in price. The present selling basis is \$3.75 each, brought about, it is intimated, by heavy increases in cost of materials and labor.

Tortoise carpenters' pencils have also undergone revision and this has been upward, the prices named to the trade being \$6.75 gross.

Horse Shoe Nails, Horse Shoes Up 50c Box

London.

HORSE SHOE NAILS, HORSE SHOES.—An advance of 50c per box has been made in M.R.M. horse shoe nails, immediately effective. This is the first change to be recorded in many months and under existing conditions is said to be justified.

A change upward has also become effective in horse shoes, new prices ruling at 50c advance over previous quotations. This brings quotations on light iron and medium iron to \$7.50 for No. 1 and smaller and to \$7.25 for No. 2 and larger.

Rubber Cement, Tire Tape Revised Upward

London.

RUBBER CEMENT, TIRE TAPE.—New prices have been named on rubber cement during the week and these are higher than those formerly in effect. Tubes ¾x4 inch are now quoted to the trade at 40c per dozen and 1x4 inch are selling at 75c dozen.

Tire tape is another line to be revised

upward and new prices are as follows: 1 oz. rolls, 70c pound; 2 oz. rolls, 70c; ¼ lb., 65c; ½ lb., 65c.

Net Prices Named On Measuring Tapes, Rules

London.

MEASURING TAPES, RULES.—Prices on Lufkin's measuring tapes and rules have been issued which show a revision upward from former levels. Net prices have now been figured out and range as follows for some of the more familiar styles and numbers:

Measuring Tapes—Steel, No. 100, \$3 each; No. 103, \$4.25; No. 104, \$5.50; No. 243, \$3.75; No. 244, \$4.50; No. 245, \$4.75; No. 246, \$5.85.
Asskin—No. 713 x 50 ft., \$5.25 doz.; No. 714 x 66 ft., \$6.25.
Metallic—No. 604, \$3.40 each; No. 605, \$3.75; No. 606, \$4.50.
Rules—No. 651B, \$2.05 doz.; No. 751, \$2.55; No. 752, \$3.85; No. 781, \$7.75; No. 3851, \$5.75; No. H8524, \$4.25; No. H8525, \$5.25; No. H8526, \$6.25; No. 8512 \$1.15; No. 8513, \$2.

Ash Sifters Higher; Game Traps Moving

London.

ASH SIFTERS, GAME TRAPS.—New quotations issued on Daisy galvanized ash sifters are being made at higher levels than those formerly ruling. Today's price is \$15.00 per dozen.

Sales of game traps are already being made and jobbers report a fair movement to their retail friends. Prices are holding steadily, orders being priced at following figures:

Game Traps—Victor, with chain, No. 0, \$1.90 doz.; No. 1, \$2.20; No. 1½, \$3.30; No. 2, \$4.60; No. 3, \$6.15.
Oneida Jump, with chain—No. 0, \$2.50 doz.; No. 1, \$2.95; No. 1½, \$4.40; No. 2, \$6.45.

Flashlight Bulbs Higher; Clocks Selling

London.

FLASHLIGHT BULBS, CLOCKS.—Bulbs for Eveready Daylos have advanced to 23c list each and are subject to a discount of 25 per cent., full boxes being quoted at 35 per cent.

The sale for alarm clocks shows improvement and orders are going forward in good numbers. Prices are holding at unchanged figures as follows: Good Morning, \$1.15 each; Lookout, \$1.50; Sleepmetre, \$1.65; Baby Ben, \$2.92; Big Ben, \$2.92.

Picture Wire, Brass Seam Binding Make Advances

London.

PICTURE WIRE, BRASS SEAM BINDING.—Picture wire is another line to be revised and the present scale of prices provides for an advance, as will be noted in accompanying figures: No. 0x25 ft., 45c dozen; No. 1x25 ft., 60c; No. 2x25 ft., 90c; No. 3x25 ft., \$1.15; No. 0x25 yds., 90c dozen; No. 1x25 yds., \$1.35; No. 2x25 yds., \$1.35; No. 3x25 yds., \$2.15.

Brass seam binding has also undergone a change upward, present conditions of manufacturing and scarcity of raw materials proving factors. Quotations on the brass and zinc binding follow: Brass seam binding, 9-16 inch, \$7.50; ¾ inch, \$9.25; ⅝ inch, \$10.50 per 100 yards; zinc seam binding, 9-16 inch, \$5.35; ¾ inch, \$6.50; ⅝ inch, \$7.25 per 100 yds.

Crenoid Advances; Nails, Rope Firm

London.

CRENOID, NAILS, ROPE.—New prices have been named on crenoid of \$7.25 per dozen for ½ gallon tins, and \$9.25 per dozen for the 1 gallon sizes. These are advances.

Nails are ruling firmly at unchanged figures, wire being quoted at a base of \$5.30 per 100 pounds and cut at \$5.60. Sales are good and a fair movement is looked for during the next few weeks.

Sales of rope are light and prices hold without change as follows: Pure manila, 39c base per pound; British, 33c; New Zealand hemp, 33c; sisal, 27½c.

Linseed Oil Holds; Turpentine Firm

London.

LINSEED OIL, TURPENTINE.—No change in the situation on linseed oil is apparent locally. Seed prices show a decline, but there has been no revision in oil figures. A tendency towards lower figures is noticeable but owing to light supplies generally prevailing not much difference is looked for. Prices are given below.

Linseed Oil.		Raw	Boiled
		Gallon	Gallon
1 to 2 barrels	.....	\$2 17	\$2 20
3 to 5 barrels	.....	2 16	2 19
6 to 9 barrels	.....	2 14	2 17
Less barrels, add 10c gal.			

Turpentine rules with a very firm undertone. The demand is comparatively small and stocks are ample to take care of this. Prices show no revision for the week, but higher figures would not be surprising.

Turpentine.		Imp. gal.
1 barrel lots	.....	0 95
2 to 4 barrel lots	.....	0 94
5 gallon lots	.....	1 05

WINNIPEG MARKETS

WINNIPEG, September 5.—Markets for the past week are again active, showing numerous in-

creases in many of the staple lines of from 5 to 10 per cent. Among the lines revised appear the following items: hook

and strap hinges, heavy T and strap hinges, corrugated and strap hinges, Caldwell sash balances; pulleys, all kinds; butts, butter bowls, wrought staples, hasps and staples and hinge hasps.

Business for the week is reported as somewhat quieter as harvesting is now in full swing in many sections and until the grain is cut no big rush is looked for.

Higher Prices on Shovels and Scoops Looked for

Winnipeg.

SHOVELS, SCOOPS.—Prices on shovels and scoops continue firm but with increased freight rates and advances in raw materials, further advances are looked for any time. Prices now ruling are herewith confirmed:

Shovels, Fox and Olds—D.H. Rd. or Sqr. Point, \$13.50 doz. Shovels, Bull Dog & Jones—D.H. Rd. or Sqr. Point, \$15.50 doz.

Scoops, Black Cat or Crescent—No. 4, \$17.00; No. 6, \$17.50; No. 8, \$18.00; No. 10, \$18.50 doz. Scoops, Moose & Jones—\$18.25, \$18.75, \$19.25, \$19.75 doz.

10% Advance Made in Sash Balances

Winnipeg.

SASH BALANCES.—Prices on Caldwell sash balances which have held firm for the past year undergo a change, moving up from net list to 10 per cent. advance on list. Net prices now ruling, figuring on new basis, are given herewith: 8-lb., \$2.40 set; 10-lb., \$2.65; 12-lb., \$2.85; 14-lb., \$3.10; 16-lb., \$3.30; 18-lb., \$3.50; 20-lb., \$3.75; 23-lb., \$4.40; 29-lb., \$4.95; 35-lbs., \$6.05; 41-lb., \$6.60.

Hinges Revised Upward; Advance is 10%

Winnipeg.

HINGES.—Advances in freight rates together with increased production costs is given as the main reason of the present advance in hook and strap hinges, corrugated and heavy T strap hinges, which each move up approximately 10 per cent. To-day's selling prices are as follows:

Hook and Strap Hinges—6 inch, \$3.65; 8 inch, \$4.10; 10 inch, \$5.45; 12 inch, \$5.95; 14 inch, \$6.45; 16 inch, \$8.05; 18 inch, \$9.35; 20 inch, \$10.20 dozen pairs.

Corrugated Strap Hinges—4 inch, \$1.75; 5 inch, \$2.35; 6 inch, \$3.10; 8 inch, \$4.95; 10 inch, \$7.35; 12 inch, \$11.85 doz. pairs, in bulk. In cartons—\$2.55, \$2.65, \$4.65, \$6.90, \$10.10, \$14.40 doz. pairs.

Corrugated Hinges, in bulk—4 inch, \$2.15; 5 inch, \$2.65; 6 inch, \$3.50; 8 inch, \$6.00; 10 inch, \$9.00; 12 inch, \$12.65 dozen pairs. In cartons—\$3.85, \$4.80, \$6.00, \$9.25, \$13.20 doz. pairs.

Light Strap Hinges—3 inch, \$1.00; 4 inch, \$1.20; 5 inch, \$1.40; 6 inch, \$1.70; 8 inch, \$2.50; 10 inch, \$3.50 doz. pairs.

Light Tee Hinges—\$1.00, \$1.10, \$1.30, \$1.50, \$1.80 doz. pairs.

Heavy Strap Hinges, in bulk—4 inch, \$3.00; 5 inch, \$3.70; 6 inch, \$4.00; 8 inch, \$5.40; 10 inch, \$9.60; 12 inch, \$11.90 doz. pairs. In cartons—\$2.10, \$3.05, \$4.00, \$5.75, \$8.65 doz. pairs.

Heavy Tee Hinges, in bulk—4 inch, \$2.55; 5 inch, \$3.20; 6 inch, \$3.60; 8 inch, \$4.10; 10 inch, \$8.30; 12 inch, \$11.60 doz. pairs. In cartons—\$3.20, \$3.50, \$4.50, \$5.60, \$7.10.

Plated Steel Butts Also on Upward Trend

Winnipeg.

PLATED STEEL BUTTS.—New prices have just been announced by the manufacturers covering plated steel butts in all finishes. The increases amounts to about 10 per cent. To-day's

prices are as given below on the No. 241, A, D2, or F finishes: 2 x 2-inch, 36c; 2½ x 2½-inch, 37c; 3 x 3-inch, 39c; 3½ x 3½-inch, 40c; 4 x 4-inch, 52c; 4½ x 4½-inch, 75c; 5 x 5-inch, 94c per pair.

Awning, Side and Screw Pulleys Higher

Winnipeg.

AWNING, SIDE, SCREW PULLEYS.—Pulleys of all kinds have just been revised owing to increased costs of materials and labor. Prices move up from 5 to 10 per cent. over former quotations, making to-day's prices on some of the more familiar numbers read as follows:

Awning Pulleys—No. 74 x 1 inch, 73c; 1¼ inch, 88c; 1½ inch, \$1.10; 2 inch, \$2.05 doz.; No. 174—1½ inch, \$2.05; 2 inch, \$4.40; No. 76, 1 inch, \$1.10; 1¼ inch, \$1.32; 1½ inch, \$1.85; 2 inch, \$4.05; No. 176, 1½ inch, \$3.25; 2 inch, \$6.50 doz.

Screw Pulleys—No. 45 x 1 inch, 53c; 1¼ inch, 57c; 1½ inch, 70c; 1¾ inch, 80c; 2 inch, \$1.05; 2½ inch, \$1.45 doz.

Side Pulleys—No. 25 x 1½ inch, \$1.00; 2 inch, \$1.45; 2½ inch, \$2.20 doz.

Hinge Hasps, Hasps and Staples are Higher

Winnipeg.

HINGE HASPS, HASPS AND STAPLES.—Hinge hasps as well as hasps and staples moved up in price during the week. Increased production costs are given as reasons for this change. Quotations to-day are as follows:

Hasps and staples—No. 20, 6-inch, 60c; 8-inch, 75c dozen. No. 30, 6-inch, 90c; 7-inch, \$1.05; 8-inch, \$1.15 dozen.

Hinge hasps No. 67—3-inch, \$1.05; 4½-inch, \$1.20; 6-inch, \$1.35; 8-inch, \$2.10 single dozen.

Wrought staples again show a further revision in price, as new lists are issued by manufacturers, making to-day's selling prices as follows: 1½-inch, 75c; 2-inch, \$1.00; 2½-inch, \$1.40; 3-inch, \$1.90; 3½-inch, \$2.20 gross.

Revised Prices Issued on Butter Bowls

Winnipeg.

BUTTER BOWLS.—Due to the difficulty experienced by manufacturers in securing adequate supplies of maple, prices have advanced on butter bowls. Stocks are reported as somewhat broken owing to inability to get shipments through. Prices now ruling are as follows: Maple butter bowls: 13-inch, \$4.80; 15-inch, \$7.50; 17-inch, \$16.90; 19-inch, \$21.65; 21-inch, \$28.00 dozen.

Linseed Oil Holds Steady; Turps Firm

Winnipeg.

LINSEED OIL, TURPENTINE.—The market price continues firm on linseed oil despite fluctuations in the price of flax seed. Stocks are reported as normal, with the usual demand apparent. To-day's prices are given herewith: Raw linseed oil, \$2.30 gallon; boiled linseed oil, \$2.33 gallon; single barrel lots.

Turpentine prices still hold firm on the local market and no immediate change is anticipated. To-day's ruling prices are: Barrel lots, \$1.10 gallon; half-barrels, \$1.13 gallon; 5-gallon lots, \$1.15 gallon; 1-gallon lots, \$1.15 gallon; plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Sept. 5.—The very brief statement given out in New York to the press relative to last week's meeting in New York to consider conditions as to steel supply evidently does not begin to cover the proceedings. The meeting was attended by representatives of the War Industries Board, the producers of pig iron and steel and some consumers of steel. Evidently the situation is so delicate that publicity as to precise measures to be taken is not considered desirable.

The situation is that there is a wide gap between the steel requirements and the prospective output. The War Industries Board some two or three months ago estimated the steel requirements for the current half year at 20,000,000 net tons. Now it places the amount at not under 23,000,000 tons, and intimates that 25,000,000 tons might be more accurate. Furthermore it has furnished the steel makers such details of the items composing the total as to leave no doubt in the minds of the steel makers that the amount ought to be provided if at all possible.

On the other hand production will do moderately well if it exceeds 18,000,000 tons, and quite well if it reaches 19,000,000 or 20,000,000 tons. About 6,000,000

was produced in the past two hot months, and while a moderate increase is to be expected this month, and quite a heavy production in October, there are the usual dangers of curtailed output in the winter.

Steel for Offensive

The increase in the War Industries Board's estimate of total steel requirements shows that there have been additions to the list. As to the general character of these additions there is no uncertainty. They represent distinctly steel to be used in offensive warfare, and thus the increase in the total estimate can be linked directly with the remarkable change that occurred in July in the character of the operations on the western front, whereby Marshal Foch assumed not merely the offensive but the initiative, an attitude which has been continued with increasing vigor. The alignment is reflected in a very large increase in the shell steel requirements and in the demand for large numbers of rolling field kitchens. For the latter there has been a rapid canvas of the possibilities of furnishing merchant bars for axles and framework, sheets for bodies and tin plate for tinware equipment, besides many minor items in fit-

Continued on page 68

WEEKLY PAINT DEPARTMENT

Let Your Paint Show What It Will Do

Read How One Retailer Who Was Quick to Grasp Significance of a Business Change
Has Broken All Sales Records—Big Chance Here For You,
Too, Mr. Retailer

MR. RETAILER, have you and your clerks realized that you can double, treble and even quadruple your sales of paints and varnish in the next six or eight weeks by going right out after the business? The present auto situation which is expected to result in the big cars being off the market in a few weeks entirely and an extremely limited production of small autos has created a demand for auto paints and varnishes that has seldom been equalled. If you go right after this business you can get a big share of it.

The only way in which auto manufacturers and auto dealers can hope apparently to meet the demands of their regular trade for passenger cars is to buy up all the old cars and second-hand cars in sight and paint them over and varnish them up and sell them. They are preparing to do this and large numbers of old cars have already been secured. Many people who have cars and contemplate selling them to the auto dealers will be in the market for paints and varnish to brighten them up in the hope that they will realize a few more dollars in the sale. All this means good business for the hardware retailer and he can get this business immediately by going after it.

RIGHT ON THE JOB

One dealer in the West last week did more business in paints and varnishes for autos than he usually does in a month. The business is still rolling in and he does not yet know where it will end but he is more than satisfied. His letter tells just what he did and how and the results that followed. Here it is:—

"My methods of getting this auto business might interest you. I went down to one of the local garages and out behind it found what I was looking for, the junk pile. From the mass of scrap I selected a mighty hard looking, bent and very much dilapidated fender. The garage man said he would be glad to give it to me. I took it up to the store and very carefully sandpapered a part of it and gave it one coat of automobile paint. I must confess that I was more than pleased with the results. I then placed it in the window and arranged an attractive background with cans of paint and

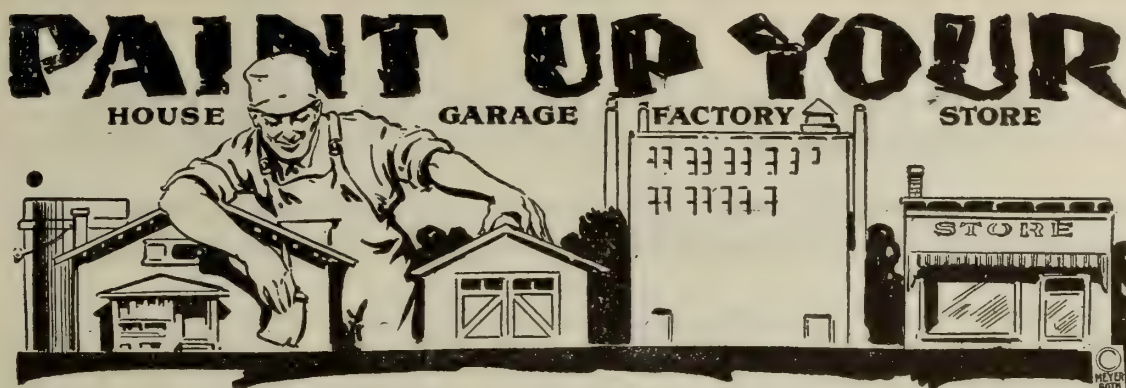
suitable signs. Some of the cards read: 'Only one coat on this fender, 'Paint your Ford for \$1.70,' 'You can make your car look like new in half an hour with our automobile paints.'

WHAT HE DISCOVERED

"Well it wasn't long before they began to come into the store and it didn't take me long to find out that I had made a mistake. I learned right there and learned quickly that people are beginning to demand other colors than black. I had arranged my window display and paints so as to feature black. When I come to think of it there was no particular reason why I should have done this except that it just seemed natural that autos should be finished in black. Out of the first twenty-five people who came in after being interested in my display, fully fifteen wanted to know if I didn't have any other colors in automobile paints than black. Of course I had, but I hadn't thought of showing them or featuring them. So I got busy right away and found that I had in all nine colors that I could offer. I made all these sales to those who wanted colors other than black and then got busy with my window display and told people that they could get these auto paints in nine colors. I did a record business and am still doing it. One told the other and when they saw the results they could get many an auto owner came in to buy paints just 'to touch the old bus up a bit,' as they said. I have had a lot of inquiries for color cards and these have been so numerous that I have to get in a fresh supply. This means more business in the future. Believe me, though, they do stop and look at that fender in the window.

HE FORGOT ABOUT THIS

"There is one other point. It was brought home to me by two different parties to whom I sold paints and varnish. They said, 'You may be a good paint salesman but why don't you paint your own car?' Honestly I hadn't thought of that. My customers thought that if the paint I was selling was good enough for them, I ought to use it too. This works both ways. I am going to paint our own 'Lizzie' right away and will use that as a selling point.



Moore's Varnishes and House Colors for *Inside Painting!*

Early this Fall your customers will begin their annual "clean-up and paint-up" within their homes.

In addition to your House Color and Muresco trade you will find a new demand for **Benjamin Moore Varnishes**. You'll find them giving the usual Moore satisfaction, too.

Spread the good news about Moore's Varnishes wherever opportunity offers. You'll reap your reward in bigger business.

BENJAMIN MOORE & COMPANY, LIMITED WEST
TORONTO

WANTED, AT ONCE — CAPABLE HARD-
ware man to manage retail hardware
business in thriving Ontario town. State ex-
perience, salary expected, and give references.
Apply Box 182. Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of **HARDWARE AND METAL**. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading **HARDWARE AND METAL**.

USE THE WANT AD PAGE

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Sept. 5.—Paint markets this week are on quite an unchanged basis and many of the makers are viewing the year in retrospect. It has been an active season all through. Just at this time there is not much change in the actual position here and linseed oil, while not plentiful, is holding at from \$2 to \$2.10 per gallon. Turpentine is scarcer but prices are unchanged. Putty and white lead in oil are both firm and the indications point to higher lead prices in the near future. Trading is rather on the quiet side.

Less Linseed Oil Spread; Demand Light

Montreal.

LINSEED OIL.—There is but a limited amount of sale now for linseed oil, and in view of the curtailed supplies to be had this is well. There is little inclination to offer in larger lots than one to four barrels, for which quantities price spreads are less, ranging for raw from \$2 to \$2.10 per gallon. The seed situation is somewhat changed from day to day, and late fall options are lower for the week. Quotations on oil for delivery in October-November on 1 to 4 barrels average around \$1.95 for raw and for 25 barrel lots \$1.93 is the minimum.

	Raw	Boiled
Linseed Oil.	Imp. gal.	Imp. gal.
1 to 2 barrels	\$2 07-\$2 17	\$2 09½-\$2 20
Less than barrel lots 10c per gallon higher than single barrel prices.		

Turpentine Scarcer; Firm and Unchanged

Montreal.

TURPENTINE.—Stocks of turpentine are again getting less in some quarters although there is no definite scarcity everywhere. This had not in any way affected the price basis of the jobbers and the quotations of last week still obtain. There is some demand yet but this is more of a sorting nature than anything else, large business not being looked for at this season of the year.

Turpentine.	Per Imp. Gal.
1 to 4 barrels	0 94 0 95
5 barrels and over	
Small quantities	1 01 1 02

NOTE.—For small lots packages usually are charged extra.

More Sale For Putty In Next Few Weeks

Montreal.

PUTTY.—The position on putty still

is firm but changes have not been made in any particular in the quoted prices here. With September here there should be an active movement to dealers, and doubtless this will manifest itself, as far as distant points are concerned, very soon. The undertone is firm and advances are not at all improbable soon.

	Per 100 lbs.	5 ton	1 ton	Less
Standard Putty—				
Bulk, in barrels	\$4.00	\$4.15	\$4.35	
Do., ½ barrels	4.15	4.30	4.50	
Do., 100 lbs.	4.85-5.20	5.00-5.35	5.20-5.55	
Do., 25 lb.	4.85	5.00	5.20	
Do., 12½ lb.	5.10	5.25	5.45	
3 and 5 lb. tins	6.85	7.00	7.20	
1 and 2 lb. tins	7.35	7.50	7.70	
Pure linseed oil putty, \$2.00 per 100 lb. advance on above prices.				
Glaziers' putty—\$1.60 per 100 lb. advance on above prices.				
Terms: 2%, 15 days, net 60.				

Advance Not Unlikely For White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—One who is closely in touch with the situation on lead stated to **HARDWARE AND METAL** that the indications pointed to further revisions for white lead in oil and when these were made they would record new high levels. There is such a huge demand for pig lead that the manufacturer of lead in oil often has to secure his wants only through paying a premium over market figures. There is some movement and this is made on the unchanged basis of \$17 for five-ton lots \$17.35 for ton lots and \$17.85 per 100 lbs. in small quantities.

Paint Makers Well Pleased With Season

Montreal.

MIXED PAINT.—There was as good a season the past year for paint makers as they could wish for, and in many respects the previous records were broken. Although at this date there is not a great deal of business looked for some nice orders have come in and in a general way the manufacturers are busy. If material can be secured the promise for the coming year is quite satisfactory so far as can be predicted at this early date. The market is firm and prices hold unchanged.

TORONTO

TORONTO, Sept. 5.—A firmer situation is developing in turpentine locally following a stiffening of prices at primary points. The market

in the south shows a little weaker tone to-day but there has been a gain for the week. Linseed oil supplies are none too plentiful although the needs of the trade are being taken care of quite well.

Fall business is already showing up in an increased movement of glass, putty, white lead in oil and other lines. A very good volume of trade is looked for.

Linseed Oil Holds Unchanged, Supplies Light

Toronto.

LINSEED OIL.—The seed market shows a considerable decline for the week but this has not influenced prices of oil as yet and unless a very marked drop occurs there is little reason to believe oil will go much lower. Stocks of oil are rather light although trade needs are being taken care of, but the decline on seed is considered more due to favorable war news and crop news than to an increase in available spot supplies. The tendency seems to be to hold prices around present levels though it is possible some recessions may be made. Present scale of prices follows:

	Raw	Boiled
Linseed Oil.	Imp. gal.	Imp. gal.
1 to 4 barrels...	2.00-2.05-2.10	2.02½-2.07½-2.15

Turpentine Very Firm; Supplies Hard to Get

Toronto.

TURPENTINE.—Locally the market shows considerable strength and an advance to higher levels before the week is out would not come as any great surprise. This follows a stiffening of prices in the south for the week, though today's prices show a slight decline. Supplies locally are ample for present needs but there is no surplus and dealers find it difficult to get shipments through. This is not due to shortage of supplies at southern points as receipts there show an increase of around 2,000 barrels. It is the question of transportation and importers have to work much harder to get deliveries. Favorable war news is a factor in keeping the market high and under present satisfactory conditions on the western front producers are expected to uphold prices. Quotations below rule to-day:

Turpentine.	Imp. gal.
1 barrel (barrel included)	\$0 95
2 to 4 barrels (barrel included)	0 94
5 gallon lots	1 05

Mixed Paints Show Little Change; Firm

Toronto.

MIXED PAINTS.—There have been

FALL BUSINESS GETTERS

SORT UP YOUR STOCK

WITH THE

RAMSAY LINES

VARNISHES

RAMSAY'S Agate Floor Varnish
RAMSAY'S Universal Varnish
RAMSAY'S Varnish Stains
RAMSAY'S Stove Pipe Varnish

ENAMELS

RAMSAY'S Invincible White Enamel
RAMSAY'S Perfection Gold Enamel
RAMSAY'S Aluminum Paint
RAMSAY'S Bath Enamel

THE RIGHT PAINT TO PAINT RIGHT

MAKERS OF PAINTS AND VARNISHES SINCE 1842

A. Ramsay & Son, Company

TORONTO

MONTREAL

VANCOUVER

few new developments during the week. The holiday and the exhibition have both broken in on business to some extent but at that a very satisfactory amount of business is being handled. Sales have been maintained at a comparatively high level and a very good fall trade is expected during the next couple of months. Prices are firm and unchanged at figures given in current market quotations.

Steady Situation in White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—Many sales are reported in white lead in oil though this trade at present is not great in volume. Dealers show a tendency to buy in smaller quantities. Fall painting will it is thought stimulate the demand. The market is firm and holds steadily at following quotations: Pure \$17.75 per 100 pounds in ton lots, and \$18.10 per 100 pounds in smaller quantities. The various brands are shown in current market quotations.

Firm Situation Shown in Glass; Putty Moving

Toronto.

GLASS, PUTTY.—A very firm situation is revealed in window glass and it is thought that it is only a matter of time—and not too long a time—before revisions upward will have to be made. A somewhat better movement is noticeable and fall trade is expected to be fair. Present prices appear in current market quotations; they are unchanged. Putty is already experiencing a little better movement and orders are expected to come along a little more freely during the next few weeks. Prices show no change, ranging as follows: Standard, bulk in barrels, selling at \$4.70 per 100 pounds and 25-lb. and 100-lb. irons being quoted at \$5.55. Pure putty is \$2 per 100 pounds higher than figures on standard.

MARKET REPORTS

Continued from page 63

ished steel. There have been increases in the war steel demand along other lines, details not being given yet.

New Shell Steel Producers

Two important wire departments are to be converted for the rolling of shell rounds, chiefly 82 mm., a large part of the tonnage to go to French shell factories. These are the Donora works of the American Steel & Wire Company and the wire department of the Jones & Laughlin Steel Company's works at Aliquippa, both near Pittsburgh. The small billet mills in these departments, hitherto used to roll billets for the rod mills, are to be replaced by equipment for rolling large rounds. The rumored cost of the changes is so large as to suggest that some changes may be contemplated in the steel making departments at these plants.

All the additional shell steel that is

to be rolled at various plants, however, does not represent a net addition to the shell steel supply, for the reason that at one rail mill at least the production of shell steel has had to be decreased in order to provide the larger tonnage of rails required. There is the 200,000 tons recently allotted for shipment to the A.E.F., and there is heavier rolling of rails on old orders of domestic roads. So much tonnage is due the domestic roads on their old contracts that little if any new buying will be required by domestic roads for this year.

Less Steel for Some Finishing Departments

The shutting off of wire production at the two wire plants just mentioned will hardly be made up by increased wire production at other plants, hence a net decrease in the production of wire is in prospect. Other decreases will likely occur. The production of merchant bars, which has probably ranged between 60 and 70 per cent. of capacity, is likely to come down, even though question has been raised whether the previous production has been sufficient to maintain important industries more or less helpful in winning the war. It is almost certain that in the not distant future the

Sheet Metal Goods Advanced 10 Per Cent.

Owing to increased prices of raw materials, increased labor costs and scarcity of materials the Sheet Metal Products Co. of Toronto announced Thursday that an increase of approximately ten per cent. is to be made in all lines of goods it manufactures.

supply of sheet bars will be further restricted, but whether this will fall upon tin plate mills or upon sheet mills, or upon both, remains to be seen.

Of Very Little Value

With the wider gap between steel requirements and steel supply, a mere place upon the preference list is of relatively little value. Substantially all the war activities have their place, in order, upon the preference list, also all the commercial activities that have been recognized as contributing to the success of the country's war work. The priorities in favor of direct war material, first specifically granted in each instance, but lately made the subject of "automatic priority" by the buyer certifying the purpose, are, however, so heavy that they leave little steel for such purposes on the preference list as do not also have priorities. As to class D steel, which is steel that might be left after priorities and preferences were taken care of, that is practically forgotten. Many mills concluded long ago, by the way, that there was a sort of "catch" in this class D steel, in that if they should apply for the required permit to ship steel as class D the application would be interpreted as an acknowledgement that the tonnage was

actually to spare, and the War Industries Board would call for the steel for a required purpose instead of granting the permit sought.

Production

Attention has lately been focused upon the fact that some blast furnaces are not making their normal output by reason of coke shortage, and the Fuel Administration is insisting that the Railroad Administration furnish absolutely full transportation facilities for the movement of coal to by-product ovens. Of late several furnaces in the Chicago district have been forced to bank, their attendant by-product coke ovens not being fully supplied with coal. The weekly reports of coke production would seem to suggest that there ought to be an ample supply of coke for blast furnaces, but there must be a loose end somewhere, either a distribution to some purposes not so essential as pig iron manufacture, or a deficiency in quality requiring the use of too much coke per ton of pig iron. The furnaces in blast ought to be good for a production of 42,000,000 to 43,000,000 tons of pig iron a year, instead of the 40,000,000 to 41,000,000 tons actually being turned out.

HOW BIG CORDAGE COMPANY AIDS CONSERVATION

The Plymouth Cordage Co. of Welland, Ont., is doing what it can in several ways, not only to help along the work of conservation of food but to encourage every employee to do the same thing. One of the firm's activities is in farming. At the present time it has about eighteen acres in clover, fifteen in rye, forty-five in oats and five in peas, and expects to plant this fall about sixteen acres each of wheat and rye. The firm is tilling practically every foot of land not used for factory purposes and for employees' houses, of which there are about fifty.

In connection with each of the company's houses is furnished a good sized fenced-in yard for chicken raising and gardening purposes. Many tenants have exercised the privilege given them of sowing on their own account parcels of spare acreage. The company plows and harrows these gardens without charge to the employees.

The firm is also going in for sheep raising. This was started last year in a small way by the purchase of ten Shropshire ewes and one Oxford ram. It has added to the flock considerably this year through the purchase of further stock and raising of lambs, and now has sixty-two sheep, which cost about \$900 after deducting about \$225 which was received for wool.

Last winter they were kept in the mill yard and fed entirely on a stock of scrub hay which was out in the mill yard, and placed about seventy-five yards from an open shed which was used as a shelter; they were not closed up at all during the winter and came through in perfect condition.

Steel Interests and The End of The War

STEEL magnates of the Allied World are in constant close contact with the Military Authorities of the Allied Forces. The Allied war machine is preparing for five years more of war, but the steel interests have for some time been holding a view that the war will be won by the Allies much earlier. An important though brief article on page 1 of THE FINANCIAL POST OF CANADA for August 31 tells how much earlier and suggests why the steel interests may be accurately informed.

C.P.R. STOCK BEST IN TWO YEARS

For the past five months C.P.R. stock has been advancing. A year ago no one wanted it apparently. To-day there is a scramble for it. It is significant that when the war clouds were about to break this stock's behavior was one of the barometer signs of what was coming. A first rate special article on this situation is contributed to THE POST of August 31st by THE POST'S New York resident correspondent.

WESTERN CANADA CANCELS CANCELLATIONS.

One immediate result of the improved crop prospects in the West has been the rescinding of hundreds of cancellation orders sent in by merchants in the smaller towns. Special articles on the harvest outlook East and West appear in THE POST of August 31st, contributed by experts in close touch with conditions as they are.

WHY YOUR VICTORY BONDS ARE SO HEALTHY

An article by an expert in finance appears on page 1 of THE FINANCIAL POST of August 31, and shows clearly how excellent has been the business management of the Victory Bond Market of Canada, and why as a result holders of Victory Bonds can congratulate themselves on the value of their investments.

OTHER CONTENTS OF THE POST

Glance down this brief list of some other important headlines from THE FINANCIAL POST of August 31st. There are business matters here which interest you. Information regarding them may mean to you the pointer to profits for which you are always alert.

Passenger Auto Output Reduced by 75 Per Cent.

Bell Telephone Co. Proposes Higher Charges.

Living Increases 50 to 55 Per Cent.

Great Advance in Commodity Prices in England.

Outlook For Trade in Russia When War Ends.

Clearings in West Make Better Showing—American Bankers Look to Far East.

Bank Combines in Great Britain.

How Uncle Walt Mason Managed to "Come Back!"

Market is Being Cleaned Up for Victory Loan.

Short Term Financing of the Allies.

Western Cities and Tax Arrears.

Appeal to Government in Halifax Case.

Housing Problem—Canada and Europe.

Heavy Drain on Bank Reserves by Government.

Cost of War to British Government.

Reorganization of Murray-Kay Ltd. Being Arranged.

These by no means indicate all of the valuable business news contents and business comment of importance contained in THE FINANCIAL POST this week. Every week THE POST is worth your shrewdest business attention, for you can use THE POST to good business purpose. A subscription costs \$3 per year. Send yours to-day.

The MacLean Publishing Co., ...
153 University Ave., Toronto.

Send me THE FINANCIAL POST OF CANADA regularly until further orders, commencing with the current issue. I will pay subscription cost, \$3 per year, on receipt of bill, or you may draw on me for this.

Name

Address.....
H.&M. 9A



A SALES-MAKING LABEL

Sixty years' experience in varnish-making is sealed up in every can bearing Berry Brothers' label. That is why Berry products are as dependable and so generally preferred by discriminating buyers. Another practical reason for this preference is the unvarying quality of Berry Brothers' finishes, which not only insures beautiful interiors, but the lasting quality that means real economy.

The Berry label is the buyers' guide to all that is best in varnishes, stains and enamels.

Write for dealers' descriptive price list.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville, Ont.

(701)

In Answering Advertisements

It will greatly oblige our advertisers and facilitate matters generally if you will give the following information:

- (1) Are you a manufacturer, wholesale merchant, agent or consumer?
- (2) What are the actual working conditions under which the goods are to be used?
- (3) What is the most desirable shipping point—St. John, N.B., Montreal, or New York in bond.
- (4) Is special packing desired?
- (5) Can you give Canadian or United States references, as to your financial standing?

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps
25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list.
B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.35; 22 long smokeless, \$7.50; 22 long rifle, smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire
Smokeless 303 Winchester, \$72.25 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$76; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½, \$3.60; Nos. 1 and 2 (100 in box), \$3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (250 in box), \$3.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80; new No. 4 \$5.50; U.M.C., 33, \$5.50.

Shot, standard, 100 lbs., Toronto, \$17.35-\$19.75; Montreal, \$18; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.	
3/16.....	\$ 6.00 18/16.....\$12.00
4/16.....	5.00 19/16.....14.00
5/16.....	5.00 20/16.....14.00
6/16.....	5.00 21/16.....16.00
7/16.....	5.00 22/16.....16.00
8/16.....	5.00 23/16.....18.00
9/16.....	6.00 24/16.....18.00
10/16.....	6.00 25/16.....21.00
11/16.....	7.00 26/16.....21.00
12/16.....	7.00 27/16.....24.00
13/16.....	8.25 28/16.....24.00
14/16.....	8.25 29/16.....27.00
15/16.....	9.50 30/16.....27.00
16/16.....	9.50 31/16.....30.00
17/16.....	12.00 32/16.....30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 100%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.....	\$13 25	\$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00

Bench—No 2, doz...	12 50	13 20
No. 3, doz.....	13 50	14 20
No. 4, doz.....	14 50	15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to \$1.15 a lb.

BARS, CLOTHES

No. 4, dozen	\$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. \$1.40-\$1.75
Cut Lace Leather, lb. 1.60-1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.....	\$ 4 00
No. 2 x 50, lb.....	5 00
No. 3 x 60, lb.....	7 50
No. 4 x 100 lb.....	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	\$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, IRONING

No. 32, 5 x 12 in., doz.	\$11 00
No. 35, dozen	25 00
No. 36, dozen	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts (\$1 list), ¾ in. dia. and smaller, 10%.

Carriage Bolts (\$1 list), 7-16 dia. and larger, net list.

Machine Bolts, ¾ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, net list.

Fancy Head Bolts, net list.

Shaft Bolts (\$3 list), net list.

Stee Bolts, large head (\$3 list), net lists.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list, \$1.50.

Nuts, square, tapped, add to list \$1.75.

Nuts, hexagon, blank, add to list \$1.75.

Nuts, hexagon, tapped, add to list \$2.

Stove bolts, 55%. Tire bolts, 35%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12-14c

F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base

Rods, base ½ to 1 in., round, 38-44

Tubing, seamless, base.....45½-50

Tubing, iron pipe size, base ¾ in. and up to 3 in.....45½-50

Copper tubing, iron pipe size, base. ¾ in. up to 3 in.....47½-53

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy\$14.50-\$17

30-gal. Standard

BOARDS (Wash), Zinc Doz.

Pony

Improved Globe

Nestune

Standard Globe

Original Globe

Jubilee

Newmarket King

Diamond King (glass).....	6 00
Western King (enamel)	7 00
Beaver (brass)	7 00

F.O.B. Newmarket.

BUTTS

Wrought Steel:—

No. 840

No. 800

No. 838

No. 808

No. 80 4.....

Nos. 802, 842, 844

Nos. 810 and 814

No. 830

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5,000), 33 1-3%

Chicago Relax Floor (6,000), 25-10-7½%

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3,000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

B.B.B.

Fire Welded

Fire Welded

CHAIN

Mont'l Tor'to

3-16 in.

¼ in.

5-16 in.

¾ in.

7-16 in.

½ in.

5/8 in.

¾ in.

1 in.

Electric Welded

B.B. B.B.B.

3-16 in.

¼ in.

5-16 in.

¾ in.

7-16 in.

½ in.

5/8 in.

¾ in.

Montreal and Toronto

American Proof Coil Chain

B.B. B.B.B.

3-16 in.

5-16 in.

¾ in.

7-16 in.

½ in.

5/8 in.

¾ in.

Electric Welded B.B.B.—Chain.

¼ in., \$13.75; 5-16 in., \$12; F.o.b. Toronto.

Cow ties, 5, 10%; trace chains.

net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%.

¾ in.

¾ in.

¾ in.

¾ in.

¾ in.

¾ in.

¾ in.

¾ in.

¾ in.

¾ in.

¾ in.

¾ in.

¾ in.

¾ in.

¾ in.

¾ in.

¾ in.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD Universal (doz.)

No. 0

No. 1

No. 2

No. 3

F.O.B. Montreal, Toronto.

Russwin—

No. 0

No. 1

No. 2

No. 3

CLOTHES LINE (Galvanized)

No. Per 1000 ft.

17-7-strand, 100 ft. lengths..\$7 80

17-7-strand, 50 ft. lengths.. 8 00

18-6-strand, 100 ft. lengths.. 5 40

18-6-strand, 50 ft. lengths.. 5 45

19-6-strand, 100 ft. lengths.. 4 75

19-6-strand, 50 ft. lengths.. 5 00

F.O.B. Montreal, Toronto, London.

COPPER

Castings ingot, see weekly report.

Bars, ½ to 2 in....\$43 50 \$43 00

Plain sheets, base, 16

oz. and heavier.... 48 00 48 00

Copper sheet, tinned,

14x60 in., 14 oz.... 49 00

Copper sheet, plan-

ished, base 16 oz.

and heavier

58 00 49 00

Braziers' in. sheets,

6x4 base 46 00 48 00

Above prices are full sheets and

bars. Cut sheets and bars are 5c

per lb. higher.

COMBS

Curry combs: No. 111, \$1.55; No.

121, \$1.70; No. 122, \$2.25; No. 127,

\$2.25; No. 100, \$2.80 per dozen.

F.O.B. Montreal, Toronto, Hamil-

ton, London

CORD (SASH)

No. 6, lb. 72

No. 7, lb. 71

Nos. 8, 9, 10, 12

70

F.O.B. Montreal, Toronto, Hamil-

ton, London

CANADA PLATES

Prices nominal, Montreal Toronto

Ordinary, 52 sheets,\$11 75 \$ 9 50

Do., 60 sheets. 9 65

Apollo Crown Gorbals

Within the Charmed Circle "Bigger Business" Products

You'll find Canada Metal Products wherever progress is a "by-word." With consumer and dealer alike, Canada Metal Products are within the charmed circle of Bigger Business Products.

EVERYTHING FOR THE PLUMBER

Baths, Lavatories, Sinks, Aristocrat
Laundry Tubs

We also manufacture

BABBITT SOLDER
LEAD PIPE
SHEET LEAD

The Canada Metal Company, Ltd.
Head Office Fraser Avenue Toronto



Reliability of Our Warranted Pure Linseed Oil

Means
Saving



To
You

The Canada Linseed Oil Mills, Limited
MONTREAL AND TORONTO

If interested, tear out this page and place with letters to be answered.

DOORS, SCREEN

Kasement, No. 1, \$24.84 to \$27.24 doz.; Nos. 2 and 3, \$28.20 to \$30.00 doz. F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50
Kearney & Foot, Arcade.	50
J. Barton Smith, Eagle.	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30-32½
Black Diamond	32½
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb. Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	\$7 50
Three heat, round	8 25

F.O.B. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	2 50-3 00
Under 40 lbs.	2 75-3 25
Bi-Treadle, each	6 25

F.O.B. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	\$11.25-\$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	20 20

Halters (Sisal)

7-16 in. gross, \$24: 9-16 in.	\$36.
F.O.B. Toronto, London—7-16 in., \$2.10 doz.; ½ in.	\$2 65 doz

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	\$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.O.B. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, net list. Fork, hoe, rake and shovel handles 20%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 10%.

F.O.B. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	\$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz	10 60
Steel track, 1¼ in.	9 00-12 00

F.O.B. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.O.B. Toronto.

HINGES, TEE AND STRAP

	Heavy, Net Prices.	Strap	Tee
	Doz. pairs.		
4-inch	\$2.55-\$2.70	\$2.18-\$2.30	
5-inch	3.15-3.30	2.72-2.85	
6-inch	3.40-3.55	3.06-3.20	
8-inch	4.60-4.85	3.49-3.65	
10 inch	8.16-8.56	6.20-6.50	
12-inch	10.12	9.86-10.35	
14-inch	11.56	10.03	

Light, Net Prices, figured at discount 10%; 15% discount also offered.

3-inch, doz. pairs.	\$0 90	\$0 90
4-inch	1 10	1 00
5-inch	1 25	1 15
6-inch	2 25	1 35
8-inch	2 25	1 60
10-inch		

Screw Hook and Strap Hinges—

List prices, per dozen pairs—6-in., \$4.30; 8-in., \$4.80; 10-in., \$6.40; 12-in., \$7; 15-in., \$7.50; 18-in., \$11; 21-in., \$12.40; 24-in., \$16; 27-in., \$17.20; 30-in., \$18.50; 33-in., \$21.50; 36-in., \$24.50. Discount, 25%.

F.O.B. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	\$14 00
Lightning	12 50
Heath's	12 50
HOES, Grub	10 00

HOOKS, GRASS

	English	Canadian Fox
No. 2, per doz.	\$3 40	\$5 00-\$5 50
No. 3, per doz.	3 50	5 50-6 40
No. 4, per doz.	3 50	6 00-7 40
Little Giant	5 25	
Berden	5 25	

F.O.B. Montreal, Toronto.

HORSESHOES

	Price per keg
	No. 2 No. 1
	Sizes and
	Patterns made larger smaller
	Less 20c

Light iron	0-7	\$7 25	\$7 50
Long heel light iron	3-7	7 25	
Medium iron	1-8	7 25	7 50
Heavy iron	6-8	7 25	
Snow	1-6	7 50	7 75

New-light "XL"

steel	1-6	7 70	7 95
Fetherweight "XL" steel.	0-4	9 10	
Special-counter-sunk	0-4	9 60	
Toe-weight(front only)	1-4	10 10	

Packing—Up to 3 sizes in one keg. 10c per 100 lbs. extra. More than 3 sizes 25c per 100 lbs. extra. F.O.B. Montreal and Belleville. Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2, and larger, sharp and blunt. \$2.25 to \$2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ¼ in., 100 ft.	\$17 50
Corrugated, ½ in., 100 ft.	20 50
Corrugated, ¾ in., 100 ft.	23 50
Corrugated, 1 in., 100 ft.	35 00
Less 5% for full reels, 500 ft.	

F.O.B. Toronto and London.

HAT AND COAT HOOKS

Covered wire 3 in., 95c gross. F.O.B. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable. 72x30 up to 24 gauge, case lots 72x30, 26 gauge, case lots. Less than case, 50c per 100 lbs. extra. F.O.B. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japaned, doz.	1.40-1.50
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons common, plated.	5 50
Princess Electric, each	4 00
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 85
Home Point Domestic Electric Irons, each	5 25
G-soline Sad Irons, each	4 25

F.O.B. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

	Step Ladders	Per ft.
Crescent	0 19	
Household	0 19	
Standard, 4-12 ft.	0 21	
Electrician	0 20	
Heavy duty	0 47	
Extension	0 35	
Perfect, 6 to 10 ft. only	\$0 31	
Hercules, 4 to 10 ft.	0 33	
Hercules, 12 to 14 ft.	0 28	
Faultless, 4 to 10 ft. only	0 29	
Ontario, 4 to 10 ft. only	0 26	
Shelf Lock, 4 to 8 ft. only	21	

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.O.B. Toronto, Hamilton, London.

Extension Ladders

	Per ft.
Up to 32 ft.	0 23
36 to 40 ft.	0 26

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	\$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	7 00
Little Bobs	2 10-4 20

F.O.B. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short	\$0 95-\$1 10
Cold blast	0 95-1 10
3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.	
Cold blast, short ruby.	4 00-4 20
Cold blast, common ruby	4 00-4 20

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton, and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2, per doz.	1 85
Steel Thumb, No. 3, per doz.	2 40
Steel Thumb, No. 4	4 70
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.O.B. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	\$ 9 00
Dowsell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
B'ue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50

Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	\$1.00-\$1.75
Carpenters, No. 3	5 50

F.O.B. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	\$12 00	\$12 50
Pick, doz.	12 00	12 50

F.O.B. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—		
No. 4, dozen	.....	\$29 40
No. 8, dozen	.....	33 60
Universal—		
No. 4, doz.	.....	\$38 10 39 60
No. 8, doz.	.....	46 40 48 60

MOPS

O-Cedar, doz, net	\$12 60
Sprutex, No. 2, doz...\$8 00	8 40
S.W. Mops, complete, doz...	5 00
Mop Sticks, doz., No. 8....	2 00
Cast Head Mop, doz.	2 00
Crescent, doz.	3 35
Crank wringing, doz.	6 90
F.o.b. Montreal, Toronto, Hamilton, London.	

F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.O.B. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912. Advances over base on common wire nails in kegs.

2¾ inch	15c
1 inch	\$1 3 inch
1½ inch	1 3¼ inch
1¼ inch	65c 3½ inch
1½ inch	40c 4 inch
1¾ inch	40c 4½ inch
2 inch	30c 5 inch base.
2¼ inch	30c 5½ inch base.
2½ inch	15c 6 inch base.
6½ to 12 inch-2 Ga. and heavier,	25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, \$5.30 base.

Freight equalized on above points. F.O.B. Montreal, Gananogue, Collingwood and Owen Sound, \$5.35 base.

Freight equalized on above points. Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, \$5.42½.

Sault Ste. Marie, Port Arthur, Fort William, \$5.05-\$5.35 base, f.o.b. factory; no freight allowance. Moulding, Flooring, Slatting, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, \$5.70 base; Toronto, \$5.65 base; London, \$5.60; Hamilton, \$5.65; no equalization of freights.

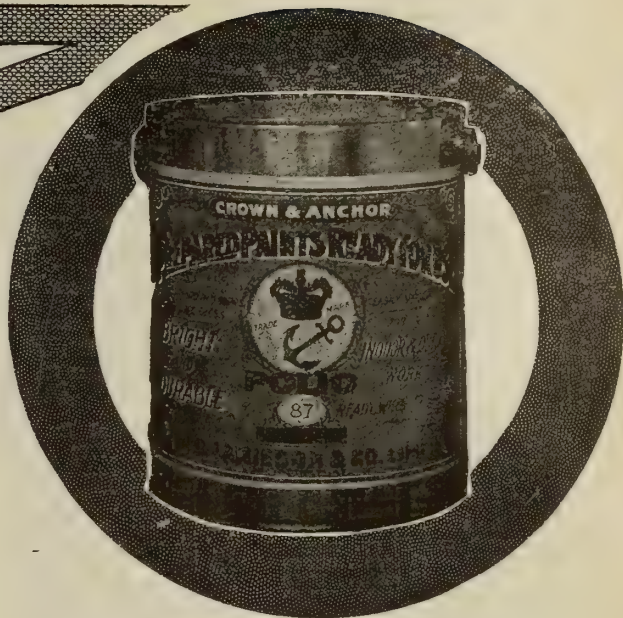
Roofing Nails—American, large head, keg, \$9. London, \$10.

F.O.B. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

	C Brand
	Size
Capewell—	Per 100 lbs.
No. 5	\$22 00
No. 6	21 00
No. 7	20 00
No. 8	19 00
No. 9 and up	18 00

Discount, 10%.



The *Practical* Value of Paint—

can be determined only by application.

Its serviceability depends upon the ingredients that go into it.

Therefore, what your customers get out of their paint is determined only by the quality inside the tin—or the reputation of the house that stands behind it.

Both dealer and consumer have long since been educated to the fact that it pays to pay a little more for good paint especially when such a paint *returns this slight extra first cost by giving better and longer service.*

Never in the world's history has money been needed but wasted than right now.

Why not sell paints that *save* it?

The Jamieson Proposition
is sure to interest you.
Write for it.

R. C. Jamieson & Co.
LIMITED
MONTREAL, CANADA

Est'd. 1858

Branches: CALGARY and VANCOUVER
Owning and operating P. D. Dods & Co., Ltd.

"M.R.M." BRAND

No.	Net Price	Lengths	List of 25 lbs.	Per box
3	1 1/2"	1 1/2"	\$19 50	
4	1 3/4"	1 3/4"	9 50	
5	1 15-16"	1 15-16"	4 50	
6	2 1/4"	2 1/4"	4 25	
7	2 5-16"	2 5-16"	4 00	
8	2 1/2"	2 1/2"	4 00	
9	2 11-16"	2 11-16"	3 75	
10	2 7/8"	2 7/8"	3 75	
11	3 1-16"	3 1-16"	3 75	
12	3 1/4"	3 1/4"	3 75	

F.O.B. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.	
12 inch...\$1 80	48 inch...\$ 6 20
18 inch...2 65	60 inch...7 70
24 inch...3 40	72 inch...9 20
30 inch...4 00	84 inch...10 50
36 inch...4 75	96 inch...12 00
42 inch...5 50	
1 1/2 inch mesh and 19 ga. wire.	
12 inch...\$3 50	42 inch...\$10 50
18 inch...5 00	48 inch...12 00
24 inch...6 30	60 inch...15 00
30 inch...7 75	72 inch...18 00
36 inch...9 90	

1 inch mesh and 20 ga. wire.	
12 inch...\$4 00	42 inch...\$12 00
18 inch...5 50	48 inch...14 00
24 inch...7 00	60 inch...17 00
30 inch...8 50	72 inch...20 00
3/4 inch mesh and 20 ga. wire.	
24 inch...10 50	36 inch...\$15 00
30 inch...12 75	
1/2 inch mesh and 22 ga. wire.	
24 inch...\$16 50	36 inch...\$24 00
30 inch...20 10	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

Per rod

Invincible—1640 \$ 0 75

1848 0 85

2060 0 95

Put up in 10, 20 and 30-rod rolls.

F.O.B. Montreal.

OAKUM

Best (American) \$21 00-\$22 00

U.S. Navy (unspun) 21 00

Clipper (spun) 19 50

U.S. Navy (unspun) 21 50

U.S. Navy (spun) 21 50

Plumbers (spun) \$9 00-10 50

F.O.B. Montreal, Toronto

OIL

Montreal Toronto

Royalite 0 19 0 18

Palatine 0 22 0 21

Gasoline, gal. 0 34 0 33

Black oil (Summer) .. 0 16 1/2 0 15 1/2

Black oil (Winter) .. 0 18 1/2 0 16

Imperial Cylinder .. 0 71

Capital cylinder .. 0 55 0 54

Machine oil, regular grades 31-41 29-39

Standard gas engine oil 0 44 0 43

Paraffine 0 25 1/2 0 24 1/2

XXX machine 0 40 0 39

Fuel oil, bbls. 0 14 1/2 0 13 1/2

ruei oil, tank cars.. 0 13 0 12

OLD MATERIALS

See weekly report.

PACKING

Per lb.

Fine jute \$0 20

Coarse jute 0 15

Hemp 0 34

Square braided hemp 0 38

No. 1 Italian 0 44

No. 2 Italian 0 36

F.O.B. Montreal and Toronto.

PAPER

Per 400-ft. roll

Dry Fibre, No. 1 roll 1 20

Dry Fibre, No. 2 roll 0 65

Anchor Brand 1 20

Rosin Sized Sheeting, red... 1 05

Do., blue 1 10

Tanned Fibre, No. 1 roll 1 80

Tanned Fibre, No. 2 roll 0 83

Surprise Fibre 0 71

Tanned felt, per cwt. 4 10

Cyclone (dry) 1 20

Cyclone (tanned) 1 30

Joliet (dry fibre) 0 65

Monarch Sheathing (per 100 lbs.) 4 00

Asbestos sheeting (per 100 lbs.) 0 15

Carpet Felt, 16 oz., per 10 lbs. \$5 50

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.....\$10 75 \$11 80

6 to 7 lbs., doz.....11 50 12 60

7 to 8 lbs., doz.....12 25 13 50

Rock—

7 to 8 lbs., doz. 12 50

F.O.B. Montreal and Toronto.

PINS, CLOTHES

Per case

5 gross, 4-in. (loose) 1 15

4 gross (cartons), 4 1/2 in. 1 15

F.O.B. Montreal and Toronto.

WROUGHT IRON PIPE

Price List No. 36

Black Galvanized

Per 100 feet

Standard Butt weld

1/8 in. \$ 6 00 \$ 8 00

1/4 in. 5 22 7 35

3/8 in. 5 22 7 35

1/2 in. 6 63 8 20

3/4 in. 8 40 10 52

1 in. 12 41 15 56

1 1/4 in. 16 79 21 05

1 1/2 in. 20 08 25 16

2 in. 27 01 33 86

2 1/2 in. 43 29 54 11

3 in. 56 61 70 76

3 1/2 in. 71 76 88 78

4 in. 85 02 105 19

Standard Lap weld

2 in. 29 97 36 45

2 1/2 in. 45 05 55 28

3 in. 58 91 72 29

3 1/2 in. 73 60 91 54

4 in. 87 20 108 45

4 1/2 in. 99 06 123 82

5 in. 115 40 144 50

6 in. 149 80 187 20

7 in. 195 20 243 95

8 L in. 205 00 256 25

8 in. 236 20 295 20

9 in. 282 90 353 25

10 L in. 262 40 328 00

10 in. 337 80 422 30

Terms 2% 30 days, approved credit.

Freight equalized on Chatham,

Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2 1/2 inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4 1/2" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 25%.

4 1/2" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

Plain List

2 in., in 10-ft. lengths, list \$8 00

3 in., in 10-ft. lengths, list 9 70

4 in., in 10-ft. lengths, list 12 80

5 in., in 10-ft. lengths, list 17 50

6 in., in 10-ft. lengths, list 21 30

Net List

F.O.B. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Montreal Toronto

Medium and extra heavy, 6" and under 35. 2 1/2 30

8" soil pipe 30 25

Medium and extra heavy fittings, 6" and under 40, 2 1/2 40

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl. 8 50

Navy pitch, per bbl. 6 50

F.O.B. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz., list..... 3 00

12-oz. bottles, doz., list..... 6 00

1-qt. can, doz., list..... 15 00

1/2-gal. cans, doz., list..... 24 00

1-gal. cans, doz., list..... 36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz. \$2 00

12 oz., doz. 4 00

32 oz., doz. 8 40

64 oz., each 1 20

128 oz., each 2 10

F.O.B. Toronto, London.

PUMPS

No. 1 \$2 75 \$2 95

No. 2 3 05 3 30

No. 3 3 40 3 65

F.O.B. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, 1/2-lb. pkgs., 1c per lb.; 3/4-lb. pkgs., 2c

lb. Coppered Rivets, net extras, 3c per lb.

F.O.B. Montreal, Toronto, London.

ROOFING

Per square

Samson, 1-ply, roll \$2 25

Samson, 2-ply, roll 2 70

Samson, 3-ply, roll 3 30

R. S. Special, 1 ply 1 50

R. S. Special, 2-ply 1 75

R. S. Special, 3-ply 2 00

Amazon, 1-ply 1 95

Amazon, 2-ply 2 25

Amazon, 3-ply 2 55

Everlastic, 1-ply 1 65

Everlastic, 2-ply 1 95

Everlastic, 3-ply 2 25

Good Luck, 1-ply 1 60

Good Luck, 2-ply 1 80

Good Luck, 3-ply 2 10

McCombe Sp., 1-ply 1 35

McCombe Sp., 2-ply 1 55

McCombe Sp., 3-ply 1 75

Black Cat, 1-ply 1 85

Black Cat, 2-ply 2 15

Black Cat, 3-ply 2 45

Black Diamond tarred felt, 4 10

Black Diamond Ready Roofing, 2 ply 1 12

Black Diamond Ready Roofing, 3 ply 1 38

Liquid roofing cement, per gal. in barrels 0 31

5 and 10 gal. lots, per gal. 0 44

Coal Tar (refined), bbl. 8 50

Roofing Pitch, per cwt. 1 20

F.O.B. Toronto, London, Montreal.

ROPE

Pure Manila basis 39

British Manila basis 33

New Zealand hemp basis 33

Sisal basis 27 1/4

Above quotations are basis prices 3/4 in. and larger diameter. The following advances over basis are made for smaller sizes:—3/8 in., 1/4c; 9-16 to 7-16 in. inclusive 1c; 3/8 in., 1 1/4c; 1/4 and 5-16 in., 2c; 3-16 in., 2 1/2c extra.

Single lath yarn basis 27 1/2

Double lath yarn 28

Vacht marine, tarred 57

Halyards 50

Horn deep sea line basis 50

Horn, tarred ratline basis 43

Horn, tarred holt rope basis 45

Manila and Henseline 45

Italian rope basis. On application

Cotton, 1/4 in. 0 73 0 77

5-32 in. 0 72 0 75 1/4

3-16 in. 0 69 0 72 1/4

1/4 in. and up 0 68 0 71 1/4

F.O.B. Toronto Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 5% to 15% on list

B. & A. emery cloth, 5% on list.

R. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.O.B. Toronto.

SCALES

Champion—

4 lb. \$ 5 50 \$ 0 20

10 lb. 7 50 0 30

240 lb. 12 50 0 50

600 lb. 28 00 1 00

1200 lb. 35 00 1 00

2000 lb. 50 00 1 00

2000 lb. Drop lever 57 00 1 00

10 lb. Household 5 00 0 10

25 lb. Household 6 00 0 20

Champion list prices subject to a discount of 5%: Standard scales.

10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.O.B. Toronto, Montreal, Hamilton.

SCYTHES

Doz.

Cast Steel \$12 50

Golden Clipper 13 50

Little Giant 14 50

Little Giant, Genuine 15 00

F.O.B. Toronto, London

SNATHS

Doz.

00 Patent \$13 75

1 13 20

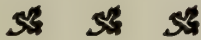
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A Winning Combination

Your store's local reputation as a good place to deal—

And the country-wide reputation of C.C.M. Bicycles for sturdiness, long service and beauty of line and finish—

Make this your winning combination by securing the agency for

CLEVELAND

MASSEY

PERFECT

BRANTFORD RED BIRD

COLUMBIA



GENDRON or IVANHOE

Canada Cycle & Motor Co. Ltd.

Montreal, Toronto, WESTON, Winnipeg, Vancouver

Here's a Line That Spells Sales

Reed's Plastic Asphalt Roof Cement should find a ready sale just now when weather permits of outside repairs. Leaky roofs that started during the hard winter can now be quickly and permanently repaired, no matter whether of slate, metal, shingle or composition.

This means sales for the dealer—sales without effort, too. All you need do is place this line in a prominent place. It will be its own salesman.

Order from your jobber.

GEO. W. REED & CO., Ltd.
Manufacturers
MONTREAL





SPECIALIZE on SHOWERS

"EVERY SHOWER'S A BLESSING"

But **EMPIRE** Showers Beat All

WHAT WE SAY

This is a very opportune time to specialize on showers. There is no fixture in a home that would be appreciated these hot days as would a portable shower, and no fixture adds class to a bathroom more than does a shower fixture. No bath tub is complete without a shower.

Every Sanitary Engineer should boost the sales of these fixtures for more reasons than one.

First: Because a shower is necessary all the year round. Second: Because such a fixture completes the average bathroom, and third, because of the fact that no amount of bathing in a bath tub will fill the requirements of the shower.

WHAT A MEDICAL AUTHORITY ONCE SAID

At a meeting of Medical Health Officers, held some time ago, one of them was asked to express his views about plumbing and plumbing fixtures and their relationship to health. He declared that the bath tub was the worst abomination in a home unless fitted with a shower. He further stated that when a person took a bath in the regular way, and no shower was available, that that person would be no cleaner than the water in the bath tub. This same gentleman brought pressure to bear upon a number of men which resulted in a certain club building being equipped entirely with showers only.

Empire Manufacturing Co., Limited

LONDON

TORONTO

CARTER'S

**QUALITY
THE BEST**

Your customers will need Red Lead to protect the iron work around their homes.

The Painters want a Genuine Red Lead for their work. Are you prepared for this demand? If not, put in a good stock of

Carter's Genuine Dry Red Lead
and

Carter's Genuine Powdered Litharge

They are the best quality you can buy. Made in Canada from the best grade of Canadian Pig Lead.

Do you know the quality of these goods? Your customers know it and will insist on using Carter's Brands. Look over your requirements and order now.

Manufactured by
The Carter White Lead Company
of Canada Limited
91 Delorimier Ave. Montreal



K

HERE'S A DANDY!

SATISFACTION

FOR YOUR CUSTOMER

PROFIT

FOR YOURSELF

The Kribs line of **Washing Machines** will bring the above result.

Our line is not made by novices. We have years of experience behind us. Our machines are superior. Wood quality, lasting finish, general appearance, and above all, efficiency and satisfaction will bring you **more customers**.

Let us **show** you.

Ask your jobber for the KRIBS. If he can't supply you, write us direct for catalogue and discounts.

WILLIAM A. KRIBS, - Hespeler, Ont.
Makers of Freight Handling Trucks of all Kinds

K

K

K

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, \$8.60 for 100 lbs.; 5-lb. packages, \$8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1. \$1.50-\$2.00
Banana oil, gal. 3.50-7.00
F.o.b. Montreal, Toronto.

BLUE STONE Montreal Toronto
Per lb. 13-14 14-16

BRUSHES

Acme, 15 lbs. each. \$2 25
Acme, 20 lbs., each. 2 75
Acme, 25 lbs. each. 3 25
F.o.b. Toronto.

COLORS (DRY)

Raw Umber, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Burnt Umber, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Raw Sienna, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Burnt Sienna, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Imp. green, 100 lb. kegs. 0 25
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k. 0 12
Indian red, 100-lb. kegs. 0 15
Indian red, No. 1, 100 lb. k. 0 06
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02½
Drop black, pure dry. 0 15
Golden ochre, 100 lb. kegs. 0 06½
White ochre, 100 lb. kegs. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 0 03½
French ochre, barrels 0 06
Spruce ochre, 100-lb. kegs. 7-8c
Canadian red oxide, bbls. 2-2½
Super magnetic red. 2¼-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—
Venetian red 0 21
Indian red 0 35
Chrome yellow, pure 30-32
Golden ochre, pure 25-28
French spruce ochre, pure. 28-35
Greens, pure 0 32
Siennas 0 32
Umbers 0 32
Ultramarine blue 0 52
Prussian blue 1 50
Chinese blue 1 50
Drop black 0 30
Ivory black 0 31
Signwriters' black, pure 0 40
Lampblack 0 40
Marine black, 5 lb. irons. 0 20
F.o.b. Montreal, Toronto.

ENAMELS (white)

Duralite \$6 50
Albagloss 3 50

GLUE

Brantford All Round Glue—
Case No. 7—50-lb. pkgs. \$28 00
Case No. 8—100 ¼-lb. pkgs. \$1 00
Case No. 9—200 ¼-lb. pkgs. 38 00
Discount.

French medal (prices withdrawn)

English common sheet. 32-34
English prima 35-38
White pigfoot 0 50
Cake bone, 112-lb. bags. 0 35
Hide, 112-lb. bags. 0 45
Gelatin, 112-lb. bags. 45-60
Ground glues, 112-lb. bags,
No. 1 28-30
Ground glue, No. 2, 112-lb.
bags 22-24
Do., No. 2, less than bags. 24

GLASS

Per 100 ft. Single Thick Double
Under 25 \$16 80 \$22 90
26 to 34 17 60 24 85
35 to 40 18 35 26 40
41 to 50 23 50 30 00
51 to 60 24 60 30 80
61 to 70 26 50 32 70
71 to 80 29 70 35 40
81 to 95 45 45
96 to 99 48 85
91 to 94 49 80
95 to 100 58 55

101 to 105 65 35
106 to 110 73 10
Discount box glass, 25%.
Sheet glass, 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each \$0 80
Plates from 1 to 2 feet, each 0 90
" 2 to 3 " 0 95
" 3 to 4 " 1 15
" 4 to 5 " 1 35
" 5 to 7 " 1 50
" 7 to 10 " 1 70
" 10 to 12 " 1 75
" 12 to 15 " 1 85
" 15 to 25 " 1 95
" 25 to 50 " 2 15
" 50 to 75 " 2 20
" 75 to 90 " 2 25
" 90 to 100 " 2 30
" 100 to 120 " 2 60
" 120 to 140 " 2 90

Plates 101 to 110 wide containing not over 100 ft. each. 3 00
Plates 111 to 120 wide containing not over 100 ft. each. 3 40
Plates 101 to 110 wide containing over 100 ft. each. 3 40
Plates 111 to 120 wide containing over 100 ft. each. 3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, \$1.56-\$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots.
Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 15c advance per 100 lbs. F.o.b. London and Windsor, 30c per 100 lbs. F.o.b. Toronto and Hamilton, 25c per 100 lbs. F.o.b. Fort William and Port Arthur, 40c per 100 lbs.
Maritime differential 30c per 100 lbs over Montreal.

Anchor, Pure \$17 50 \$17 75
Crown Diamond 17 50 17 75
Crown, pure 17 50 17 75
Green Seal 17 50 17 75
Ramsay's Pure 17 50 17 75
Moore's Pure 17 50 17 75
Tiger, Pure 17 50 17 75
O.P.W. Dec. Pure. 17 50 17 75
Red Seal 17 50 17 75
Decorators 'Pure' 17 50 17 75
O.P.W. English 17 70 17 95
Elephant Genuine 18 00 18 25
B.B. Genuine Lead, less than tons, \$19.65, Toronto; \$19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound
casks, per cwt. \$14 00 \$14 50
Genuine, 100-pound
kegs, per cwt. 14 75 15 50
Less quantity 16 00 17 00
F.o.b. Montreal, Toronto.

LEAD, ARSENATE

Barrels, 600 lbs. 0 24½
Half bbls., 300 lbs. 0 24½
100s 0 45 0 25
50s 0 45½ 0 25½
25s 0 46 0 26
10s 0 47½ 0 29½
5s 0 49½ 0 31
2s 0 52 0 32½
1s 0 52 0 32½
F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., \$8.40; white, 5-lb. packages, \$7.80.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white 3 95
Elephant, colors 3 55
B.H. English, white 4 05
B.H. English, colors 3 80

B.H. Floor 3 15
B.H. Porch Floor 3 80
Minerva, white 3 90
Minerva, colors 3 65
Crown Diamond, white 3 80
Crown Diamond, colors 3 55
Crown Diamond, floor 3 05
B.H. Fresconette, white 3 35
B.H. Fresconette, colors 3 25
Moore's House Colors, white. 3 75
Moore's House Colors, colors. 3 65
Moore's Egyptian Paint, all colors 3 00
Moore's Floor Paint 3 00
Moore's Sani-Flat 3 00
Moore's Mooramel 6 50
Jamieson's Crown Anchor. 3 30
C.P.C. Pure, white 4 05
C.P.C. Pure, colors 3 80
O.P.W. Canada Brand, white 3 80
O.P.W. Canada Brand, colors 3 50
O.P.W. Canada Brand, floor. 3 05
O.P.W. Flat Wall, white. 3 30
O.P.W. Flat Wall, colors. 3 10
Ramsay's Pure, white 3 90
Ramsay's Pure, colors 3 60
Martin-Senour, 100%, white. 4 05
Martin-Senour, 100%, colors. 3 80
Martin-Senour, Porch Paint. 3 80
Martin-Senour, Neutone, white 3 35
Martin-Senour, Neutone, colors 3 25
Senour's Floor Paint 3 15
Sherwin-Williams, white 4 05
Sherwin-Williams, colors 3 80
Flat Tone, white 3 35
Flat Tone, colors 3 25
Lowe Bros. H.S., white. 4 05
Lowe Bros. H.S., colors. 3 80
Mellotone, white 3 50
Mellotone, colors 3 35
Sanitone, white 3 35
Maple Leaf, white 4 05
Maple Leaf, colors 3 80
Maple Leaf, floor 3 25
Pearcy's Prepared, colors 3 15
Pearcy's Prepared, white 3 50
F.o.b. Montreal, Toronto.

PARIS GREEN

C.P. Berger's and Munro's Per lb.

In barrels, about 600 lbs. 0 60¼ 0 61

In arsenic wags, 250 In 50 lb. and 100 lb. drums. 0 61¼ 0 62

In 25 lb. drums. 0 62¼ 0 63

In 1 lb. packets, 100 lbs. in case. 0 64¼ 0 65

In ½ lb. packets, 100 lbs. in case. 0 66¼ 0 67

In 1 lb. tins, 100 lbs. in case. 0 66¼ 0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PUTTY

Standard Less than tons

Bulk, in casks \$4 35 4 70

Bulk, 100-lb. drums 5 20 5 45-5 55

Bulk 25-lb. drums. 5 20 5 55

Bulk, 12½-lb. irons 5 20 5 80

Bladder, in bbls. 5 20 5 80

Ton lots standard are 20c per hundred pounds less.

Pure Putty, \$2 cwt. advance. London and Hamilton prices same as Toronto.

ROSIN

Barrels, 100 lbs. \$5 90 \$6 90

Kegs, 100 lbs. 7 00

Less, per lb. 0 07 0 08

SHELLAC

Pure White, gal. \$4 75-\$4 90

Pure Orange, gal. 4 50

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans \$3 30

B.H. Vanisher 3 00

Cumoff 3 30

Takof 3 25

O.P.W. Presto 3 00

Lingerwett 2 80-3 25

Solve 3 00

F.o.b. Montreal, Toronto.

VARNISHES

Per gal. cans

No. 1 Furniture, extra. bar-

rels, \$1.10-\$1.21 gal.; gal. tins \$1.32-\$1.45

B.H. Stovepipe Varnish, Anchor, ½ pints, per doz. 1 40

Depend-on, list 3 50

B.H. Maritime Spar, list. 7 90

Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 3 25

Granitine Floor Finish 3 25

Hydrox Spar 3 65

Sun Varnish 2 60

Sun Spar 4 63

Sun Waterproof Floor. 3 40

Jasperite Interior and Exterior 2 65

Jasperite Pale Hard Oil 1 90

Jasperite Indestructo Floor Finish 2 65

Jamieson's Copaline 3 02

M-S Marble-It Floor 3 29

M-S Wood-Var 3 29

M-S Double Spar 4 57

M-S Finest Interior 3 85

Elastic Interior 2 64

Mar-not 3 40

Quick Action House 2 47

Rexspar 4 62

Sear-Not 3 34

Kyanize Spar 4 95

Kyanize Cabinet Rubbing 3 85

Kyanize Interior 3 85

Luxeberry light 3 80

Luxeberry granite 3 52

Luxeberry spar 4 95

Ramsay's Universal 2 92

Crown Diamond Floor 2 60

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls. 0 13½

Opalite, 100 lb. kegs. 0 14

1 gal. packages, per pkg. 0 75

½ gal. package, per pkg. 0 40

Coralite, 5-lb. pkgs., white 0 07

Coralite, 5-lb. pkgs., colors 0 07½

B.H. Frescota, 5-lb. pkgs., white 7 80

B.H. Frescota, 5-lb. pkgs., colors 8 40

F.o.b. Montreal, Toronto.

WASTE

Cream, Polishing \$0 21

WHITE

XXX 0 20

XX 0 18

X 0 17

XC 0 16

Japanese 0 15

XXX Extra 0 21

X Grand 0 19½

XLCR 0 18½

X Empire 0 17½

X Press 0 16

COLORS

No. 5 15

No. 1 14

No. 7 13

No. 1A 11½

No. 1B 10½

Fancy 16½

Lion 15

Standard 18½

Popular 12

Keen 10½

Above lines subject to trade discount for quantity.

WAX

C. & B. Floor Wax \$0 40

B.H. Wax 0 40

Ronuk Floor Wax, lb. 0 38

Berry Bros. 0 34

Imperial Floor Wax 0 40

Anchor 0 38

O.P.W. Lion Brand 0 35

Old English 0 53 0 62

Johnsons 0 57 0 62

Jamieson's liquid wax, gal. 2 75

Gold Medal 0 42

Edwards, lb. 0 40

Ramsay's 0 45

S. & W. 0 54

Crown Diamond 0 45

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls. \$2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls. 3 00

WOOD ALCOHOL per gal.

In five gallons. \$1.80-\$1.90

In barrels 1 79

\$4 extra for barrels

F.o.b. Montreal, Toronto, London.

GLASS

Now is the time to sort up on WINDOW GLASS

BEFORE PRICES ADVANCE

We can take care of your requirements from our branch warehouses and make prompt shipments.

We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.

WRITE, PHONE OR WIRE your wants.

HOBBS

MANUFACTURING COMPANY, LIMITED

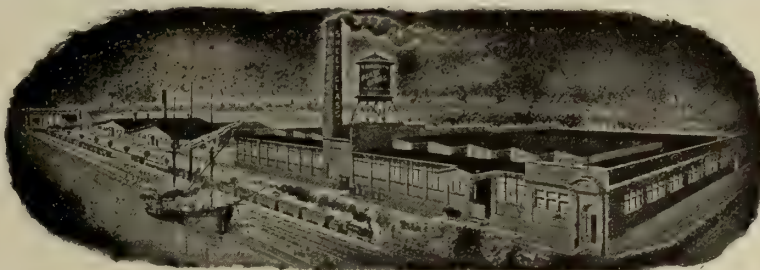
Montreal

Toronto

London

Winnipeg

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$17.20; chilled, \$18.70; buckshot, \$18.00; ball, \$18.40.

Dominion Metallics—B.B. Caps, \$2.80; C.B. Caps, \$3.50; 22 Short Black or Lesmok, \$4; 22 Long Black or Lesmok, \$4.80; 22 Short Smokeless, \$4.80; 22 Long Rifle Smokeless, \$6; 22 Long Rifle Black, \$5.60; 22 Long Rifle Smokeless, \$7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, \$3.00; C.B. Caps, \$3.50; 22 Short Black, \$4.35; 22 Long Black, \$5.25; 22 Long Rifle Black, \$7.70; 22 Short Smokeless, \$4.69; 22 Long Rifle Smokeless, \$6.55; 22 Long Rifle Smoke, \$7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., \$31; Sovereign Smokeless, 12 ga., \$38; Regale Smokeless, 12 ga., \$38; Nitro Club Smokeless, 12 ga., \$41; Canuck Smokeless, 12 ga., \$41 per M. net. Empty Paper Shot Shells, \$14 per M.; Empty Brass Shot Shells, \$6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.
Norris, 80 lbs. and over, 16c.

AXES

Single Bit\$14 50 \$20 00
Double Bit 16 50 21 50
Broad Axes..... 32 00 35 00

AUGER BITS

Standard List Prices per Dozen
3 16.....\$6 00 18 16.....\$12 00
4..... 5 00 19..... 14 00
5..... 5 00 20..... 14 00
6..... 5 00 21..... 16 00
7..... 5 00 22..... 16 00
8..... 5 00 23..... 18 00
9..... 6 00 24..... 18 00
10..... 6 00 25..... 21 00
11..... 7 00 26..... 21 00
12..... 7 00 27..... 24 00
13..... 8 25 28..... 24 00
14..... 8 25 29..... 27 00
15..... 9 50 30..... 27 00
16..... 9 50 31..... 30 00
17..... 12 00 32..... 30 00

Discounts from standard list prices
Irwin 10%
Gilmour 45%

BARS, CROW. \$10.25 per 100 lbs.
BAR IRON

Bar Iron—\$5.50 base; Swedish iron, \$5.25; sleigh shoe steel, \$5.80; spring steel, \$6.50; machinery steel, \$8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2½%.
Agricultural or No. 1 leather belting, 37½% off list.
Standard, 30% off list. 25% extra.
"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, \$1.65 per lb.; cut, \$1.85 per lb.; rawhide, sides, \$1.60; cut, \$1.80.

Blue Stone (Vitriol), 12c lb.

BOLTS

Carriage, ¾ and smaller, 5%; 7-16 and larger, 5% on list; machine, ¾ and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ¾ and smaller, 5% on list; 7-16 and up, 5% on list.
BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, \$1.10 to \$1.60 per roll, according to quality; plain, 80c to \$1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish
Per pr.
2½ x 2½ in. 37
3 x 3 in. 39
3½ x 3½ in. 40
4 x 4 in. 52
4½ x 4½ in. 75
5 x 5 in. 94

Wrought Steel—

No. 840Net list
No. 8005% on list
No. 838Net list
No. 8045% off list

CHAIN

Coil, 3-16 in., \$18.40; ¼, \$16.00; 5-16 in., \$13.60; ¾, \$12.40; 7-16, \$12.20; 1½, \$12.00; 9-16, \$12.00; ¾, \$11.75; ¾, \$11.50; 1 in., \$11.25; Logging, 5-16 in., \$15.40; ¾, \$14.20; 1½, \$13.80; tie-out, 47½%.

CHURNS

Barrel, No. 0, \$7.20; No. 1, \$7.20; No. 2, \$8; No. 3, \$8.80; No. 4, \$10.40 each.

CLEAVISES, MALL. 15c per lb.

CLOCKS—Alarm

Each
Big Ben\$2 90
Baby Ben 2 90
America 1 25
Lookout 1 50
Sleepmeter 1 65

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks
8, 9, 1072c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., \$6.85; 10 in., \$7.60; 12 in., \$8.95.
Conductor pipe, 2 in., per 100 ft., \$8; 3 in., \$9.65; 4 in., \$12.75.

ENAMELWARE

See Wares.

FILES

GlobeDiscount 45%
Nicholson Genl.....Discount 30%

FITTINGS—Malleable.

Class A 60%
Class B and C, off new list, 60-10%
Bushings 10%
Unions 25%
Nipples 4" and under 40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bb's., 30c lb.; 100-lb. bbls., 31c lb.; 10-lb. jugs, \$3.40 each; 5-lb. jugs, \$1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	\$14 00	18 50
26 to 40.....	15 00	21 00
41 to 50.....	18 50	23 75
51 to 60.....	19 50	24 25
61 to 70.....	20 50	25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	\$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., \$2.75.
Mounted on steel frames, \$5.00 to \$6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, net list.
Corrugated Strap Hinges — 4,
\$1.75; 5, \$2.35; 6, \$3.10; 8, \$4.95;
10, \$7.35; 12, \$11.35.

Corrugated Tee Hinges—4, \$2.15;
5, \$2.65; 6, \$3.50; 8, \$6.00; 10,
\$10.10; 12, \$14.40.

HORSESHOES

Iron, No. 0 to 1, \$7.85; No. 2 and larger, \$7.60; snowshoes, No. 0 to No. 1, \$8.10; No. 2 and larger, \$7.85; steel, No. 0 to 1, \$8.30; No. 2 and larger, \$8.05; featherweight, \$9.45.

Apollo and
"Ficur
Premier de Lis"

	10 3/4 oz. or 28 Eng.	\$11 70	\$11 70
28 Am. or 26 Eng.	11 40	11 40	
26 Am. or 26 special	11 10	11 10	
24	10 95	10 95	
22	10 95	10 95	
18 and 20.....	10 80	10 80	
16 Am.	10 65	10 65	

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set.....\$2 10
Mrs. Pott's No. 50, set..... 2 25

Mrs. Pott's common and iron handles, \$1.60 dozen. Mrs. Pott's improved, \$2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	\$12 50
Lightning	12 00

LAMP CHIMNEYS

A, per case, 8 doz., \$7.80, per doz., \$1.05; B, per case 6 doz., \$6.50; per doz., \$1.15.

LANTERNS

No. 2, plain	\$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, \$14.40.

LEAD WASTE, \$15.40.

LATCHES—THUMB, STEEL

	Doz.
2	\$2 10
2	2 80
4	4 90

Earn Door

5	2 80
8	3 00
9	5 20

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowsell	\$ 5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, \$12.60; cutter, \$12.60.

MOPS

	Doz.
O'Cedar Polish, No. 1	\$12 00
O'Cedar Polish, No. 3.....	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	\$ 7 75	\$ 8 25
Empress	10 00	10 60
Daisy	6 15	
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, \$5.80 base; Winnipeg, \$6.25 base. Cut f.o.b. Winnipeg, \$6.55.

NETTING—POULTRY

Net Prices per Roll.
1 in. mesh x 24 in.....\$5 95
30 in..... 7 20
36 in..... 8 50
2 in. mesh x 24 in..... 2 90
30 in..... 3 40
36 in..... 4 05
48 in..... 5 25
60 in..... 6 55
72 in..... 7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., \$4.15; 36 in., \$5.30; 48 in., \$6.25; 60 in., \$7.40; 72 in., \$8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 37½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 37c; Family safety coal oil, 24½c; "Engoline" engine coal oil, 20½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royaitie oil, 20c; Standard gas engine oil, 48c; Prairie Harvester oil, 49½c.

PAINTS

Stephens' Out White, \$4.20; Stephens' House, \$3.95; Stephens' Floor, \$3.40; Silkstone, \$3.15; Stephens' Barn Paint, \$1.85.

POLISH

	Doz.
O'Cedar —	
4 oz.	\$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	\$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)



**Right Now—These Are
Splendid Opportunities
For Every Stephens' Representative
Wherever He May Be !**

Here are three Stephen lines that are in demand at this season of the year, and are given preference over every other line on the Western market.

Stephens' Paints are easily applied, cover much surface, and are remarkable in their wearing qualities.

You'll find them used by shrewd consumers and sold by wise dealers everywhere throughout the West.

Manufactured by

**G. F. STEPHENS & CO.
LIMITED**

Paint and Varnish Makers
WINNIPEG AND CALGARY



If interested, tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	\$ 6 25	\$ 8 53
⅜ inch	6 30	8 66
½ inch	8 25	9 80
¾ inch	10 20	12 60
1 inch	15 00	18 75
1¼ inch	20 50	25 30
1½ inch	24 50	30 00
2 inch	32 75	40 50
2½ inch	52 50	64 70
3 inch	68 70	85 00
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., \$4.50.

PLATES, CANADA

18 x 21 per box, half polish, \$11; full polished \$12.50; 18 x 24, half polished, \$11; full polished, \$12.50; 20 x 28, half polished, \$11; full polished, \$12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., \$3.55 per dozen.

PUTTY

100-lb. irons	\$5 70
25-lb. irons, per cwt.	6 30
1½-lb. tins	0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¼c base; British Manila, 33¼c base; lath yarn, 28¼c base; African hemp, 33¼c base; cotton rope ¼ and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0 ½	\$0 38	\$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0 ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell).
10% on list.

SAWS, BUCK

Happy Medium, \$10.00; Watch Spring, \$10.40; Lance Tooth or Lightning Blades, \$10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—

	Doz.
Bramble	\$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, Nic.	\$ 87 00
Household, Jap.	75 00
Superba, Nic.	102 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	\$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., \$13.50 per doz.; D.H. Rd. Pt., \$13.50 per doz.; L.H. Sqr. Pt., \$13.50; L.H. Rd. Pt., \$13.50; Bulldog and Jones, D.H., Rd. Pt., \$15.50; D.H. Sqr. Pt., \$15.50; L.H. Rd. Pt., \$15.50; L.H., Sqr. Pt., \$15.50; L.H., Rd. Pt., \$15.50; Black Cat and Crescent Scoops—No. 4, \$17.00 doz.; No. 6, \$17.50; No. 8, \$18.00; No. 10, \$18.50; Moose & Jones Scoops, No. 4, \$18.25; No. 6, \$18.75; No. 8, \$19.25; No. 10, \$19.75.

SOLDER. Per pound, 69 to 70.

SPIKES

Pressed, ¼ in., \$8.30; 5-16, \$7.95; ¾, \$7.75; ½, \$7.55.

STAPLES

Bright wire, per cwt., \$5.85 at Fort William, \$6.25 Winnipeg; galvanized staples, \$6.65 Fort William, \$7.05, Winnipeg.

STEEL

Sleighshoe, \$5.80 base per cwt.; plow, common, \$6.50; crucible plow, \$7.50; angle, \$5.35; harrow, \$5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, \$7.50; machine, \$8.00 base; tire, \$5.90. Mild, 3-16, ¼, 5-16, \$8.00 base; other sizes \$5.75 base. Band Steel, \$5.75 base.

STEEL HOOPS

½ in., \$9.75; ¾ in., \$8.50; 1 in., \$8.75; 1¼ in., \$8.50; 1½ in., \$8.50; 1¾ in., \$8.50; 2 in., \$8.50.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	\$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME—

	Doz.	Victor	H. & N.	Jump
No. 0	\$1 95	.....	.....	.....
No. 1	2 30	\$3 60	\$3 10	\$3 10
No. 1½	3 45	5 40	4 55	4 55
No. 2	4 80	7 50	6 70	6 70
No. 3	6 40	10 00	.....	.....

TUBS—

	Wood	Fibre
No. 0	\$21 35	\$23 80
No. 1	18 80	20 45
No. 2	16 40	16 95
No. 3	14 00	14 45

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 4-ply	0 72
Cotton 3-ply	0 68

VARNISHES—

Stephens Luminette, gal. \$2 20
Stephens Exalite, gal. 3 00

WARES, ETC.—

Scotch Grey, 40, 12½% discount.
Colonial, Imperial, Pearl, 20, 7½% discount.
Premier, Canada, Diamond, 2½% discount.
Whiteware, 40, 10% discount.
Japanned Ware, list, plus 30%.
Japanned Ware, white, list, plus 40%.
Japanned Sprinklers, list, plus 30%.
Stamped Ware, plain, 40, 10% discount.
Stamped Ware, ret'd, 40% discount.
Pieced Tinware, ordinary, list, plus 40%.
Pieced Tinware, copper bottoms, list, plus 60%.
Sheet Iron Ware, list, plus 20%.
Light Galv'd Pails and Tubs, list, plus 27½%.
Heavy Galv'd Pails and Tubs, 17½% discount.
Jap. Coal Hods, list, plus 35%.
Galv'd Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 15% on list plus 75c; full boxes, iron, 10% on list plus 75c.

WHITE LEAD—

Decorators' pure, ton lots, \$18.25; less than ton lots, \$18.60.

WIRE, BARB—

Lyman, 4-point, \$4.95 f.o.b. Fort William, \$5.25 Winnipeg; Glidden Cattle, 2-pt., \$4.80 Fort William \$5.10 Winnipeg; Baker, 2-pt., \$4.75 Ft. William, \$5.05 Winnipeg; plain twist, cwt., Ft. William, \$4.95; Winnipeg, \$5.25 spool; plain galvanized Ft. William, No. 9, \$5.65; No. 12 \$5.85; Winnipeg, No. 9, \$6.05; No. 12, \$6.25; coil spring, Ft. William, No. 9, \$5.70; No. 12, \$5.95; Winnipeg, No. 9, \$6.10; No. 12, \$6.35.

Patented screen in 100-ft. rolls, \$3.50 per hundred sq. ft.; in 50-ft. rolls, \$3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop \$7.65 Winnipeg; \$7.25 Ft. William. Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, \$6.75; 10, \$6.80; 12, \$6.95; 14, \$7.15; 15, \$7.25; 16, \$7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	\$ 6 50
8 in.	7 80
10 in.	9 10
12 in.	11 70
15 in.	15 60

Perfect Handle—

6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	\$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trim—	
10 in.	\$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35

	Dozen
Always Ready—	Black N.P.
No. 1	\$4 20 \$4 50
No. 2	5 75 6 00

WRINGERS—

Eze, \$58.85 per doz.; Reliance, \$70.50 per doz.; Emperor, \$132. Royal Canadian, \$54.50 per doz.;

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
 BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
 BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
 BOILER TUBES NUTS RIVETS SHAFTING
 ANGLES CHANNELS RAILS TEES
 FORGING BILLETS CAP SCREWS WASHERS SET SCREWS
 GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
 THE MANUFACTURER — THE WHOLESALE — THE RETAILER — THE CONSUMER
 IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

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*Keeps Cars New
 Cleans, Polishes, Waxes
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Every auto owner will want to use Nonolio, the new wonder cleaner, waxer and polisher as soon as they see it work.

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Canadian National Carbon Co., Toronto.
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Canadian Winckley Co., Ltd., Windsor, Ont.
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Canada Dry Cells, Ltd., Winnipeg.
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Fernald Mfg. Co., North East, Pa.
Great West Electric Co., Ltd., Winnipeg, Man.
Gutta Percha & Rubber Ltd., Toronto.
Hamilton Whip Co., Hamilton, Ont.
Homer & Wilson, Hamilton, Ont.
W. W. Hicks, Winnipeg, Man.
Hyslop Bros., Toronto.
C. Kloepper, Limited, Toronto, Ont.
Line Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mosberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
North American Hardware Co., Ltd., Montreal.
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Will B. Lane, Chicago, Ill.
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C. A. Shaler Co., Wauwuna, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.
- Automobiles**
Canadian Pneumatic Tool Co., Ltd., Montreal. Q.
Carriage Factories, Ltd., Brockville, Ont.
Ford Motor Co. of Canada, Ltd., Ford, Ont.
- Axes**
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
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- Babbitt Metal**
Thos. Birkett & Son Co., Ltd., Ottawa.
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Tallman Brass & Metal Co., Hamilton.
- Bars and Racks, Clothes**
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.
- Barrel Liners**
J. N. Warmington & Co., Montreal, Que.
- Basins, China and Enamelled Iron**
Empire Mfg. Co., London, Ont.
- Batteries, Dry**
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
- Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
- Bath Room Fixtures**
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls.
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Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
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Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
- Bibbs, Basin and Bath Cocks, Fuller**
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.
- Brake Lining**
Thermoid Rubber Co., Trenton, N.J.
- Brass Goods**
Stratford Brass Co., Ltd., Stratford, Ont.
- Brass Castings and Goods**
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.
- Brass, Sheets and Rods**
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.
- Bevels**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
- Belt, Transmission, Elevator and Coneyor**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
- Belt, Rubber**
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.
- Belt, Cotton**
Dominion Belting Co., Hamilton, Can.
Plewes Ltd., Winnipeg, Man.
- Blacksmiths' Supplies**
D. Ackland & Son, Winnipeg.
- Blankets, Saddle**
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.
- Bolts and Nuts**
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.
- Boiler Tubes**
Baines & Peckover, Toronto.
- Boilers, Heating and Range**
Empire Mfg. Co., London, Ont.
- Bolts, Eye**
Williams & Co., J. H., Brooklyn, N.Y.
- Bolts, Panic**
Wm. Newman & Sons, Birmingham, Eng.
- Boxes, Wood**
Canadian Wood Products Co., Toronto, Can.
- Boat Calks and Tools**
Steel Co. of Canada, Ltd., Hamilton.
- Boring Bars**
Pratt & Whitney Co., Ltd., Dundas.
- Box Opening Tools**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
- Bale Ties**
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
- Rale Tie Buckles**
J. N. Warmington & Co., Montreal, Que.
- Barbed Wire**
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.
- Baskets**
Walter Woods & Co., Hamilton.
- Barn Door Hangers**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.
- Barrel Stands**
Wakye Mfg. Co., Winnipeg.
- Balers, Steel**
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.
- Bit, Braces**
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
- Brackets, Shelf**
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.
- Box Strapping**
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warmington & Co., Montreal, Que.
- Blasting Supplies**
Dupont Powder Co., Wilmington, Del.
- Building Papers**
Alex. McArthur & Co., Montreal, Que.
- Butter Molds**
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.
- Butter Workers**
Beatty Bros., Ltd., Fergus, Ont.
- Butts and Hinges**
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.
- Burrs**
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.
- Bread and Cake Makers**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
- Breast Drills**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
- Brushes and Brooms**
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Gimms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.
- Bits, Auger**
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.
- Bits, Forstner**
Progressive Mfg. Co., Torrington, Conn.
- Bicycles**
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.
- Blowers, Blacksmiths'**
Can. Blower & Forge Co., Ltd., The, Kitchener.
- Brooms**
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.
- Builders' Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
Peterboro Lock Mfg. Co., Ltd., Peterboro, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.
- Bumpers, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Z-z-i-i-i-i-p-p-! It sure do move!!

YOU *know* it moves, if you have it in stock — “61” Floor Varnish in Colors, the new all-round household finish. From coast to coast, dealers everywhere have found good profits and great satisfaction in selling this new high-quality varnish stain, a *different* article — unlike any other you may now have on your shelves.

Backed by advertising of equal quality — also of a *different* kind, “61” in Colors has made a remarkable record since January, when it first began to reach the Public. People *knew* “61” (Clear), through the continuous and consistent advertising of ten years, and now they want the new Colors.

If you have some “shelf-warmers” let them rest for the time being. Don’t pass by more profits. Investigate this new war-time seller, and get your share of the business.

Get our complete Dealer’s Proposition at once. Twelve gallons assorted starts you. Write today.

PRATT & LAMBERT-INC.

VARNISH MAKERS 69 YEARS

24 Courtwright Street, Bridgeburg, Ontario



“61” FLOOR VARNISH
for Floors, Furniture and all Woodwork
Now made in Eight Colors

THE BUYERS' GUIDE

Cabinet Hardware

Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers

Caverhill, Learmont & Co., Montreal.

Goodell-Pratt Co., Greenfield, Mass.

L. S. Starrett Co., Athol, Mass.

Caliper Gauges

Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture

Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Oil

Cannon Oil Co., Keithsburg, Ill.

Canoes

Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware

Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges

Dominion Cartridge Co., Ltd., Montreal.

Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers

Gipe-Hazard Store Service Co., Toronto.

Casters

Faultless Caster Co., Evansville, Ind.

Canada Foundries & Forgings, Ltd., Brockville.

The Toronto Lock Mfg. Co., Toronto, Ont.

Castor Oil

B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers

Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.

Thos. Birkett & Son Co., Ltd., Ottawa.

Caverhill, Learmont & Co., Montreal.

Walter Woods & Co., Hamilton.

Casseroles

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog.

Halter, Cow, Breast, Trace, Tire

McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers

Gipe-Hazard Store Service Co., Toronto

Ceilings and Walls, Metallic

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cement, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Roofing

Geo. W. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.

Brown-Boggs Co., Ltd., Hamilton.

Caverhill, Learmont & Co., Montreal.

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges

Chicago Spring Butt Co., Chicago, Ill.

Toronto Lock Mfg. Co., Toronto.

Chemical Closets

Wakye Mfg. Co., Winnipeg, Man.

Chemical Specialties

B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Vol-Peek Mfg. Co., Montreal.

Choppers, Food

Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap

Wells Bros. of Canada, Galt.

Churns, Hand and Power

Beatty Bros., Ltd., Fergus.

Thos. Birkett & Son Co., Ltd., Ottawa.

Caverhill, Learmont & Co., Montreal.

Dowdell, Lees Co., Hamilton.

Landers, Frary & Clark, New Britain, Conn.

Medalta Stoneware Co., Ltd., Medalta, Ont.

Merchants Hardware Specialties, Ltd., Calgary.

Reliable Churn Co., Toronto, Can.

Walter Woods & Co., Hamilton.

Clothes Bars and Racks

Otterville Mfg. Co., Ltd., Otterville, Ont.

Clocks

Western Clock Co., La Salle, Ill.

Clothes Racks

Walter Woods & Co., Hamilton.

Clamps

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Williams & Co., J. H., Brooklyn, N.Y.

Clippers

American Shearer Mfg. Co., Nashan, N.H.

Chicago Flexible Shaft Co., Chicago, Ill.

Closets

Wakye Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners

J. E. Beauchamp, Montreal.

Steel Co. of Canada, Ltd., Hamilton.

The Stanley Works, New Britain, Conn.

Collar Balls

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads

American Pad & Textile Co., Chatham.

Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck

Scythas & Co., Ltd., Toronto, Ont.

Cotton Gloves

American Pad & Textile Co., Chatham.

Coal Chutes

Toronto Lock Mfg. Co., Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Molds

Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam

Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless

Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel

Baines & Peckover, Toronto.

Conductor Pipe, Hooks, Heads, etc.

Metallic Roofing Co., Toronto and Winnipeg.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Wheeler & Bain, Toronto.

Empire Mfg. Co., London, Ont.

Connecting Rods

Williams & Co., J. H., Brooklyn, N.Y.

Coping Saws

Thos. Birkett & Son Co., Ltd., Ottawa.

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage

Brantford Cordage Co., Ltd., Brantford, Ont.

Consumers Cordage Co., Montreal.

Plymouth Cordage Co., North Plymouth, Mass.

Scythas & Co., Ltd., Toronto, Ont.

Corner Bead, Metallic

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cornices, Metallic

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Cooking Ware

Corning Glass Works, Corning, N.Y.

Crank Shafts

Williams & Co., J. H., Brooklyn, N.Y.

Crowbars

B. J. Coghlin & Co., Montreal.

Crocks, Butter

Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Cultivators

C. S. Norcross & Sons, Bushnell, Ill.

Cutlery

Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

Geo. Butler & Co., Ltd., Sheffield, Eng.

Thos. Birkett & Son Co., Ltd., Ottawa.

Caverhill, Learmont & Co., Montreal.

Clyde Cutlery Co., Clyde, N.Y.

Geneva Cutlery Co., Geneva, N.Y.

Goodell-Pratt Co., Greenfield, Mass.

James Hutton & Co., Montreal.

Canadian Wm. A. Rogers, Ltd., Toronto.

Jonathan Crookes & Son, Ltd., Sheffield, Eng.

Lewis Bros. Ltd., Montreal.

Landers, Frary & Clark, New Britain, Conn.

Onesida Community, Ltd., Onesida, N.Y.

Wm. Rogers Mfg. Co., Niagara Falls, Ont.

J. Wiss & Sons, Newark, N.J.

Wilkinson Sword Co.

Cutters

Butterfield & Co., Inc., Rock Island, Que.

Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors

Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails

Thos. Davidson Mfg. Co., Ltd., Montreal.

Soren Bros., Toronto, Ont.

Dampers, Stove Pipe

Canada Foundries & Forgings, Brockville.

Dampers, Fire Place

Toronto Lock Mfg. Co., Toronto.

Desks, School

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.

Butterfield & Co., Rock Island, Que.

Canadian Fairbanks-Morse Co., Montreal.

Pratt & Whitney Co., Ltd., Dundas, Ont.

Wells Bros. Co. of Canada, Galt.

Display Racks and Stands

Cameron & Cameron, Toronto.

National Mfg. Co., Sterling, Ill.

Doors, Metal

Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen

Kasement Skrene Dore Co., Toronto.

Door Bolts

Canada Steel Goods Co., Hamilton, Can.

National Mfg. Co., Sterling, Ill.

The Stanley Works, New Britain, Conn.

Toronto Lock Mfg. Co., Toronto.

Door Knobs

Carliland & Son, Ltd., James, Birmingham, Eng.

Door Checks

Canadian Yale & Towne, St. Catharines.

Wm. Newman & Sons, Birmingham, Eng.

Toronto Lock Mfg. Co., Toronto.

Door Hangers

Alth Mfg. Co., Ltd., Hamilton, Ont.

Canada Steel Goods Co., Hamilton, Ont.

Taylor-Forbes Co., Guelph, Ont.

National Mfg. Co., Sterling, Ill.

Toronto Lock Mfg. Co., Toronto.

Doors, Fireproof, Metal

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Door Springs

Jas. Carliland & Son, Ltd., Birmingham, Eng.

G. W. Mallory, Blenheim, Ont.

Wm. Newman & Sons, Birmingham, Eng.

The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls

Stratford Brass Co., Ltd., Stratford, Ont.

Draining Tools

Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast

Goodell-Pratt Co., Greenfield, Mass.

Stanley Rule & Level Co., New Britain, Conn.

North Bros. Mfg. Co., Philadelphia, Pa.

Drills, Blacksmiths'

Can. Blower & Forge Co., Ltd., The, Kitchener.

Drill Chucks

Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'

Canada Foundries & Forgings, Brockville.

Drills

Canadian Fairbanks-Morse Co., Ltd., Montreal.

Butterfield & Co., Inc., Rock Island, Que.

Goodell-Pratt Co., Greenfield, Mass.

North Bros. Mfg. Co., Philadelphia, Pa.

Plews Ltd., Winnipeg, Man.

Stanley Rule & Level Co., New Britain, Conn.

Wilkinson & Kompass, Hamilton, Ont.

Drop Forgings

Williams & Co., J. H., Brooklyn, N.Y.

Dry Colors

Brandram-Henderson, Montreal.

Canada Paint Co., Ltd., Montreal.

R. C. Jamieson & Co., Ltd., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

Ottawa Paint Works, Ottawa.

A. Ramsay & Son Co., Montreal.

G. F. Stephens & Co., Ltd., Winnipeg.

Martin-Senour Co., Ltd., Montreal.

McArthur Irwin, Montreal.

Dusters

Channell Chemical Co., Toronto.

Dynamite

Du Pont American Industries, Wilmington, Del.

Dry Cells

Canada Dry Cells, Ltd., Winnipeg.

Canadian National Carbon Co., Toronto.

Canadian H. W. Johns-Manville Co., Toronto.

Canadian General Electric Co., Ltd., Toronto.

Dominion Battery Co., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Spielmann Agencies, Ltd., Montreal, Que.

Eavestrough

Metallic Roofing Co., Toronto and Winnipeg.

Pedlar People, Limited, Oshawa.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Toronto Lock Mfg. Co., Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Wheeler & Bain, Toronto.

Egg Beaters

Louis McLain Co., Ltd., Winnipeg, Man.

Collette Mfg. Co., Collingwood.

Egg Cases

Miller Bros. Co., Ltd., Montreal, Que.

Walter Woods & Co., Hamilton.

Egg Case Fillers

Miller Bros. Co., Ltd., Montreal, Que.

Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons

Jas. Morrison Brass Mfg. Co., Toronto.

Elbows

Thos. Davidson Mfg. Co., Ltd., Montreal.

Pedlar People, Ltd., Oshawa, Ont.

Wheeler & Bain, Toronto.

Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells

Canadian General Electric Co., Ltd., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans

Canadian General Electric Co., Ltd., Toronto.

Factory Products Ltd., Toronto, Ont.

Great West Electric Co., Ltd., Winnipeg, Man.

Northern Electric Co., Ltd., Montreal.

A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures

Canadian General Electric Co., Ltd., Toronto.

Great West Electric Co., Ltd., Winnipeg, Man.

Northern Electric Co., Ltd., Montreal.

Tallman Brass & Metal Co., Hamilton.

Electric Grates

Great West Electric Co., Ltd., Winnipeg, Man.

Toronto Lock Mfg. Co., Toronto.

Electric Plates

Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties



Livingston

SERVICE COUNTS THESE DAYS

THE ENTIRE ORGANIZATION OF OUR COMPANY
IS AT YOUR SERVICE WHEN YOU SPECIFY

Livingston Brand

EVEN IN THE FACE OF THE VERY TRYING CON-
DITIONS OF THE SEASON OUR POLICY HAS BEEN
TO KEEP OUR CUSTOMERS SUPPLIED WITH THE
USUAL

STANDARD QUALITY PRODUCT

NO LOWERING OF "LIVINGSTON QUALITY" HAS
BEEN PERMITTED TO SPEED UP PRODUCTION.
THE RESULT IS SATISFIED PATRONS.

WE ARE PREPARED TO EXTEND THIS SERVICE
TO ALL.

BE SATISFIED WITH NOTHING SHORT OF THE
BEST OF SERVICE.



The
Dominion Linseed Oil
Company Limited
BADEN, TORONTO
MONTREAL

THE BUYERS' GUIDE

- Eveners**
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.
- Explosives**
Du Pont Powder Co., Wilmington, Del.
- Escutcheon Pins**
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
- Extinguishers, Fire**
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
- Fanlight Openers**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
- Fanning Mills**
Cushman Motor Works, Ltd., Winnipeg, Man.
- Fasteners, Storm, Sash and Screen**
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
- Farm Lighting Outfits**
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.
- Faucets, Petroleum**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Feed Boxes**
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.
- Feed Cookers**
Wheeler & Bain, Toronto.
- Felts (Tarred and Carpet)**
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.
- Fencing and Gates**
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Wainerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.
- Ferrules, Brass, Iron and Lead**
Empire Mfg. Co., London, Ont.
- Fibre Ware**
E. B. Eddy Co., Hull, Que.
- Files**
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompas, Hamilton.
Destouches, Ltd., Montreal, P.Q.
- Fillers**
Boston Varnish Co., Everett Station, Boston, Mass.
- Fire Arms**
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.
- Fire Door Fittings**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
- Fire Extinguishers**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
- Fire Department Supplies**
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.
- Fireplace Fixtures**
Stover Mfg. & Engine Co., Freeport, Ill.
- Fishing Tackle and Accessories**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Flags**
Scythes & Co., Ltd., Toronto, Ont.
- Flag Holders**
International Sales Co., Winnipeg, Man.
- Flashings, Metallic**
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
- Flashlights, Electric**
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.
- Flatware**
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.
- Fly Swatters**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
- Food Choppers**
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
- Force Cups**
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
- Ford Car Specialties**
Benjamin Electric Co., Toronto.
- Forges, Blacksmiths'**
Can. Blower & Forge Co., Ltd., The, Kitchener.
- Funnels**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
- Fixtures, Store**
Milbradt Mfg. Co., St. Louis, Mo.
- Furnaces**
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
- Fruit Jars**
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.
- Furniture Polish**
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Imperial Oil Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.
- Fuse Wire**
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
- Floor Stands**
Jenkins Bros., Ltd., Montreal.
- Floor Checks, Single or Double**
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.
- Flint Cloths**
John Oakey & Sons, London, Eng.
- Floor Dressing**
Imperial Oil Co., Ltd., Toronto, Ont.
- Galvanized Steel Sheets**
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Garden Cultivators and Weeders**
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.
- Garage Hardware**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.
- Garages**
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
- Garbage Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.
- Galvanized Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.
- Galvanizing**
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
- Galvanized Iron Cornices**
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.
- Galvanized Pipe**
Canada Metal Co., Ltd., Toronto.
- Generators**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
- Glass Jars**
Dominion Glass Co., Ltd., Montreal.
- Gas Water Heaters**
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
- Gaskets, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
- Gasoline**
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.
- Gauges**
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
- Glass, Window, Plate, Ornamental**
Hobbs Mfg. Co., Montreal, Que.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.
- Glue Pots, Electric**
Superior Electric, Ltd., Pembroke, Ont.
- Glue, Sheet and Ground**
Canada Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.
- Glass Cutters**
Goodell-Pratt Co., Greenfield, Mass.
- Glass Benders**
Toronto Plate Glass Importing Co., Toronto.
- Glaziers' Diamonds**
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & North, London, Eng.
A. Shaw & Son, London, Eng.
- Granary Lining**
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
- Gloves**
American Pad & Textile Co., Ltd., Chatham, Ont.
Hamilton-Carhartt Co., Toronto.
- Gonher Poison**
Kill-em-Onick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.
- Granaries, Portable, Metallic**
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Greases**
Prairie City Oil Co., Ltd., Winnipeg, Man.
- Grinders, Hand and Power**
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
- Grindstones**
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.
- Grindstone Fixtures**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Grinding Wheels**
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
- Guns**
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
- Gunsights**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Hack Saws**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
- Hack Saw Blades**
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.
- Hack Saw Frames**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
- Hack Saw Machines**
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.
- Halters**
Johnson Halter Co., Samia, Ont.
R. R. Kinread, Winnipeg, Man.
- Hammers**
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
- Hammocks**
Galt Robe Co., Galt, Ont.
- Hand Drills**
Goodell-Pratt Co., Greenfield, Mass.
- Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.
- Hand Pulls**
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.
- Hangers, Door**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Reatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
- Hangers, Barn Door**
Allith Mfg. Co., Ltd., Hamilton, Ont.
- Hangers, Door and Track**
Allith Mfg. Co., Hamilton, Can.
Reatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.
- Hooks, Hat and Coat**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Hangers, Storm, Sash and Screen**
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.
- Hand Taps**
Wells Bros. Co. of Canada, Galt.
- Harness**
Sammel Trees & Co., Toronto.
- Hardware Specialties**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
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- Huluth Show Case Co., Duluth, Minn.**
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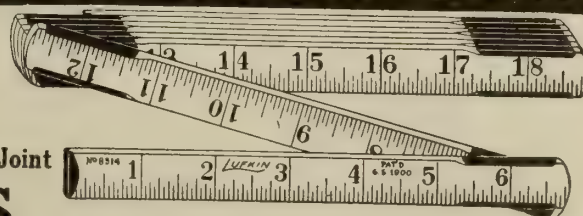
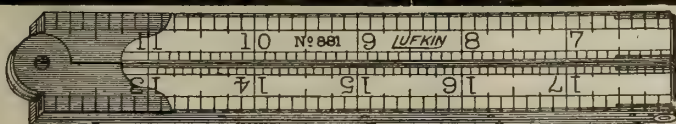
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Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hoops

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

Headlights, Auto

Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters

Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric

Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electric, Ltd., Pembroke, Ont.

Heels and Soles, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto

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The Stanley Works, New Britain, Conn.

Hinges, Spring

Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hinges, Strap and Tee

Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball

Toronto Lock Mfg. Co., Toronto.

Hockey Sticks

J. H. Still Mfg. Co., St. Thomas.

Hoes

Ward & Payne, Sheffield, Eng.

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Manitoba Bridge & Iron Works, Ltd., Winnipeg
Pewees Ltd., Winnipeg, Man.

Horse Singers

Collins Mfg. Co., Toronto.

Hones, Razor

The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber

Canadian Consolidated Rubber Co., Montreal.

Horse Nails

C. Kloepper, Limited, Toronto, Ont.

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C. Kloepper, Limited, Toronto, Ont.
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Lewis Bros., Ltd., Montreal.
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Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks

Williams & Co., J. H., Brooklyn, N.Y.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

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Collins Mfg. Co., Toronto.
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H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic

Jas. Morrison Brass Mfg. Co., Toronto.

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L. S. Starrett Co., Athol, Mass.

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Otterville Mfg. Co., Ltd., Otterville, Ont.

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Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles

Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural

Baines & Peckover, Toronto.

Irons

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline

Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

Jack Planes

Stanley Rule & Level Co., New Britain, Conn.

Jack Screws

Canada Foundries & Forgings, Brockville, Ont.

Jardinieres

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans

Boston Varnish Co., Everett Station, Boston, Mass.

Jugs

Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kettles

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws

Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware

Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent

Corning Glass Works, Corning, N.Y.

Knife Sharpeners

J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table

Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's

Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty

Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extension, Store, etc.

Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic

Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten

Busters Jackson Co., Toronto.
The Canadian Laco-Phillips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal.

Lamp Black

L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilkes Co., New York.

Lamp Chimneys

Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting

Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile

Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline

National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand

Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.

Lamps, Tungsten

Canadian Laco-Phillips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps, Nitrogen

Canadian Laco-Phillips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene

National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil

Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches

Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged

Williams & Co., J. H., Brooklyn, N.Y.

Lath, Metallic

Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Laundry Tubs, Iron, Plate, Cement

Empire Mfg. Co., London, Ont.

Lawn Swings

J. E. Beauchamp & Co., Montreal.
Lumber Products Ltd., Winnipeg, Man.

Lawn Mowers

Canada Foundries & Forgings, Ltd., Brockville.
Clippner Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lawn Sprinklers

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black

John Oskey & Sons, London, Eng.

Leather Belting and Soles

Beardmore & Co., Toronto.

Lead, Sheets and Pipe

Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.

Lead Traps and Bonds

Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.
Pewees Ltd., Winnipeg, Man.

Lace Leather

Wm. Taylor, Parry Sound, Ont.

Leather Belting and Soles

Pewees Ltd., Winnipeg, Man.

Lead Washers

Canada Metal Co., Ltd., Toronto.

Levels

H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses

Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store

Benjamin Electric Co., Toronto.

Lighting Fixtures, Store

Benjamin Electric Co., Toronto.

Lines, Wire, Clothes

Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes

Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil

Brandram-Henderson, Montreal.

Canada Linseed Oil Co., Ltd., Montreal and Toronto.

Dominion Linseed Oil Co., Baden and Toronto.

R. C. Jamieson & Co., Ltd., Montreal.

Prarie City Oil Co., Winnipeg, Man.

A. Ramsay & Son Co., Montreal.

Sherwin-Williams Co., Ltd., Montreal.

Locks

Can. Yale & Towne, Ltd., St. Catharines, Ont.

Peterboro Lock Mfg. Co., Peterboro, Ont.

Toronto Lock Mfg. Co., Toronto, Ont.

Locomotive Tools

Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools

Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Thos. Pink & Co., Pembroke, Ont.

Mantles, Gas

Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work

Empire Mfg. Co., London, Ont.

Marine Hardware

Scythes & Co., Ltd., Toronto, Ont.

Matches

E. B. Eddy Co., Hull, Que.

Mats, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers

Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers

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Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.

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H. Nagle Co., Montreal.

Meters

Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan

North American Hardware Co., Ltd., Montreal.
Vol-Peck Mfg. Co., Montreal.

Micrometers

Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters

Pratt & Whitney Co., Ltd., Dundas.

Milk Cans

Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors

Toronto Plate Glass Importing Co., Toronto.

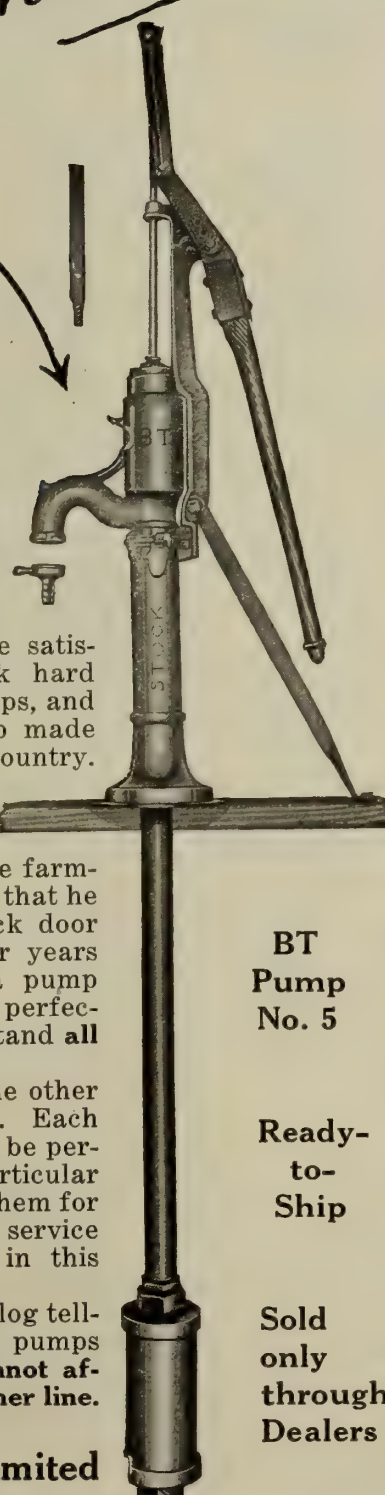
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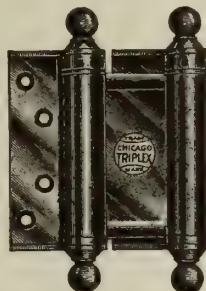
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North American Hardware Co., Ltd., Montreal, Q.

Motor Trucks

Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Motor GeneratorsCanadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.**Nails, Wire**Canadian Tube & Iron Co., Ltd., Montreal.
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Colonial Wire Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
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Neckyokes

Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oakum

Scythes & Co., Ltd., Toronto, Ont.

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Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal

Canada Linseed Oil Co.

Dominion Linseed Oil Co., Toronto.

Oil, Coal

Imperial Oil Co., Toronto.

Oils, Cylinder

Imperial Oil Co., Ltd., Toronto.

Prairie City Oil Co., Winnipeg, Man.

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Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine

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Prairie City Oil Co., Ltd., Winnipeg, Man.

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Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps

S. F. Bowser & Co., Inc., Toronto, Can.

Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing

Scythes & Co., Ltd., Toronto, Ont.

Oilers

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Thos. Davidson Mfg. Co., Ltd., Montreal.

Sheet Metal Products Co. of Canada, Toronto.

Orange Derinders

J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings

Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc

Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence

Banwell Hoxie Wire Fence Co., Ltd., Hamilton

McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates

McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Iron and Wire Work

Dennis Wire & Iron Works, London, Ont.

Packings

Consumers Cordage Co., Montreal.

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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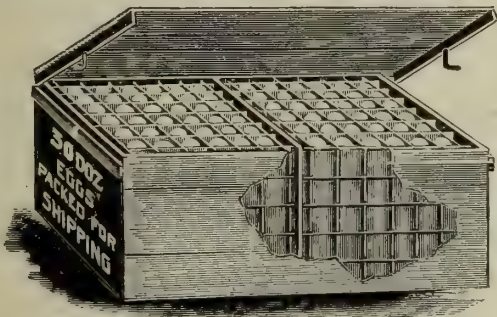
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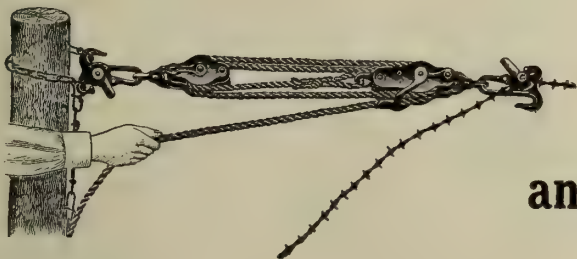
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SPECIALTIES LIMITED
CALGARY**



ANOTHER
MEHASCO
MESSAGE

12

Twelve Cents Per Word!

Several weeks ago a firm in Vancouver, B.C., telegraphed a want ad to Hardware and Metal. They wanted a clerk in a hurry and wished to catch the earliest issue.

The cost of a telegram from Vancouver to Toronto is ten cents per word, added to this was our charge of two cents per word.

This firm had faith enough in Hardware and Metal's Want Ad column to pay *twelve cents per word*, for an announcement in this column. This little story speaks for itself. Mail or wire your want ads, we will accept them until Thursday noon for the current issue.

**Hardware and Metal
Want Ad Dept.**

THE BUYERS' GUIDE

Tools, Machinists'

L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Towel Bars

Kinsinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead

Canada Metal Co., Toronto.

Empire Mfg. Co., London, Ont.

Traps, Game

Oneida Community, Ltd., Niagara Falls, Ont.

Troughs

Beatty Bros., Fergus, Ont.

Trammel Points

Stanley Rule & Level Co., New Britain, Conn.

Trowels

H. Diston & Sons, Toronto

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Ward & Payne, Sheffield, Eng.

Trucks, Warehouse

Canadian Pneumatic Tool Co., Ltd., Montreal.

Canada Foundries & Forgings, Brookville

Wm. Kribs, Hespeler, Ont.

John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares

Henry Diston & Sons Co., Toronto

Stanley Rule & Level Co., New Britain, Conn.

Truing Devices

Cleveland Stone Co., Cleveland, Ohio

Tube Rubber

K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps

Canadian Tungsten Lamp Co., Hamilton, Ont.

Canadian Laco-Phillips Co., Toronto

Great West Electric Co., Ltd., Winnipeg, Man.

North American Hardware Co., Ltd., Montreal.

Vivid Electric Lamp Co., Toronto.

Turning Tools

Ward & Payne, Sheffield, Eng.

Tubs

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Eddy & Co., E. B., Hull, Que.

Tub Stands, Folding

Otterville Mfg. Co., Otterville, Ont.

Tube Rubber

K. & S. Canadian Tires Ltd., Toronto, Ont.

Tumbler Holders

Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass

B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tubing, Steel

Standard Tube & Fence Co., Woodstock

Turpentine

Brown Corporation, Portland, Maine.

Fred Smith, Toronto.

Twines

Consumers Cordage Co., Montreal

Scythes & Co., Ltd., Toronto.

Walter Woods & Co., Hamilton

Vacuum Cleaners and Sweepers

Bissell Carpet Sweeper Co. of Canada, Ltd.,

Niagara Falls, N.Y.

Northern Electric Co., Ltd., Montreal, Que.

Valves, Standard, Globe, Angle and Check

Canadian Fairbanks-Morse Co., Montreal.

Empire Mfg. Co., London, Ont.

Jenkins Bros., Montreal, Que.

Milwaukee Valve Co., Milwaukee, Wis.

Jas. Morrison Brass Mfg. Co., Toronto.

United Brass Founders, Ltd., Manchester, Eng.

Valves, Radiator and Air, Iron Body, Com-

position, Globe, Angle, Check

Canadian Fairbanks-Morse Co., Montreal, Que.

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Empire Mfg. Co., London, Ont.

Jenkins Bros. Co., Montreal, Que.

Jas. Morrison Brass Mfg. Co., Toronto.

United Brass Founders, Ltd., Manchester, Eng.

Varnishes

Berry Bros., Walkerville

Boston Varnish Co., Everett Station, Boston.

Brandram-Henderson, Ltd., Montreal.

Canada Paint Co., Montreal

Douglas Varnish Co., Ltd., Montreal

Glidden Varnish Co., Ltd., Toronto, Ont.

Imperial Varnish & Color Co., Ltd., Toronto.

International Varnish Co., Ltd., Montreal, Que.

McArthur Irwin, Montreal

Martin-Senour Co., Ltd., Montreal

Benjamin Moore & Co., Ltd., Toronto

A. Ramsay & Son, Montreal

R. C. Jamieson & Co., Montreal

Pratt & Lambert, Bridgeburg, Ont.

Sanderson, Peasey & Co., Toronto.

Sherwin-Williams Co., Montreal

G. F. Stephens & Co., Ltd., Winnipeg

Ottawa Paint Works, Ottawa.

Wilkinson & Kompass, Hamilton

Vehicles, Business

Canada Carriage Factories, Ltd., Brockville, Ont.

Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Ford Motor Co. of Canada, Ltd., Ford, Ont.

Ventilators, Metallic

Metallic Roofing Co., Toronto and Winnipeg

Winnipeg Ceiling & Roofing Co., Winnipeg

Vises

Thos. Birkett & Son Co., Ltd., Ottawa.

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Caverhill, Learmont & Co., Montreal

Goodell-Pratt Co., Greenfield, Mass.

Lewis Bros., Ltd., Montreal

National Machinery & Supply Co., Hamilton

North Bros. Mfg. Co., Philadelphia, Pa.

Pewees Ltd., Winnipeg, Man.

Stanley Rule & Level Co., New Britain, Conn.

Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe

Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers

Adamson Mfg. Co., Hamilton

Northern Electric Co., Montreal

C. A. Shaler Co., Waupun, Wis.

Wagon Hardware

Gregg Mfg. Co., Ltd., Winnipeg, Man.

Wagons

Woodstock Wagon Mfg. Co., Woodstock, Ont.

WALLBOARD

Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Warmers, Foot

Chicago Flexible Shaft Co., Chicago, Ill.

Washers

Beauchamp & Co., J. E., Montreal, Que.

DesRochers, Ltd., Montreal, P.Q.

C. Kloepper, Ltd., Toronto

The Stanley Works, New Britain, Conn.

Steel Co. of Canada, Ltd., Hamilton

The Toronto Lock Mfg. Co., Toronto, Ont.

Otterville Mfg. Co., Otterville, Ont.

Wilkinson & Kompass, Hamilton

Washers, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Washing Machines, Electric, Hand and Power

Beatty Bros., Fergus, Ont.

J. H. Connor & Son, Ltd., Ottawa

Cushman Motor Works, Ltd., Winnipeg, Man.

Dowsell, Lees & Co., Hamilton.

Great West Electric Co., Ltd., Winnipeg, Man.

Kribs, Wm., Hespeler, Ont.

Maytag Co., Winnipeg, Man.

Merchants Hardware Specialties, Ltd., Calgary, Alta.

Nineteen Hundred Washer Co., Toronto, Ont.

Northern Electric Co., Montreal

John Watson Mfg. Co., Winnipeg, Man.

Waste, Cotton

Acme Waste Mfg. Co., Toronto.

Scythes & Co., Ltd., Toronto

Wilkinson & Kompass, Hamilton

Wash Boards

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Wash Tubs

E. B. Eddy & Co., Hull, Que.

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Water Supply Systems

Empire Mfg. Co., London, Ont.

Weather Stripping

Rest Weatherstrip Co., Ltd., Hamilton, Ont.

Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Swan Mfg. Co., Winnipeg

Wedges

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits

Collins Mfg. Co., Toronto

Spramotor Co., London, Ont.

Weeders, Garden (hand)

C. S. Norcross & Sons, Bushnell, Ill.

Weights

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Well

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wholesale Hardware

Thos. Birkett & Co., Ottawa, Ont.

Caverhill, Learmont & Co., Montreal

Prothingham & Workman, Montreal

H. S. Howland Sons & Co., Toronto.

Lewis Bros., Ltd., Montreal

Merrick Anderson Co., Winnipeg, Man.

Miller-Morse Co., Winnipeg, Man.

Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.

Rice, Lewis & Sons, Ltd., Toronto

Wm. Stairs, Son & Morrow, Ltd., Halifax, N.S.

W. H. Thorne & Co., Ltd., St. John, N.B.

White's, Ltd., Collingwood, Ont.

Wood Wallace & Co., Winnipeg, Man.

Vokes Hardware Co., Ltd., Toronto, Ont.

White Lead

Brandram-Henderson, Montreal

Canada Paint Co., Ltd., Montreal

Carter White Lead Co., Montreal

Steel Co. of Canada, Ltd., Hamilton

McArthur Irwin, Montreal

Windows and Doors, Kalameined and Metal

Metallic Roofing Co., Toronto and Winnipeg

Wipers

Scythes & Co., Ltd., Toronto, Ont.

Wire Cloth

B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters

Bridgeport Hardware Co., Bridgeport, Conn.

Northern Electric Co., Montreal

Wire Hoops

Laidlaw Bale-Tie Co., Ltd., Hamilton

Steel Co. of Canada, Ltd., Hamilton

Wire

Canadian Tube & Iron Co., Ltd., Montreal

Canada Wire & Iron Goods Co., Hamilton, Ont.

Caverhill, Learmont & Co., Montreal

B. Greening Wire Cloth Co., Ltd., Hamilton

Laidlaw Bale-Tie Co., Ltd., Hamilton

Lewis Bros., Ltd., Montreal

Northern Electric Co., Montreal

Northern Bolt Screw & Wire Co., Owen Sound

Steel Co. of Canada, Hamilton

Western Wire & Nail Co., London

Wire Mats

B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Rope

Baines & Peckover, Toronto.

Wrapping Paper

Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Goodell-Pratt Co., Greenfield, Mass.

Keystone Mfg. Co., Buffalo, N.Y.

Trimont Mfg. Co., Roxbury, Mass.

Will B. Lane, Chicago, Ill.

Pewees Ltd., Winnipeg, Man.

J. H. Williams Co., Brooklyn, N.Y.

Wrench Sets

Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator

Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet

L. S. Starrett Co., Athol, Mass.

Spielman Agencies, Montreal

Wrought Nipples

Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings

Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand and Power

Beatty Bros., Fergus, Ont.

Caverhill, Learmont & Co., Montreal

Dowsell, Lees & Co., Hamilton.

Kribs, Wm. A., Hespeler, Ont.

Lewis Bros., Ltd., Montreal

Merchants Hardware Specialties, Ltd., Calgary, Alta.

White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar

Canada Metal Co., Ltd., Toronto

Zinc, Sheet

B. & S. H. Thompson & Co., Ltd., Montreal, Que.

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

White MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

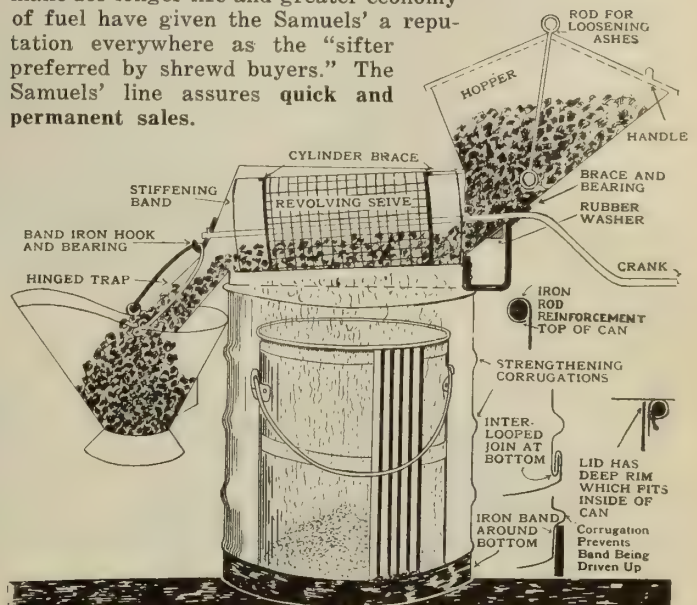
It has more than one use — often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife — it sells itself and is a good profit-maker.

White Mop Wringer Co.
FULTONVILLE
N.Y.



Years In Advance of Any Other Sifter!

The Samuels' Ash Sifter is something entirely new. Special features which make for longer life and greater economy of fuel have given the Samuels' a reputation everywhere as the "sifter preferred by shrewd buyers." The Samuels' line assures quick and permanent sales.



J. SAMUELS 275 Queen Street West **TORONTO**

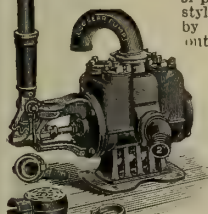
The Pump on the Threshing Tank should be a MYERS

for in Myers Tank Pump is found pumping service of exceptional merit inasmuch as Myers Cog Gear Double Acting Low Down Tank Pumps operate 3 1/3 % easier, have larger capacity and last much longer than the ordinary every day tank pump.

Myers Tank Pumps are built for hand or power operation, in several styles, and are distributed by leading jobbers throughout Canada.

It's an easy matter for you to get them quickly, just as it is for you to sell them. Circulars and name of Jobber gladly supplied.

F. E. Myers & Bro.
Ashland, Ohio



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.



VOLPEEK

MENDS HOLES in POTS & PANS

Get a Share of the Vol-Peek Demand

Vol-Peek is a splendid little specialty that enables every housewife to mend leaky pots, pans, etc., quickly and easily and without the aid of any tools. At a cost of about 1/2 cent a mend!

Show Vol-Peek on your sales counter. There's a good profit on every sale and Vol-Peek always satisfies.

At your wholesaler or from us direct.

H. NAGLE & CO.
Box 2024 - - Montreal

fifteen cents



Malleable Iron Lugs

SILOS TANKS

WOOD PIPE LINES

Variety of patterns, using round and flat bands.

Otterville Manufacturing Co. LIMITED
OTTERVILLE, ONT.



Our Specialties Are---

Eavetrough Conductor-pipe and Fittings

Ventilators and Corrugated Iron

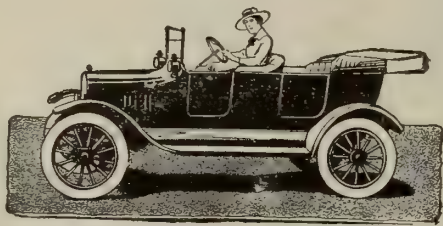
WHEELER & BAIN
TORONTO



Keep your name to the front, so that you are in the market for the business that is going and for the new business that is coming. Do not let the world think that you have "gone under."

Addition to Electro Service

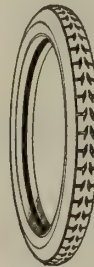
INQUIRIES from hardware retailers in various parts of Canada, requesting HARDWARE AND METAL to enlarge the electro service to embrace motor accessories have resulted in the following new additions, making in all a total of 412 hardware electros now available through HARDWARE AND METAL'S electro service. These cuts, to be used by retailers in their advertising, are supplied mounted on wood blocks and postage paid, at a cost of 20c each, cash with order. Booklets showing entire assortment of hardware cuts will be supplied free upon request. Address all inquiries to HARDWARE AND METAL, Electro Dept., 143 University Ave., Toronto, Canada.



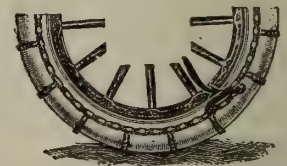
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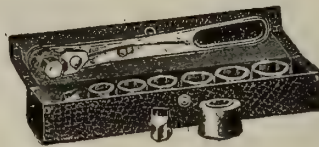
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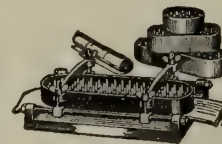
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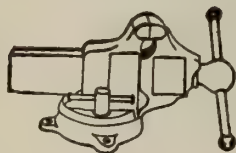
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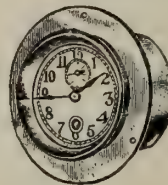
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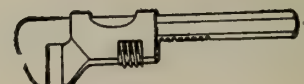
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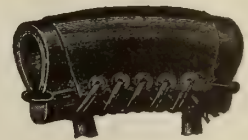
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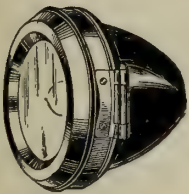
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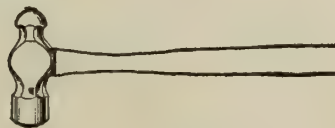
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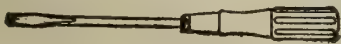
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412

THE above are a few of HARDWARE AND METAL's electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 20c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE and METAL

Electro Department
143-153 University Avenue
TORONTO



Took a Chair in Borden's Kitchen

AND stayed right there until he got his place in the Cabinet. Such, in brief, is the story of how one Minister got in, as told by J. K. Munro in the course of an article in September MACLEAN'S.

"A Close-Up of Union Government"

This article will be found distinctly interesting and refreshing, for it appraises the various members of the Government on their nine-months' spell impartially, fearlessly and humorously. Mr. Munro is a member of the press gallery, and he has watched the Cabinet members with a close and critical eye for nine months, and he knows their weaknesses as well as their greatness, and he chronicles their foibles unerringly. It makes good reading.

The September issue contains the following other features:

"Our Mary," the first of a splendid story of Mary Pickford.

By Arthur Stringer

"Buried Alive!" a gripping story of underground warfare.

By Lieut. C. W. Tilbrook

"Less Petty Politics, More Common-Sense," a fearless discussion of the war situation.

By Lieut.-Col. J. B. Maclean

Five splendid stories by well-known Canadian authors—Arthur Stringer, W. A. Fraser, Alan Sullivan, Archie P. McKishnie and Allen C. Shore.

The Events of a Warring World

The Review of Reviews section, made up of reprints from the best articles published the world over, contains an especially readable grist. Some of the articles are:

Lloyd George Founds New Secret Service.

Germany's Latest Plan to Enslave World.

Pretorius, Wonderful British Scout.

Is the Devil at Large?

Will Attack Holland Soon?

German Staff Live in Filth.

Germany Sought Peace in 1915.

Prophecies of the New Joan of Arc.

Ludendorff is Now Dictator.

Will Labor Dominate Britain?

And a dozen more equally good

SEPTEMBER MACLEAN'S

Canada's National Magazine

At All News Stands

-

20 Cents

Why You Should Be A Michelin Dealer

No.
21

The Profit on Michelin Tires is Liberal

Although the consumer prices on Michelin Tires are reasonable in consideration of Michelin's unequalled quality, they allow the Michelin Dealer a liberal margin of profit.

Thus both the consumer and the dealer profit by the results of Michelin's unequalled experience in the manufacture of tires, and by Michelin's many years of effort for "Economical Efficiency".

The Michelin Dealer makes sales easily and holds his customers without difficulty. But more than that, every time he sells any Michelin product (be it casing, tube or accessory) he makes a profit that is **not** scaled down so that it barely meets his cost of doing business, but that is set at a level to give him a **real** profit.

Write for Michelin's Dealer Proposition.

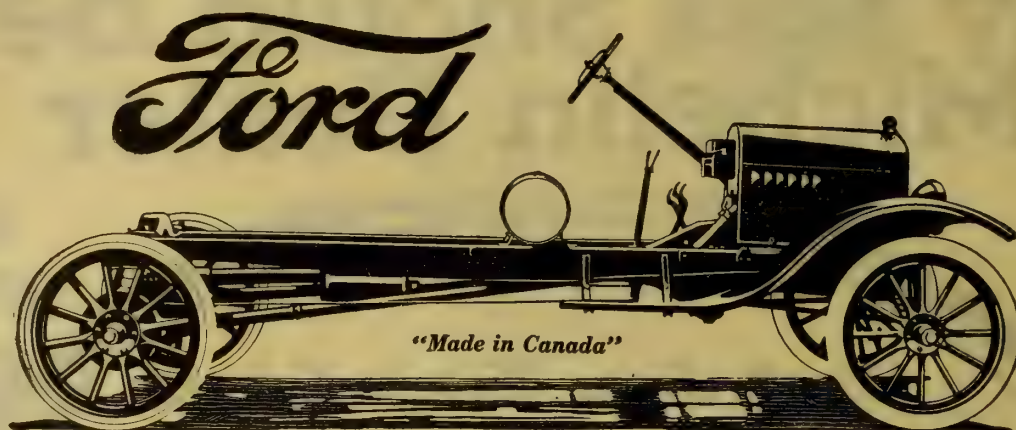
Michelin Tire Co. of Canada

LIMITED

782 St. Catherine St. W.
Montreal



MICHELIN



Deliveries by Ford One-Ton Truck

THE commercial car is looked upon today as a necessity by progressive business firms who have hauling and delivering problems to consider.

Wholesale or retail merchants who must deliver quantities of merchandise have found the horse-drawn delivery to be too slow, expensive, and entirely inadequate.

The Ford truck, with a single driver, will do more work and cover more ground than two teams and two drivers, for it travels in half the time. This truck will reduce your hauling costs. It eliminates one driver's salary and the care which horses always require. It will make your delivery service more efficient. It will widen your area of distribution. It will be constantly ready for work—day or night. It will show a profit on your investment.

There has been a popular demand for a Ford truck as is shown by the many uses, for commercial purposes, to which our standard chassis has been put. Now, after most careful designing and exacting tests, we are able to offer the Ford One-Ton truck to meet this demand.

The Ford truck is supplied as a chassis only. This permits the purchaser to mount any one of the many body styles specially designed for the Ford truck, and already on the market, and he can select it to meet the individual needs of his business.

Price \$750 f.o.b. Ford, Ont.

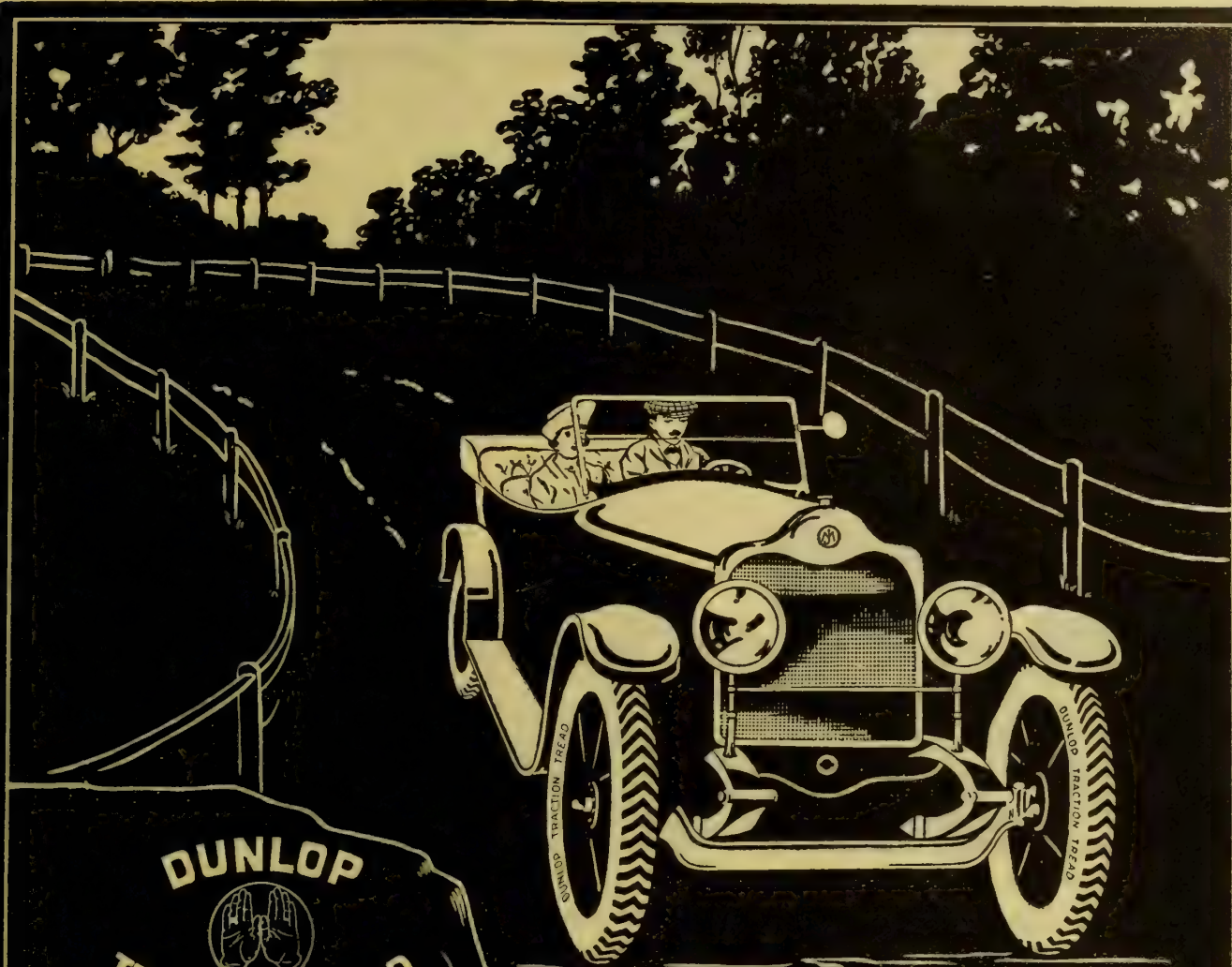
See any Ford Dealer in Canada, or write for a catalog

Ford Motor Company of Canada, Limited
Ford, Ontario



Three of the many body styles that may be mounted on the Ford truck chassis

If interested, tear out this page and place with letters to be answered.



DUNLOP

TRACTION TREAD
"THE MASTER TIRE"

*Reflections
of
Quality*



No. 311 (set illustrated) contains taps and dies for cutting both U.S. and S.A.E. standard threads from $\frac{1}{2}$ " to $\frac{3}{4}$ "—an ideal set for the garage. Other assortments shown in catalog.

Easy Cutting Taps and Dies

Little Giant taps and dies are sharp, clean cutting tools. The dies are adjustable and can be reversed to cut close to a shoulder.

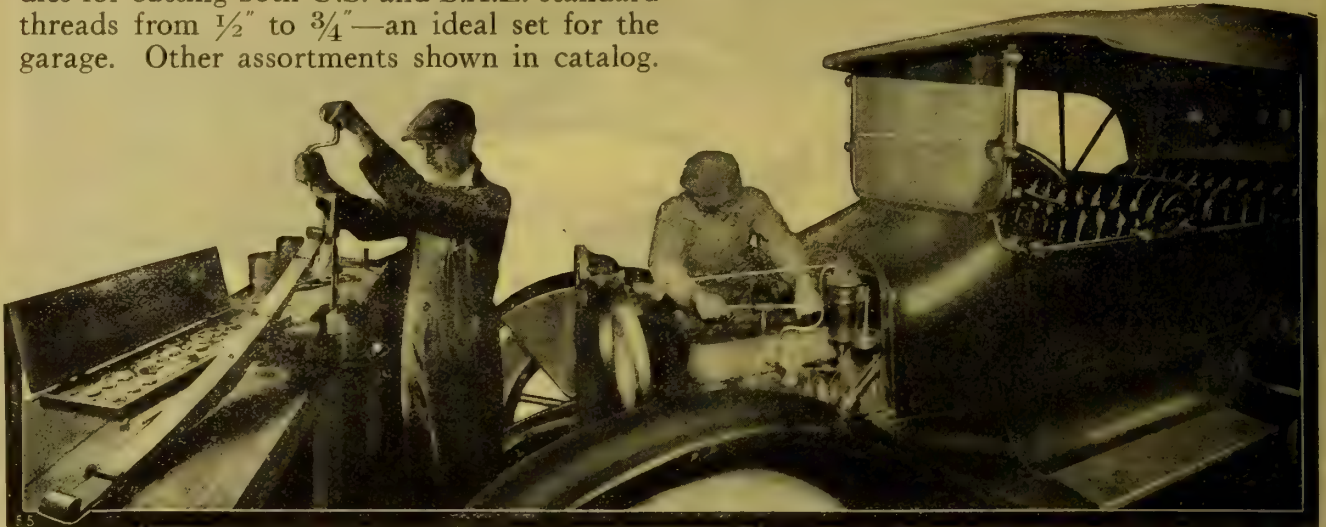
Greenfield Tap and Die Corporation

GREENFIELD, MASSACHUSETTS

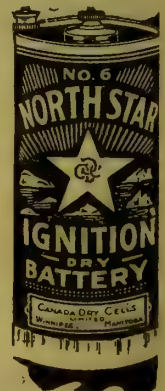
New York, 28 Warren St. Chicago, 13 S. Clinton St.

Canadian Factory:

WELLS BROS. CO. OF CANADA, LTD., Galt, Ontario



There's Big Business Right Now For Automobile, Motor Boat and Gas Engine Ignition Batteries—



Are you satisfactorily handling the season's demand for Ignition Batteries?
Do your battery customers come back?

THE NORTH STAR MULTIPLE IGNITION DRY BATTERY

for heavy intermittent ignition always sells well, and gives service. It's as good for motor boats as autos and gas engines, and can be used any place that a unit battery is desirable. Make sure your jobber understands it's North Star Multiples you want. The Western Battery for the Western need.

CANADA DRY CELLS LIMITED, WINNIPEG, MAN.

Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt, demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops. Ask any Thresherman, Mechanic or user. A sure good sale and splendid profit.



THE
"CANNON
OILER"

**FORCES
THE OIL
ANYWHERE**

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.

Manufactured only by

THE CANNON OILER COMPANY

Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.



DEPENDABLE POWDER

The Basis of Better Business

SELL YOUR CUSTOMERS
SHELLS LOADED WITH

DU PONT Sporting Powders

Your shooting customers will have a higher regard for your merchandising ability when they know you stock shells loaded with the well-known Dupont Powder. In bulk or in shells, always have Dupont specified on your order.

For over a century we

have been making powder that has always been noted for absolute dependability, velocity, high power and low recoil. You can recommend Dupont Powders to your most careful customers with the fullest confidence that the results will be satisfactory, always.

E. I. DuPont de Nemours & Company

WILMINGTON, DEL., U.S.A.



VLIT is guaranteed to polish Paints, Varnishes, Enamelware, Pianos, Floors and Furniture. Also Burlap, Linoleum, Fancy Leathers and other things too numerous to mention.

VLIT does not contain one drop of acid which is the great destroyer of furniture.

VLIT prevents mud from adhering to automobiles.

VLIT makes old cars look new.

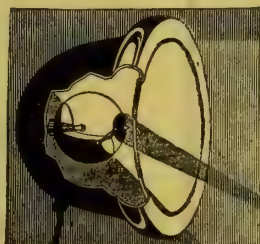
VLIT licks up dirt and polishes in one movement.

VLIT must make good or we will

Made in Canada

Direction-- Shake bottle, moisten lightly a soft clean cloth, rub briskly four or five movements are sufficient, when a brilliant polish is the result DO NOT use a second cloth to polish.

SAUNDERS & CO Selling Agents.
3 St. Nicholas St., MONTREAL.



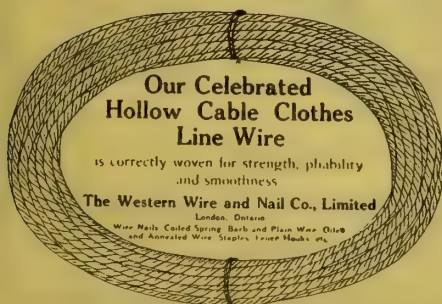
The Perrin No-Glare in an Automobile Headlight

Perrin No-Glare for Auto Headlights

This device gives the best results for the money. Eliminates glare. Gives good roadlight. Is legal everywhere. Satisfaction guaranteed or money refunded. Retail at \$2.25 per pair. Special price to dealers and garages. Heads lists of approved devices in Manitoba.

Western Distributor:

W. W. HICKS, 567 Banning Street, WINNIPEG



Our Celebrated Hollow Cable Clothes Line Wire

is correctly woven for strength, pliability and smoothness

The Western Wire and Nail Co., Limited

London, Ontario
Wire Nails Coated Spring Barb and Plain Wire Oiled and Annealed Wire Staples, Taper Hooks etc.

"Write for HARDWARE and METAL Electro Booklet"

If interested, tear out this page and place with letters to be answered.

THE SPHINX MFG. COMPANY

BIRMINGHAM, ENGLAND

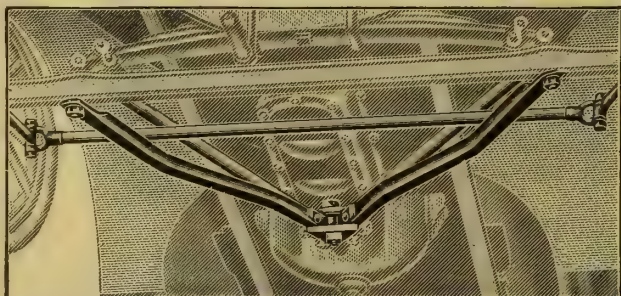
Canadian Representative:

W. T. EVANS

1684 St. Urbain St., Montreal



Dis ass Sah! Him like car widout Sphinx plug
Sah! Take long time for to start Sah!



Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

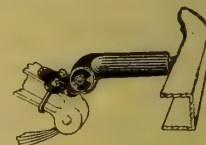
LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw

Saskatchewan

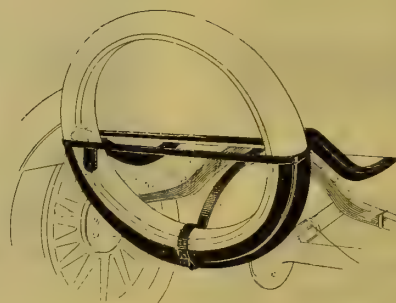
"Niagara" Bumpers Are Reliable



Concealed Springs absorb shock in collision.

BARS In All Shapes---They are durable and highly finished.

"Niagara" Accessories Please The Customers



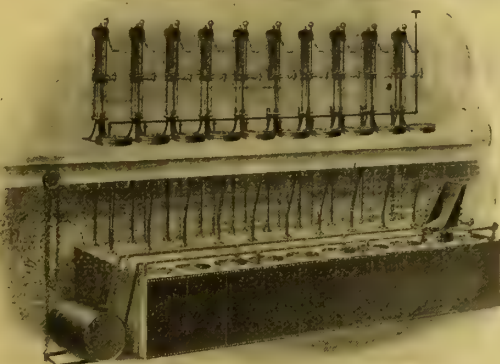
"Niagara" Tire Carriers

for
Ford Cars
—
The Best Yet
—

MADE IN CANADA BY

Kinzing, Bruce & Co., Ltd.
Niagara Falls

BOWSER
ESTABLISHED 1885



Paint Oil Storage Systems

are direct producers of economy. They eliminate all waste, such as spillage, leakage, and evaporation. They save time and labor. And they insure accuracy in measuring any quantity of oil.

Built to meet any requirement.

Write for Booklet 17.

S. F. Bowser & Co., Inc.
TORONTO, CANADA

TRADE MARK
MARBLE'S Sixty Specialties



—are all-year sellers. Because of their exceptional quality and genuine utility they have all become prime favorites with good sportsmen.

Marble's Handy Compass and Waterproof Matchbox

Two specialties that are an essential part of every sportsman's outfit. Soldiers—both officers and privates—use thousands of them, too. The handy compass attaches to the coat—always in sight—waterproof. List prices, \$1.40 to \$1.65. The matchbox is guaranteed waterproof and strongly constructed. Holds several days' supply of matches. List price, 55c.



Marble's Auxiliary Cartridges

Rifle practice is very important at this time, but costly. Marble's Auxiliary Cartridges are made for nearly all sporting and military rifles. They shoot pistol cartridges just as accurately as regular rifle ammunition—and at 75 per cent. less cost. List price, 85c.



Marble's Ideal Hunting Knife

The first knife designed by Mr. Marble. Its quality and excellent features cannot be excelled. Blade is made for sticking and skinning. Oval-ground at back of point for chopping bone. Stag or leather handle, with or without hilt. List prices, \$2.50 to \$3.85, sheath included.

Marble's Expert Hunting Knife

This knife is designed for big game hunters. The thin, keen blade is made just right for dressing and skinning furs. It will do all that is expected of a perfect hunting knife. Cocobolo handle with aluminum tip. 5 in. blade. List price, including sheath, \$2.50.

TRADE SUPPLIED BY JOBBERS. Right discount to dealers. Write for catalog of complete line of sixty specialties for Sportsmen.

MARBLE ARMS & MFG. CO.
5350 DELTA AVE. GLADSTONE, MICH.



This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our

Plant is fully equipped to produce

STEEL and BRASS STAMPINGS
of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated
CLASCO Lamps for Motor Cars
FORD CITY, ONTARIO



**Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins**



"Oil Cup"



"Ratchet"



D"



"M"

Catalogues and Prices
Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

If interested, tear out this page and place with letters to be answered.



YOU SHOULD SELL WEED CHAIN JACKS

The most easily operated
Jack on the Market

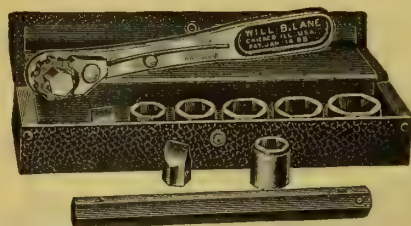
Weed Chain Jacks lift a car by a few pulls on a chain and lower by a few pulls in the opposite direction. The operator can stand away from the car, clear of the wheels, mud guards and tire carriers. This feature is especially noteworthy where cars are operated by women.

They are made of malleable iron, black enamelled; the base is extra heavy to prevent upsetting; the top is concave to prevent slipping of the axle. The lifting screw is cold rolled steel with square machine-cut threads. The gear housing is stamped steel, and the chain is heavily plated to prevent rust.

A Weed Jack purchaser is a pleased customer.

GREAT WEST ELECTRIC COMPANY, LIMITED WINNIPEG

Distributors for Laco Tungsten and Nitro Lamps. Our Auto Accessory Catalog is now ready, did you get your copy?



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.



STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex nuts, as follows: U.S. Standards from 1/4 to 1/2 in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to 3/8 in.

Autoists like that ratchet feature

Lane's Unique Ratchet Wrench
is ideal for close work

The autoist who has once discovered a few of the hard-to-get-at nuts and screws on his car is only too pleased to have some one introduce to him Lane's Unique Ratchet Wrench. He sees at a glance how effective the ratchet feature would be in close quarters where an ordinary tool would be absolutely useless.

Play up this ratchet feature and so arrange auto accessory displays that when motorists get up against the tool problem they will remember Lane's Unique Ratchet Wrench and come to you for a set.

Representatives

BRITISH COLUMBIA			Miller-Morse Hdwe. Co., Ltd.		
Millen & Son, Ltd.	-	Vancouver	Michael Ert, Ltd.	-	Winnipeg
Wood-Vallance & Legatt	-	Vancouver	ONTARIO		
ALBERTA			Hobbs Hardware Co.	-	London
Marshall-Wells Alberta Co.	-	Edmonton	D. H. Howden & Co., Ltd.	-	London
Wood-Vallance & Adams	-	Calgary	London Engine Supply Co.	-	London
Merchants Hdwe. Specialties	-	Calgary	Wood-Vallance & Co.	-	Hamilton
The Chapin Company	-	Calgary	Alexander Hardware Co.	-	Hamilton
Motor Car Supply Co., Ltd.	-	Calgary	H. S. Howland, Sons Co., Ltd.	-	Toronto
Great West Saddlery Co.	-	Edmonton	Kennedy Hdwe. Co.	-	Toronto
Great West Saddlery Co.	-	Calgary	Aikenhead Hdwe., Ltd.	-	Toronto
SASKATCHEWAN			Rice Lewis & Son, Ltd.	-	Toronto
J. H. Ashdown Hdwe. Co.	-	Saskatoon	Millen & Son, Ltd.	-	Toronto
Bowman Brothers	-	Saskatoon	A. Chown & Co.	-	Kingston
Western Motor Supply, Ltd.	-	Regina	Edwin Chown & Son	-	Kingston
W. W. Cooper Co.	-	Swift Current	W. B. Dalton & Sons, Ltd.	-	Kingston
Great West Saddlery Co.	-	Regina	Thomas Birkett & Sons Co.	-	Ottawa
Great West Saddlery Co.	-	Saskatoon	QUEBEC		
MANITOBA			Caverhill, Learmonth & Co.	-	Montreal
J. H. Ashdown Hdwe. Co., Ltd.	-	Winnipeg	Lewis Brothers, Ltd.	-	Montreal
Marshall-Wells Hdwe. Co., Ltd.	-	Winnipeg	Millen & Son, Ltd.	-	Montreal
Wood-Vallance & Co.	-	Winnipeg	Mechanics Supply Co.	-	Quebec
Great West Saddlery Co.	-	Winnipeg	J. H. Mitchell & Co.	-	Sherbrooke
Merrick-Anderson Co., Ltd.	-	Winnipeg	La Cie Codire & Fils	-	Sherbrooke

Will B. Lane - Chicago, Ill.
180 North Dearborn Street

Quick Sales and Good Profits

For all Dealers who stock

Clark Heaters and Clark Carbon Fuel

For automobiles, sleighs and vehicles of all kinds. Cost little and assure comfort to those who drive in cold weather. Add greatly to the pleasure of fall driving and touring.

The cheapest accessory, results considered.

ORDER FROM YOUR JOBBER NOW WHILE HIS STOCK IS COMPLETE

Following are the most popular models of Clark Heaters



No. 5B Clark Heater.

Oval type, end ventilators; strong, durable and of good appearance. Covered with Brussels carpet, asbestos lining. Used by farmers, mail carriers, cab drivers, etc. 12 inches long.

No. 3D, same as 5B, but 14 in. long.



No. 7C Clark Heater—Slanting Top.

Clark indestructible riveted steel body. Drawn steel ends, nicked and polished. Heavy asbestos lining. Adjustable end ventilators. Covered with best quality green Brussels carpet. 14 inches long. Weight, 9 lbs.

The handsomest heater ever built. Covered with rich velvet plush in blue, green, or maroon shades. Extra wide, highly finished, nickel plated flange at ends.



CARTON

Containing 1 doz. Bricks

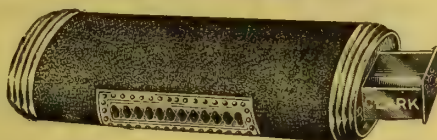
The New Carton and Container for Clark Carbon

For the convenience of dealers and customers, Clark carbon scores another big hit in the new package. Three bricks are packed in a neat cardboard carton, and four of these cartons, or one dozen of the bricks, are packed in the larger cardboard container.

This package preserves the brick from breakage in shipment and makes it clean and convenient to retail in packages of ¼ dozen bricks.

Only our Clark Carbon is put up in this way. We do not sell less than one dozen bricks.

No. 8XX Clark Automobile Heater



No. 8A Heater. Same model as 8XX, is 20 inches long. 9½ lbs.
A very handsome and popular heater.



No. 7D Clark Heater—Slanting Top.

Clark indestructible riveted steel body. Drawn steel ends, heavily nickel plated. Side and end adjustable ventilators, allowing perfect regulation of heat. Thick asbestos lining. Covered with extra quality of green Brussels carpet. A beautiful heater. 14 inches long. Weighs 9 lbs.



No. 7X Clark Automobile Heater—Slanting Top—A Beautiful and Popular Automobile Heater

Same construction as Nos. 7C and 7D, but handsomer finish. Covered with Mohair plush in rich shades of maroon, blue, or green. Has both sides and end adjustable ventilators. All outside metal parts heavily nickel plated. 14 inches long. Weighs 9 lbs.

Side and end adjustable ventilators. Re-inforced steel body. Extra heavy asbestos lining. All outside metal parts quadruple nickel plated. De luxe finish.

24 inches long. Weighs 12 lbs.

CHICAGO FLEXIBLE SHAFT COMPANY

Twelfth Street and Central Avenue

CHICAGO

If interested, tear out this page and place with letters to be answered.

The Fewer the Cars The Greater the Demand for AUTOMOTIVE-EQUIPMENT

The production of automobiles will be cut to a minimum. Already second-hand car prices have gone up by leaps and bounds.

Fairbanks-Morse Automotive-Equipment

will put the old cars on the greatest possible efficiency basis. Stock up on these lines

Inland Piston Rings
Bethlehem Spark Plugs
Wolf's Head Oil
Spedolene
Thermoid Brake Lining
Sparton Horns
Van Speedometers
Conaphores
Bosch Magnetos

Send for our complete Accessory Catalogue No. 57-18.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

DEPARTMENTS:

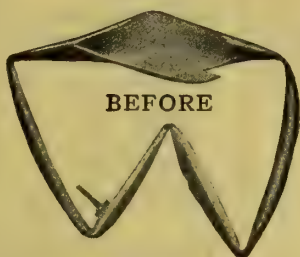
Scale, Valve, Auto Accessory, Engine, Pump, Electrical, Machinery, Transmission, Railway and Contractors, Machine Shop Supply, Marvel Mill, Pulp and Paper.



SALES OFFICES:

Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

A "No Tools---No Heat" Patch That Will Prove its Worth in Sales



For vulcanized patches on inner tubes. No burning. No shortening life of inner tube.

A **Permanent Repair** that costs only a few cents. Every customer will want it.



For further particulars write.

AIR-TITE MFG., COMPANY

St. Thomas, Ontario

HARDWARE BUSINESS WANTED — IN good Ontario town or city. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto.

This little advertisement inserted in **HARDWARE AND METAL** not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE

Your Ford Needs

The Presto Body Brace and Running Board Support. Stops side sway, rattling, sagging, breaking away of fenders. Prevents broken springs, uneven strain. Holds drive shaft in position and all mechanical parts in alignment. It makes your Ford a better car.

Presto BODY BRACE

AND RUNNING BOARD SUPPORT



Is easily installed—no holes to drill, no mechanic necessary. It enables you to carry 80 pounds on either running board if necessary, without injury to your car. The only Body Brace with which full length running board supports are furnished. Prices in Canada, \$6.00. Satisfaction guaranteed. Write for complete catalogue of Presto Auto Accessories. **DEALERS.** This Brace is getting over big. **SATISFACTORY DISCOUNTS.** Write for literature of all new products. Presto products mean bigger profits.

METAL SPECIALTIES MFG. CO.

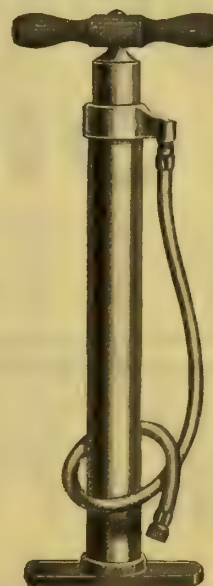
338-352 N. Kedzie Ave.,

Chicago, Ill.

Tallman Double Action Pump

Easy
on
Your
Back

Saves
Your
Tires



Tallman Brass & Metal Limited
HAMILTON, ONT.

CUTLERS' COMPANY

SHEFFIELD

ADVISORY COMMITTEE

A few years ago, the Sheffield Cutlers' Company, being aware of the great damage done to the City and Trade of Sheffield by the improper use by unscrupulous Manufacturers and Merchants in all parts of the World of the name "Sheffield" upon goods not manufactured there, established a Fund, with the assistance of the City generally, amounting to about £10,000, to enable action to be taken to suppress such frauds.

The Sheffield Advisory Committee, which administers this Fund, has already taken action through the Courts, and in other ways in various parts of the World, against Manufacturers and Merchants who have unscrupulously taken advantage of the reputation of Sheffield by using the name of Sheffield upon their goods.

The Cutlers' Company desires to bring the existence of this Fund before the notice of Manufacturers and Merchants all over the World, and to say that they will commence proceedings, without hesitation, against anyone who illegally uses the name of Sheffield upon goods which are not manufactured in that City, upon proof being furnished to them of the perpetration of such fraud.

The Cutlers' Company will be grateful if anyone in doubt as to the honest origin of goods supposed to be of Sheffield manufacture, will at once communicate any information in their possession to the Law Clerk at the Cutlers' Hall, Sheffield, England, so that the matter can be fully investigated.

(By Order)

R. T. WILSON, Law Clerk.



**WITCH
SOOT
DESTROYER**

Distributors for Eastern Canada:
Supplies, Limited, Kentville, N.S.
Distributors for Middle West:
Moncrieff & Endress, Ltd., Winnipeg, Man.
CANADA WITCH COMPANY, LIMITED.

MILBRADT LADDERS



will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall - Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.
155 E. 13th Street,
St. Paul, Minn., U.S.A.

ESTABLISHED 1849 BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.
Edmonton, Alta.
Halifax, N.S.
London, Ont.
Ottawa, Ont.
St. John, N.B.
Victoria, B.C.

Vancouver, B.C.
Hamilton, Ont.
Montreal, Que.
Quebec, Que.
Toronto, Ont.
Winnipeg, Man.
Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager
Western Canada
TORONTO

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machines Oil (for general use).

Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

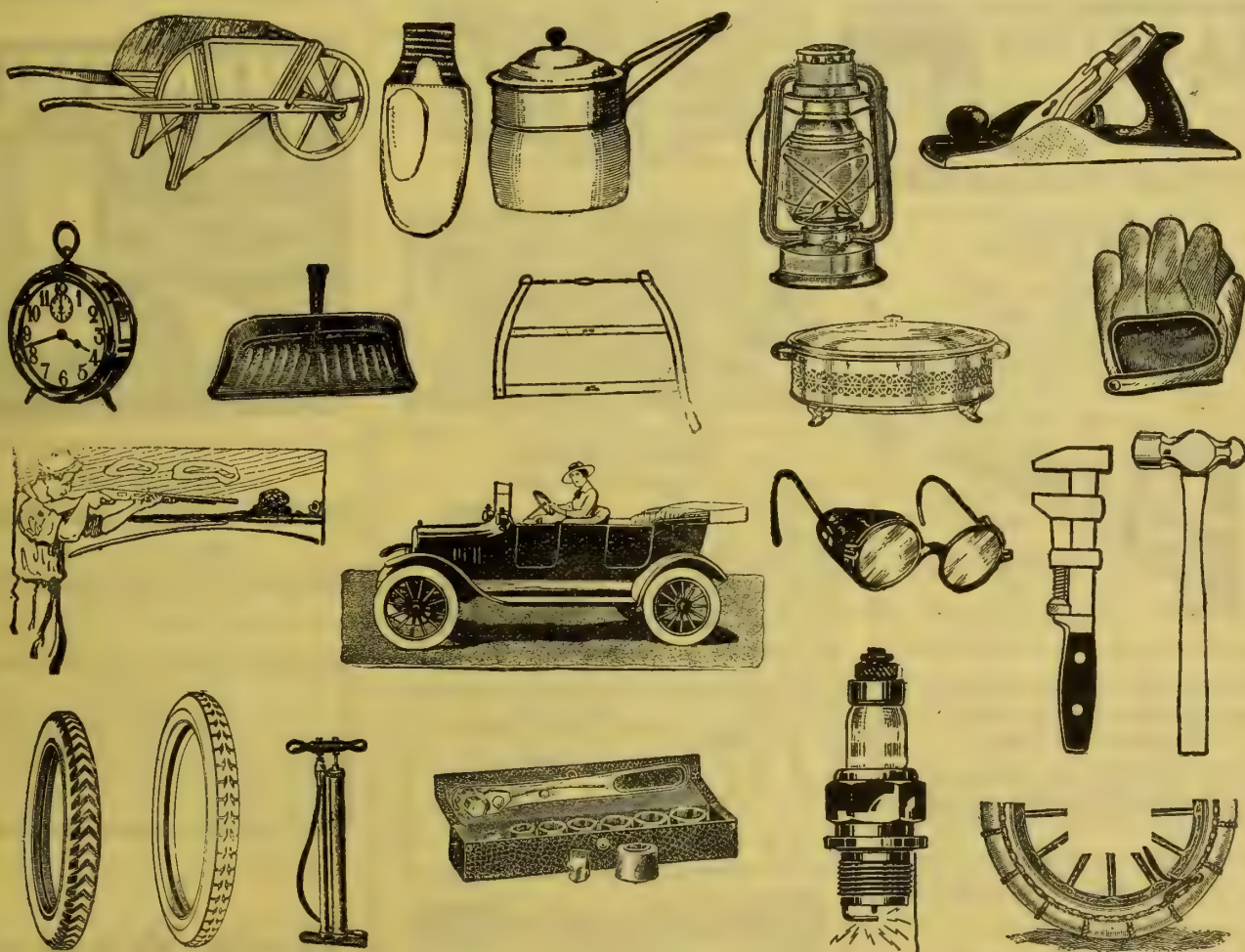
Consult Hardware and Metal Buyers' Guide

If what you want isn't advertised in this issue, consult our Buyers' Directory. If it isn't listed in our Directory, write us and we will give you the information.

To Assist Retailers

HARDWARE AND METAL'S electro service department was inaugurated for the sole purpose of enabling retail hardwaremen to illustrate their advertisements and advertising literature as effectively as mail order houses and department stores. These electros, mounted on wood blocks, are supplied at a cost of 20c each—practically cost price to us. That the service is appreciated and used by the trade is evidenced by the fact that approximately 20,000 cuts have been sold to the Canadian hardware trade.

Following are a few specimen electros from an assortment of about 400 cuts. Booklet showing complete assortment will be supplied free upon request.



Address Inquiries for Booklet to

HARDWARE & METAL

143-153 University Ave.

Toronto, Can.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BRASS CHECKS

Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.



STOVE & ELECTRICAL MICA

Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Bessorer St.
OTTAWA, ONT.



ALLEN FLUX

Non Acid Soldering Flux
For soldering copper, brass, aluminum galvanized iron, black iron, any metal to any metal. Makes a joint three times as strong as acid flux.
Stick, Paste, Liquid, Salts
Send for samples to Bissett & Webb, Ltd.
126 Lombard St., Winnipeg, Can.



CLIMAX BALER CO.

MANUFACTURERS OF Baling Presses
HAND-BELT OR ELECTRIC POWER
EMERALD & BURTON STS. HAMILTON ONT



TRADE SAWYER MARK

Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"

PLEWES LIMITED, WINNIPEG
A good concern to do business with

BATH ROOM FITTINGS



KINZINGER, BRUCE
& CO., LIMITED
NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DENNISTEEL

Made in Canada

Lockers
for
Factories
Stores, Offices
Etc.



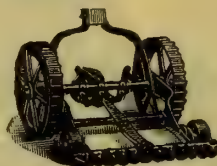
THE DENNIS WIRE AND IRON
WORKS CO. LIMITED
LONDON



Get list wanted by manufacturers and our "Reference Guide for Inventors."
Send sketch for free report as to patentability.
Patents secured or our fees returned.
Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.

STERLING Hack Saw Blades and Machines

Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

The PARMENTER BULLOCH CO., Ltd GANANOQUE, ONT.

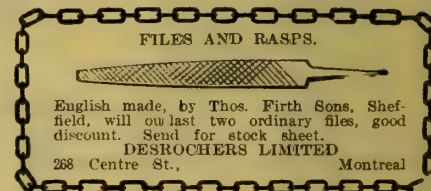
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Ecutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



NORCROSS
Garden Cultivator-hoe

"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.



FILES AND RASPS.

English made, by Thos. Firth Sons, Sheffield, will oulast two ordinary files, good discount. Send for stock sheet.
DESROCHERS LIMITED
268 Centre St., Montreal

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

Poultry Leg Bands, Ear Tags and Buttons
FOR STOCK Retail Prices
Challenge adjustable Leg Bands 15c per doz. 85c per 100
Single spiral colored bands 20c per doz. 90c per 100
Three spiral colored bands 25c per doz. \$1.25 per 100
Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free
THE RIDEAU SPECIALTY CO.
MANUFACTURERS SMITHS FALLS ONT.
HEROSS

BEAR BRAND LAMP BLACKS

A Germantown of quality
that gets big business

WILCKES, MARTIN WILCKES CO.
115 WILLIAM ST. NEW YORK

Help Wanted

An ad for help in the Classified Advertising Section will bring the right kind of replies.

Try It Out.

Hardware and Metal

Classified Advertising Section

143-153 University Ave., Toronto

Wanted

HELP WANTED

WANTED — EXPERIENCED HARDWARE clerk. Apply stating experience and salary required to Matthewson Bros., Strassburg, Sask.

LARGE MANUFACTURING FIRM IN THIS city has an unusual opening in their sales department for a single man of about 25 years of age who is exempt from military service. Applicant must be of good family and of excellent character. Also must be energetic, ambitious and willing to give considerable time and study to the business. This is not a get-rich-quick proposition, but an opening with an unusual future for the right type of man. Give full particulars in first letter. Apply, Box 84, Hardware and Metal, Toronto.

WANTED—HARDWARE SALESMAN, APPLY giving plenty of information, experience and salary expected to Mills Hardware Co., Hamilton.

SITUATIONS WANTED

YOUNG MARRIED MAN DESIRES CHANGE. Twelve years' retail experience in first-class hardwares. Capable of taking charge. References. Box 80, Hardware and Metal, Toronto.

AGENCIES WANTED

AGENTS: EXCLUSIVE TERRITORY FOR "World's Best System of Lightning Protection." Big profits and large volume of sales for hustlers. George E. Thompson Lightning Rod Co., Owatonna, Minn.

MANUFACTURERS' AGENT REPRESENTING several English firms, but on account of the war cannot get delivery of goods, is open to handle agencies from Eastern or American manufacturers for Manitoba, Saskatchewan and Alberta, on a commission basis, or would consider position as traveler for a good house, providing terms were satisfactory. Box 82, Hardware and Metal, Toronto.

FOR SALE

HARDWARE BUSINESS IN PORT DOVER. Stock and fixtures about \$4,500. Reason for selling, ill health. J. G. James, Port Dover, Ont.

GOOD HARDWARE BUSINESS FOR SALE IN a live town of about 1,000. Situated in a splendid farming district. Stock in A1 condition. Box 86, Hardware and Metal.

FOR SALE—HARDWARE AND TINSHOP IN good Western Ontario town of 1,000. Large, bright store. Stock about \$6,000. Good reason for selling. Box 87, Hardware and Metal.

FOR SALE—BUILDING AND HARDWARE IN good village and farmers' trade. Stock about \$6,000, and Bowser Gasoline Pump and Free Air and Tinsmith Shop. Apply to Wm. Poisson, of Belle River, Ont.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY IN-stalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. **CANADIAN GROCER** has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad in **CANADIAN GROCER**. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

For Quick Sales

Recently a hardware dealer in Western Canada became overstocked with shotguns. He placed a want ad. in Hardware & Metal. We learned eventually that he not only disposed of his stock, but received several orders that he could not fill. If this man had kept this stock away, it would not only have deteriorated in value, but he would have had to pay taxes, insurance, etc. on it. If you have anything on hand which you wish to dispose of quickly advertise it in our want column. The quick results will make the first cost negligible.

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Improved Patent Flush
Handle



For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

CHESTERMAN'S

MEASURING TAPES

Linen, Metallic
and Steel

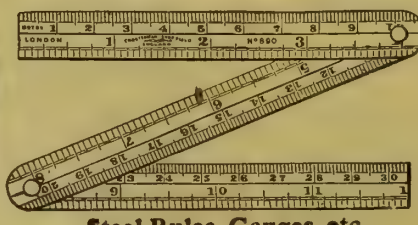
TRADE



CONSTANTIA
J.C.

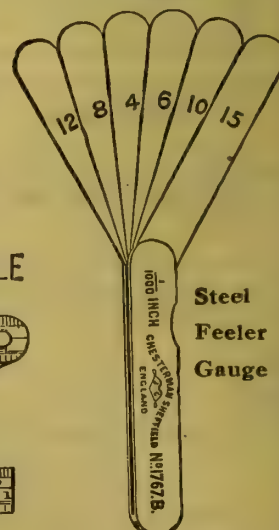
MARKS

TREBLE



Steel Rules, Gauges, etc.

Engineers' Small
Tools



Steel
Feeler
Gauge

**THIS
SIGN
ON YOUR
STORE**



Marks you as a progressive merchant and also links up your place of business with the nation-wide publicity being given to

MARTIN-SENOUR PAINTS AND VARNISHES

HIGH QUALITY PRODUCTS that are backed up by strong advertising are the ones always in greatest demand. They take less sales efforts on the part of the merchant—mean a bigger turnover and are therefore the most profitable.

MARTIN-SENOUR QUALITY is always the same—100% pure. Our guarantee with every can protects both the merchant and his customer.

MARTIN-SENOUR ADVERTISING is always 100% efficient. It reaches every class of paint prospect. It creates the demand.

That's why Martin-Senour Paints and Varnishes are the easiest and most profitable to sell.

If we are not represented in your town, write at once for our dealer agency proposition.



The MARTIN-SENOUR Co.

LIMITED

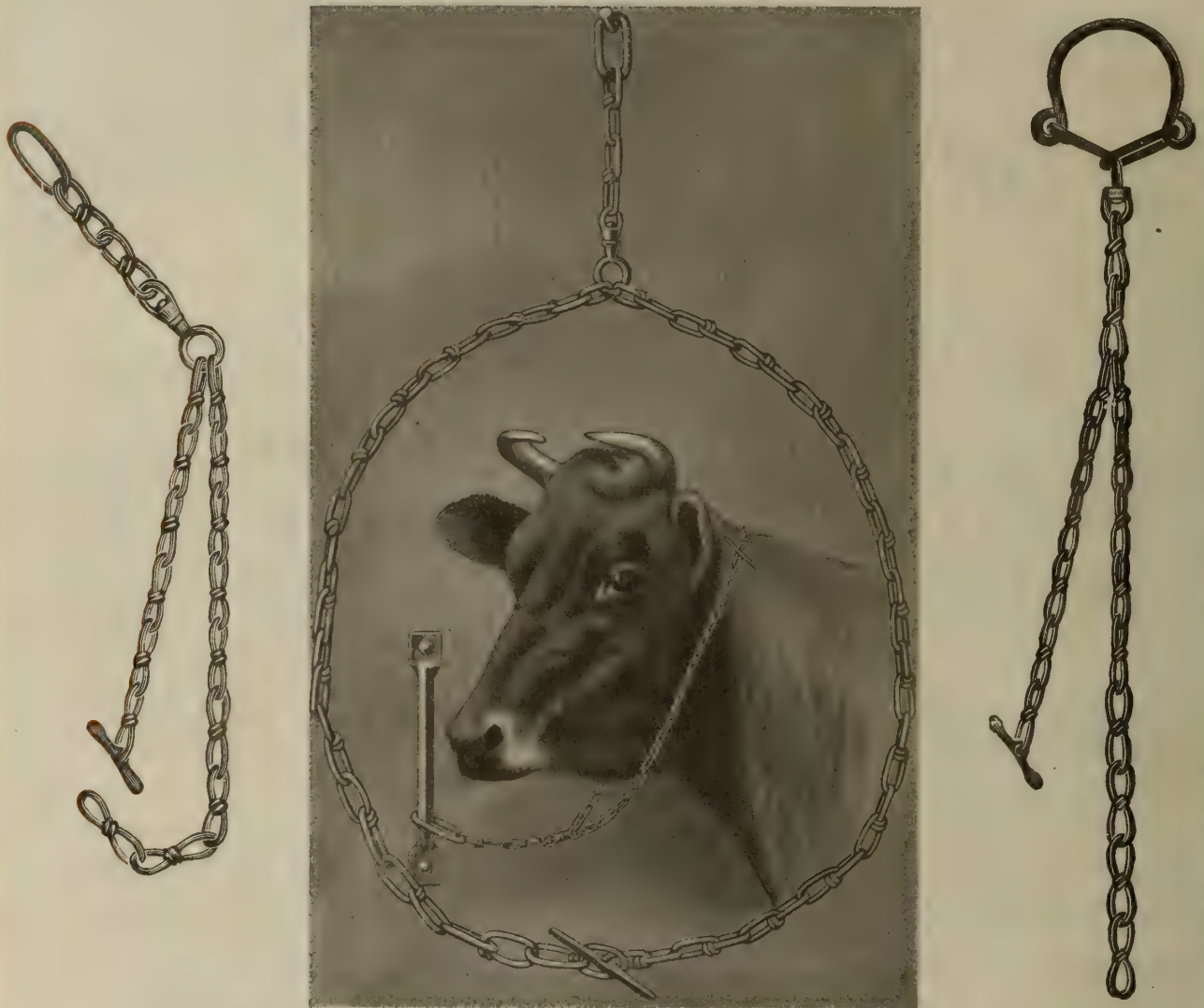
PRODUCERS OF PAINTS AND VARNISHES

WINNIPEG TORONTO
VANCOUVER MONTREAL HALIFAX

Associated with International Varnish Co., Limited



Strongest Cattle Chains Made



All Patterns and Sizes in Stock

THE B. GREENING WIRE CO., LIMITED
HAMILTON, CANADA

HARDWARE AND METAL

Vol. XXX

PUBLISHED EVERY SATURDAY SINCE 1888

September 14

No. 37

THE MACLEAN PUBLISHING COMPANY, LIMITED

1918

PUBLICATION OFFICE: TORONTO, CANADA



A MARK OF CONFIDENCE

The dealer-agent selling 100% Pure Paint and Varnishes does so with entire confidence in the quality contained in every can. He knows that every sale made means repeat business.

This makes his paint department both a pleasure and a profit.

MARTIN-SENOUR PAINTS AND VARNISHES

are recognized from coast to coast as leaders in Quality, and this quality is backed by the most clear-cut, wide-awake lines of advertising and selling helps procurable.

That's why they are the easiest and most profitable to sell

HOW ABOUT YOU? Are you interested in a Paint proposition that will mean bigger business to you? If so, write us to-day.

The MARTIN-SENOUR Co.

LIMITED

PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG MONTREAL TORONTO
VANCOUVER HALIFAX

PIONEERS

OF

PURE

PAINT



STARRETT HACK SAWS will give them more satisfactory results, because they cut faster, last longer, save much time and labor cost. There is a saw for every metal and every shape of stock. The Starrett Hack Saws reflect that quality and inherent goodness the same as Starrett Tools reflect excellence. The Starrett Chart MA will help you offer your customers a service they will appreciate.

Write for chart and catalog No. 21MA

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled

ATHOL, MASS.

42-836

NEW YORK

LONDON






CHICAGO



Yale
Products

Padlocks


Night
Latches

made in
Canada

Door
Closers

Builders'
Hardware



Your customers have more confidence in you if they have confidence in the goods you sell. The Yale line creates confidence and assures profit.

The name "Yale" helps make the sale.

Canadian Yale & Towne, Limited, St. Catharines, Ont.



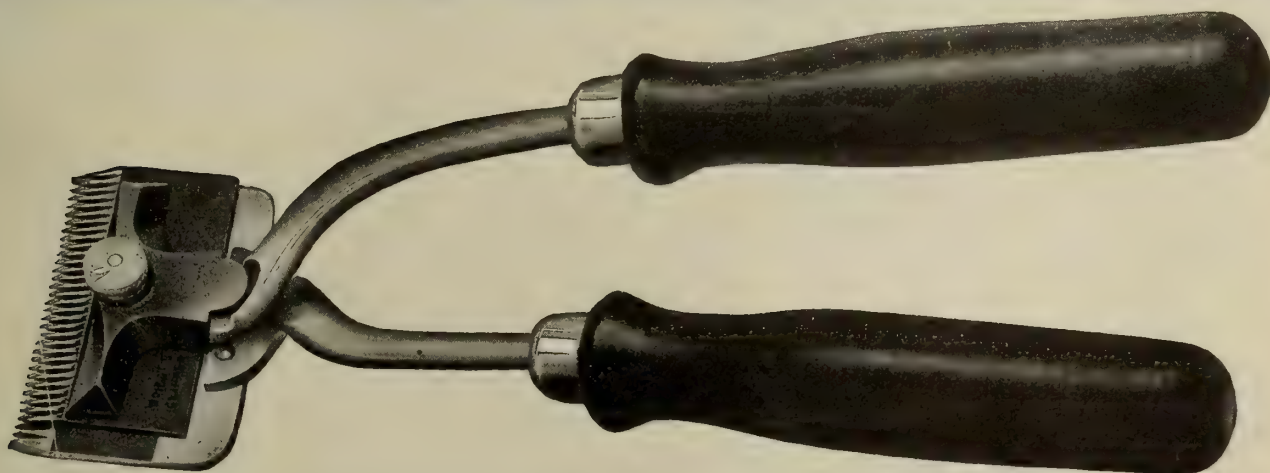
**Taps, Dies, Reamers,
Milling Cutters, Drills**

Highest Grade Materials—Expert Workmen—
Quality absolutely guaranteed.

**PRATT & WHITNEY CO.,
OF CANADA, LTD.**

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver,
609 Bank of Ottawa Bldg.; Winnipeg, 1205
McArthur Bldg.



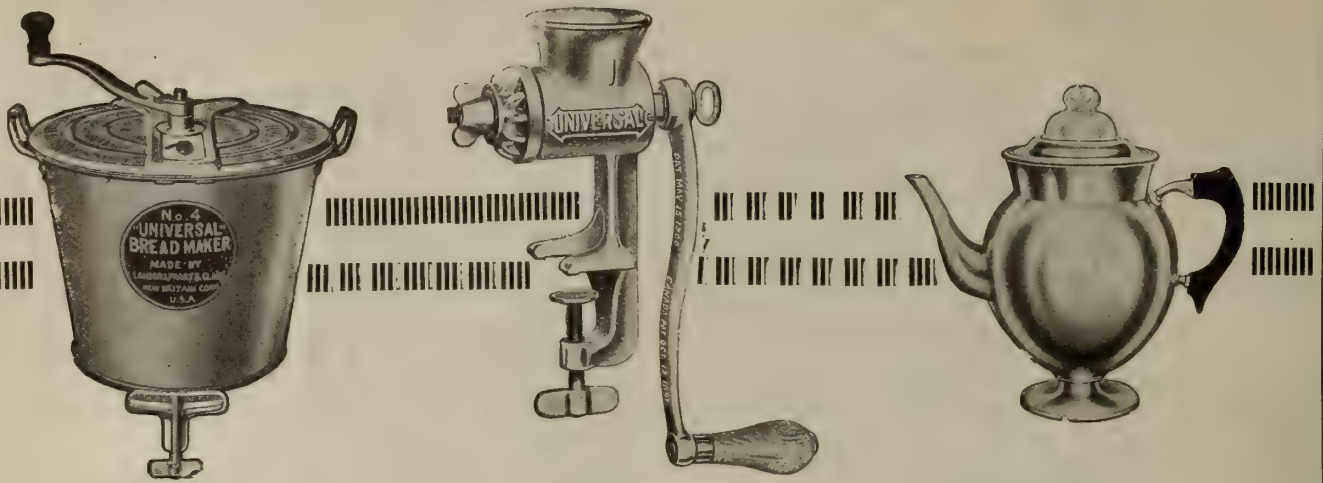
Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City



Help Win the War

We are trying to help direct raw material into channels where it will help most in the prosecution of the war. The production and distribution of war essentials is our patriotic duty.

UNIVERSAL

Food Choppers, Bread Makers and Coffee Percolators are war essentials to the housewife because they help in the conservation of food.

UNIVERSAL Bread Maker—saves wheat, makes war bread without waste.

UNIVERSAL Food Chopper—saves food, makes left-overs into palatable dishes.

UNIVERSAL Percolator—makes better coffee from less coffee, with all its strength and aroma preserved.

Are you taking advantage of the wonderful selling possibilities of UNIVERSAL Bread Makers, Food Choppers and Percolators? Every woman in your city needs the help these appliances can give her. Universalize the housewives with this "Win the War" trio.

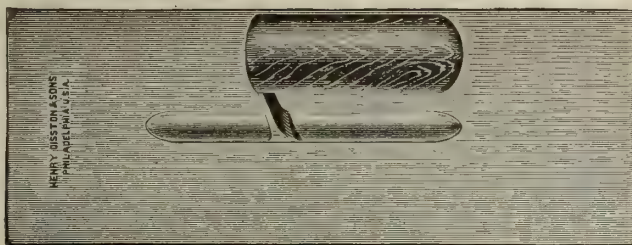
LANDERS • FRARY & CLARK
 • NEW BRITAIN • CONNECTICUT •

If interested, tear out this page and place with letters to be answered.

**DISSTON
BRAND
TOOLS**

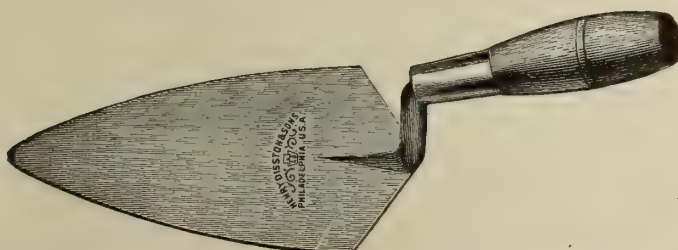
Well-made Service-giving

**DISSTON
BRAND
TOOLS**



**We are Headquarters
DISSTON BRAND TOOLS**

That Last for GENERATIONS



**DISSTON
BRAND
TOOLS**

**LEWIS BROS.,
LIMITED
MONTREAL**

**DISSTON
BRAND
TOOLS**

If interested, tear out this page and place with letters to be answered.

Our new saw, "The Cavalier" Made especially for our trade Has Proven a Success

Caverhill, Learmont Mail Orders

We take pleasure in announcing to the trade that our new saw, "The Cavalier," has proven to be all we claimed for it. It is made to sell at an attractive, low price. When quality, material and finish of this saw are considered, it will be seen *why* it should be a fast seller from the first.

"The Cavalier" is made from refined silver steel with skew back and fine, roomy handle. Has a well-balanced "hang"—accurate grinding and taper back.

Stocked in the following sizes:

Panel 18, 20 and 22 inches.

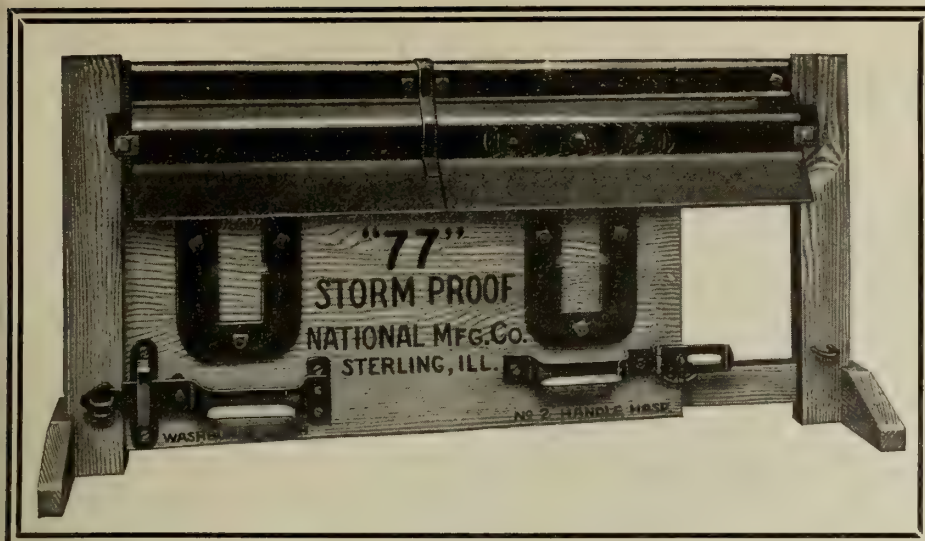
Hand 24 and 26 inches.

Kip 26 inches.

When ordering, remember we carry everything in fall lines.

*The mail order house with the reputation for reliable service,
rapid delivery.*

Order Through
Caverhill, Learmont & Co.
MONTREAL



No. 77
Storm-Proof
Model

An Ideal Combination—

A fireproof garage fitted with a No. 77 Stormproof Door Hanger would be an ideal combination for that prospect who is building a garage not very far from you. Mention this fact to him. Show him the advantage of a No. 77 over ordinary door hangers — rustproof — wearproof — close hanging—and low in price.

The above is a reproduction of No. 77 Storm-Proof Model. The articles on the models are all full size, taken from stock, and consist of one pair of No. 77 Storm-Proof Hangers, a section of Storm-Proof Rail, a "Washburne" Latch and a No. 2 Handle Hinge Hasp.

A Model of No. 66 or No. 88 Hangers, similar to above, can also be furnished.

These models are a big selling help and every dealer should have one.

Write for the "National" catalog to-day. A post card will bring it to you.

NATIONAL MANUFACTURING CO., - Sterling, Illinois

Canadian Eastern Representative:

Richardson & Bureau, 35 St. Francois-Xavier St., Montreal

The Great West Trolley Door Hanger



A hanger built for service and especially recommended for use on heavy doors.

The axles pass through seamless tubes and turn on steel roller bearings, making it anti-friction and very easy running.

A leading feature of the "Great West" is the vertical and lateral adjustments, allowing the door to be raised or lowered, or the space between the door and building increased or decreased as desired.

The track is made of heavy steel and double grooved attached to the building with heavy corrugated brackets.

Ask our Hanger Dept. for further information.

Canada Steel Goods Company, Limited
HAMILTON, ONTARIO



Davidson's Well Known FROST RIVER

Refrigerator shown herewith

Made entirely of Sheet Steel Galvanized

The exterior is Japanned French Grey, beautifully finished with neatly decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in an oven of high temperature.

All inside parts are removable for cleaning purposes.

The drip pipe for the waste water has been carried outside the body, and does not run through the Food Chamber—as usual in other refrigerators.

Made in three sizes, the largest with double doors.

***NOW is the time to get your Orders in
for these goods and ensure
prompt shipment.***

The Thos. Davidson Mfg. Co.
LIMITED

Toronto

Montreal

Winnipeg



REVISED AND IMPROVED

THE Plymouth Plan for selling Rope-by-the-Foot has been greatly amplified and improved. The material furnished for selling by this common-sense plan, is more complete, and even easier to use than that originally furnished.

Plymouth Rope

By-the-Foot

is a profit-making account to hundreds of dealers. The many letters received from dealers enthusiastically endorsing this method prove its worth.

Are you selling this high-grade rope in this common-sense way? Now is a good time to begin.

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass.

Welland, Canada

INDEPENDENT CORDAGE CO., Ltd., Toronto, Canada

Canadian Sales Agents



If interested, tear out this page and place with letters to be answered.

"YANKEE"

PLAIN RIGID DRIVERS

Cabinet Style No. 95

Standard Style No. 90

They cannot loosen in the handle in use or abuse.

You have our guarantee.

They are as durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

OFFICIAL
AWARD
RIBBON



PANAMA PACIFIC
INTERNATIONAL
EXPOSITION
SAN FRANCISCO
1915

Charles H. ...
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John F. ...
PRESIDENT OF THE SUPERIOR JURY

John F. ...
DIRECTOR OF EXHIBITS

Oct. ...
SECTY OF THE INTERNATIONAL
AWARD SYSTEM

**MEDAL
OF
HONOR**
DEPARTMENT OF
MANUFACTURES AND
VARIED INDUSTRIES

Edward H. ...
CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG
NO. 55.

**TRIMONT
MFG. CO.**

55-71 Amory Street
Roxbury, Mass.
U.S.A.



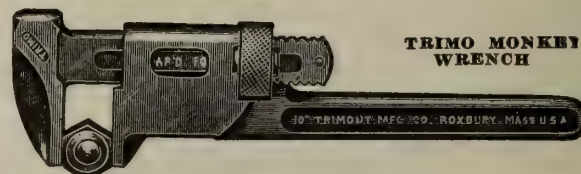
TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN



“TIGER” BRAND

Pure White Lead

the choice of practical Canadian Painters during the past fifty years.

“Tiger” Brand is absolutely pure—goes farther and protects longer than most white leads.

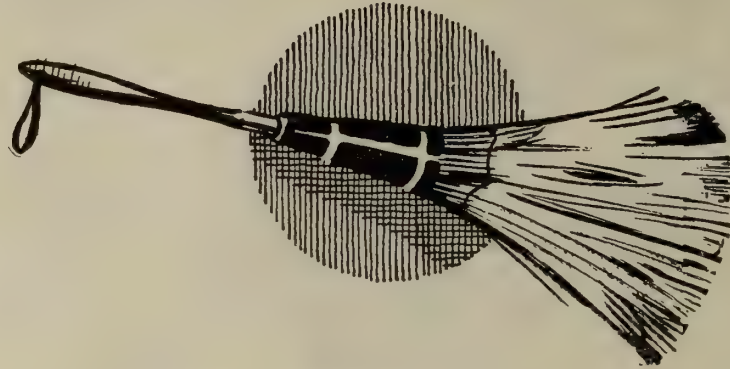
For surfaces that demand the maximum of protection, specify “Tiger” Brand.

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON

- -

MONTREAL



WHAT THE FEATHER DUSTER CANNOT DO

AT best, the ordinary mop and feather duster can only raise the dust to settle elsewhere. An unsanitary method which does little to help the appearance of goods openly exposed on the shelves.

STANDARD Floor Dressing

is different. It **captures** fully 90% of the atmospheric dust and holds it. It is sanitary, non-evaporating, non-gumming. It preserves as well as cleans the surface with which it comes in contact. It is purely mechanical in action.



Properly applied with an ordinary floor sprayer, a single gallon will take care of 500-700 square feet of floor space, and will serve its purpose well for several months without further dressing so long as the surface is regularly swept clean with a hard broom or brush.

Sold in one and four gallon cans and in barrels and half barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

Why You Should Be A Michelin Dealer

No.
22

Michelin's "Economical Efficiency" Helps Michelin Dealers

The watchword of the Michelin organization is "Economical Efficiency".

Every expenditure that will result in better tires or better service is cheerfully made, but any expense that cannot meet this test is scrupulously avoided.

Thus are economy and efficiency achieved, making it possible for Michelin to provide Michelin Dealers with tires of highest quality at lower prices than would otherwise be possible.

This, in turn, makes it possible for Michelin Dealers to offer their customers superior values.

Write for the Michelin Proposition today.

Michelin Tire Co. of Canada
Limited

782 St. Catherine Street W.
MONTREAL



"ECONOMICAL EFFICIENCY"

The MICHELIN Watchword



MICHELIN

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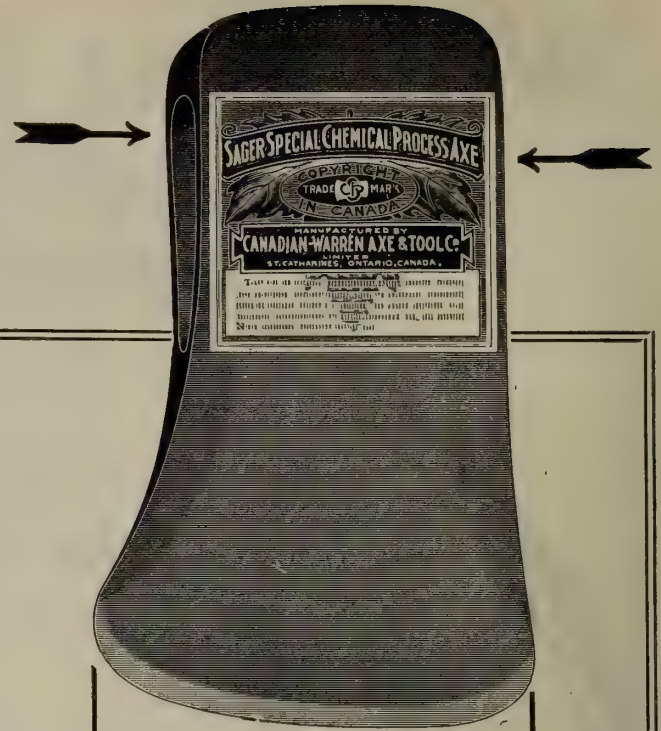
In this, the Steel Age, when we think of steel in terms of "tanks" and guns and battleships and aeroplanes, it is worth remembering that the steel file plays a part in constructing every engine of war.

Big results have been necessary in many important lines of work; consequently only the very best tools could be used.

This explains why during the past four years there has been so tremendous a demand for "Famous Five" Files. They are standard quality files the world over. And all dealers who sell them have been benefited by the increased trade created.



If interested, tear out this page and place with letters to be answered.



WHY NOT BE GUIDED
BY THE JUDGMENT OF
HUNDREDS OF WELL
KNOWN LUMBERMEN,
WHO ACKNOWLEDGE
THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED

ST. CATHARINES, ONT.



"Quality **METALLIC** *First"*

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

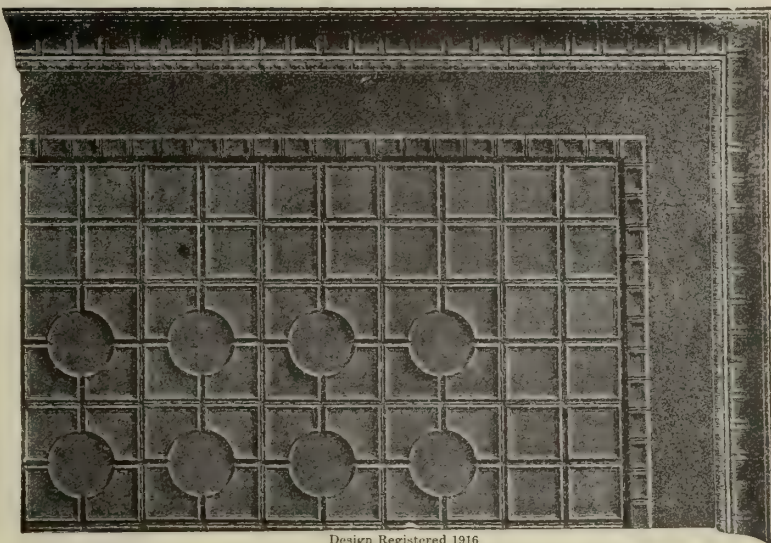
About 3 Stores out of 5

are good prospects right now for "Metallic" Ceiling and Wall plate repair or alteration jobs.

Don't let the lath and plaster or wall paper man beat you out—you've got it over him 40 ways with "Metallic." We'll help you land the business.

Send to-day for illustrated catalogue and full particulars.

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine St., Montreal

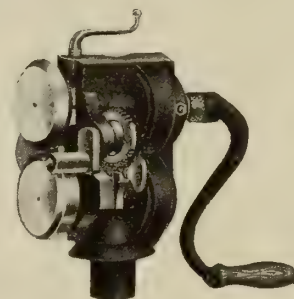


Design Registered 1916

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

SMALL MACHINES

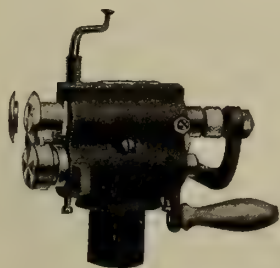
Are Made for Service. They Combine
Durability, Speed and Accuracy



No Tinshop can afford to be without a set of these machines

We manufacture a full line of Tinnners' Tools

Drop us a line for full particulars and prices



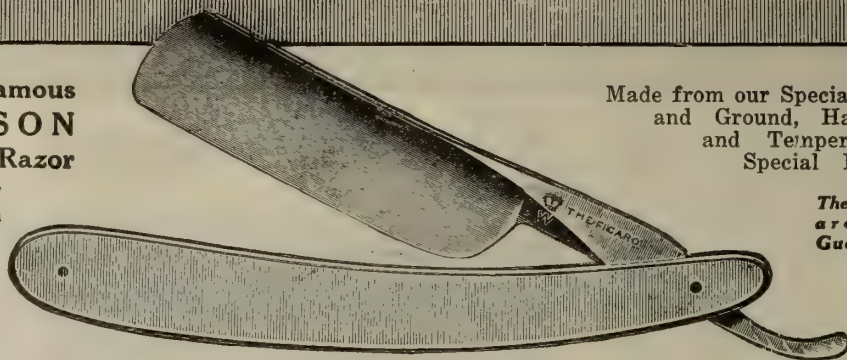
The Brown-Boggs Co., Limited
Hamilton, Canada

The World-Famous
WILKINSON
Sword-Steel Razor

—The envy of every man who loves an easy shave.

Made from our Special Steel, and Ground, Hardened and Tempered by Special Process.

These Razors are Fully Guaranteed.



Anticipate
the "After-the-War"
rush by placing Orders
— NOW —

THE output of our famous WILKINSON Silver Sword-Steel Razors has been largely restricted through war requirements. We feel the time has arrived when factors and retailers should be placing their orders for "after-the-War" delivery, and we invite such orders, to be executed in strict rotation as received. Every effort made to meet sample orders from present limited output.

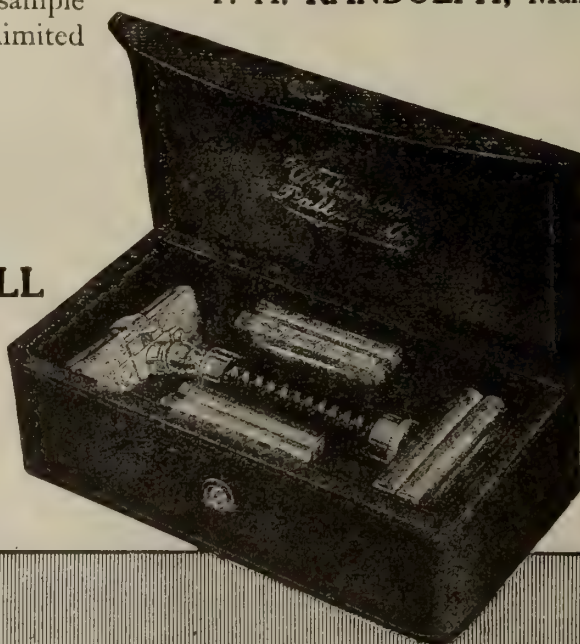
The
WILKINSON
SWORD
CO., LTD.

53, PALL MALL,
LONDON,
S.W. 1.

T. H. RANDOLPH, Managing Director.

The **PALL MALL**
7-Day Safety Shaver,

in Best Leather Case. Extra Blades may be obtained for the "Pall Mall" Safety Razor. The blades are *solid*, therefore most suitable for *stiff* beards and tender skins.

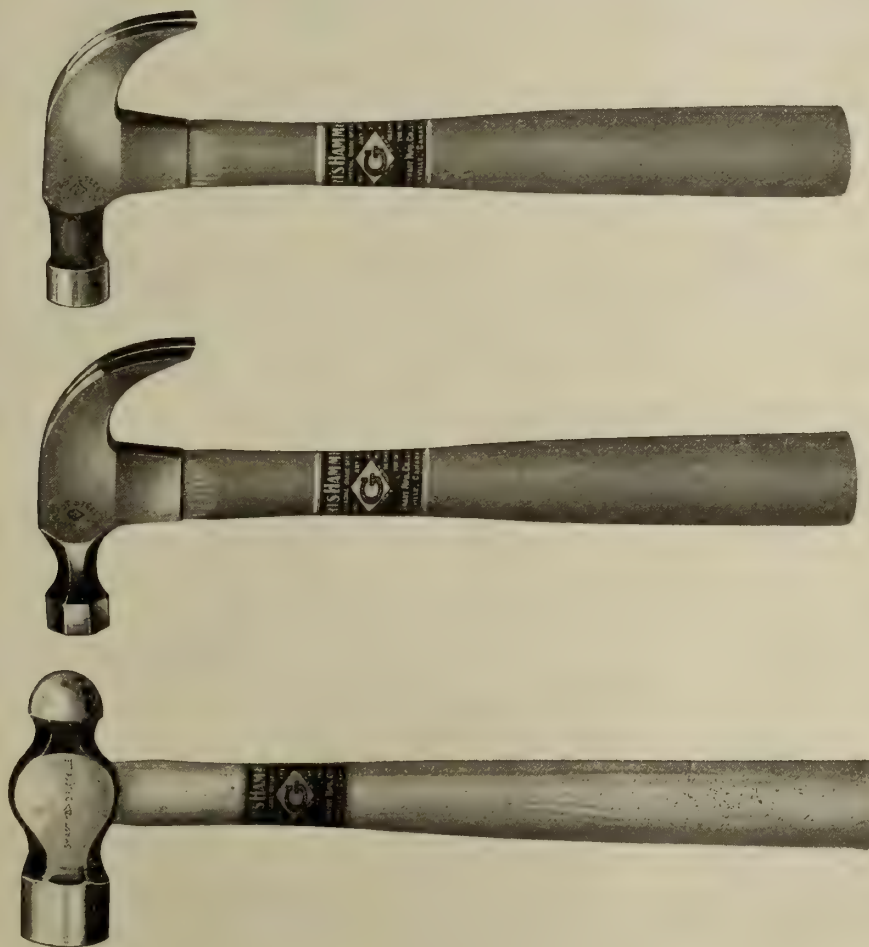


We are Makers of
RAZORS,
SHIVERS,
SWORDS,
GUNS,
PISTOLS,
CAMP
EQUIPMENT,
HUNTING
KNIVES, etc.

CANADA FOUNDRIES & FORGINGS LIMITED

SMART'S HAMMERS

Guarantee of Excellence



Highest quality imported steel, and expert labour used in all tools of our manufacture.

Buy your next year's requirements **immediately** before the stock is exhausted.

Produced at

THE JAMES SMART PLANT
BROCKVILLE, ONT. WINNIPEG, MAN.



If interested, tear out this page and place with letters to be answered.



FIG. 141

JENKINS BROS.

Standard Pattern Iron
Body Globe Valve
Screwed with Yoke.

For use under steam service there are no
valves quite as satisfactory as

JENKINS BROS. Globe and Angle Valves Fitted with Jenkins' No. 119 Discs

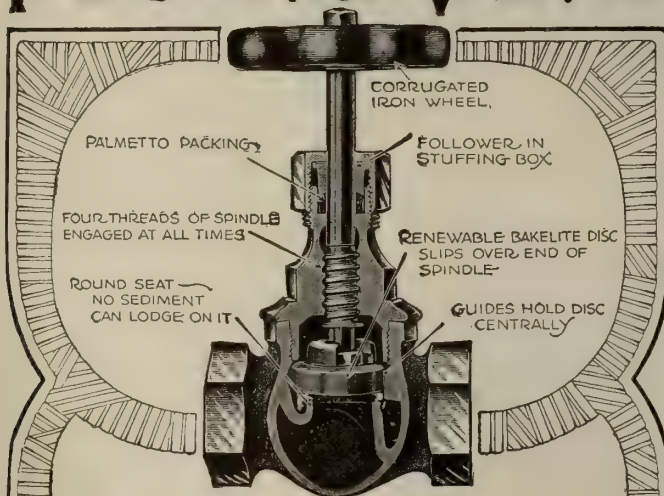
The composition of the disc is very hard, but becomes
tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flak-
ing and unrivalled durability in working steam pressures
up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL
6 GREAT QUEEN STREET, KINGSWAY, LONDON, W.C. 2, ENGLAND

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to
remove the bonnet. The vise, hammer and
cold chisel are all eliminated. Once sold
always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for
Mechanical Goods"

St. John. Quebec. Montreal. Ottawa.
Toronto. Hamilton. Windsor. Winnipeg.
Saskatoon. Calgary. Vancouver. Victoria.



Quick-Action Advertising



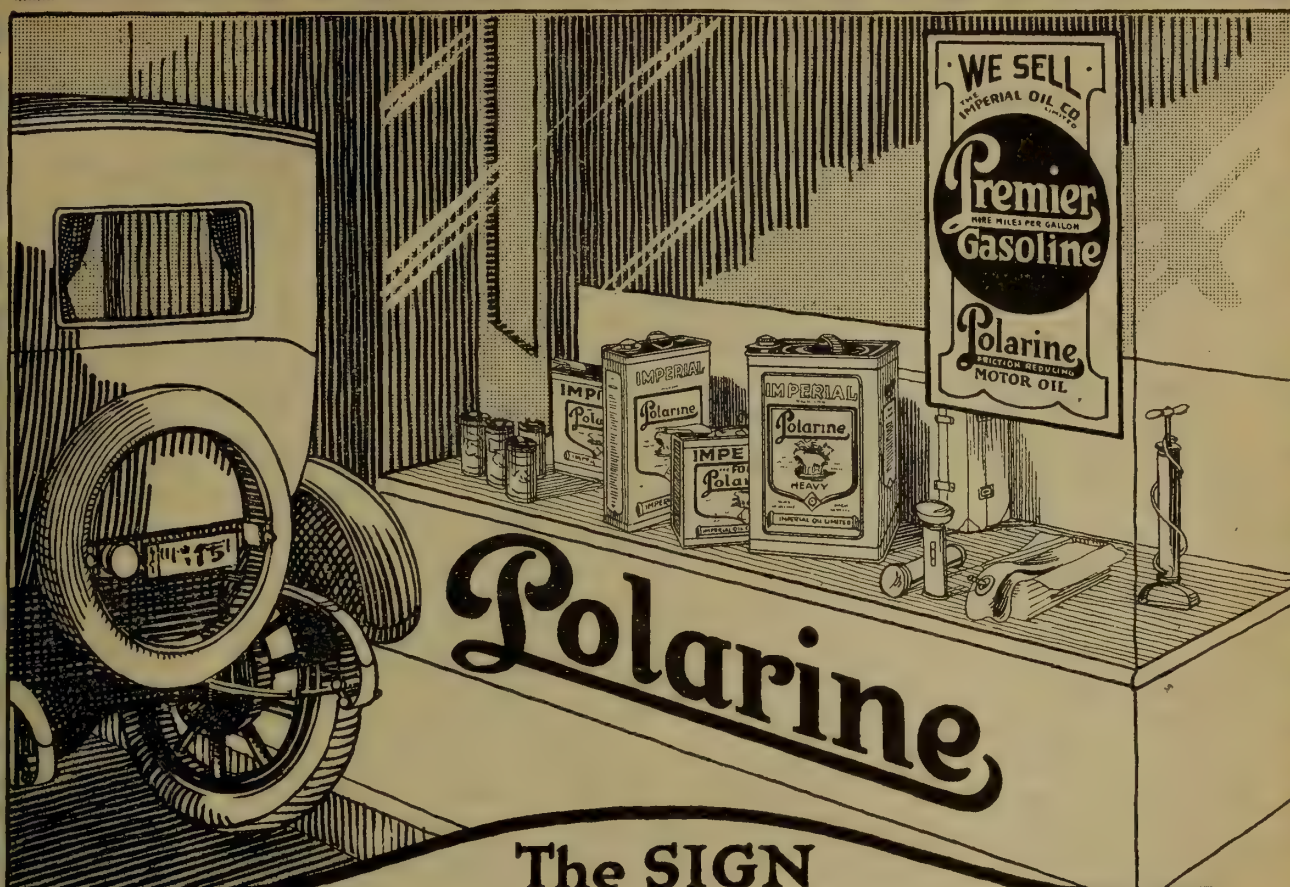
Condensed Ad. Column



2 cents per word, per insertion.

Replies to Box Numbers 5 cents.

If interested, tear out this page and place with letters to be answered.



The SIGN that acts as a salesman

THE Red Ball Sign tells motorists that Polarine, the line they like best, is on sale inside. Set this sign selling for you, if it isn't selling for you already.

Put up a Red Ball Sign **outside** of your store and the complete line of Polarine lubricants **inside** and you are well equipped to obtain your full share of the business that is proving very profitable for Hardware dealers everywhere.

The merits of Polarine lubricants and liberal and persistent advertising brings new customers to some dealer's store for Polarine daily. Why not yours?

Polarine comes in sealed cans, one-half gallon, one gallon, and four-gallon, also in 12½-gallon steel kegs, half-barrels and barrels.

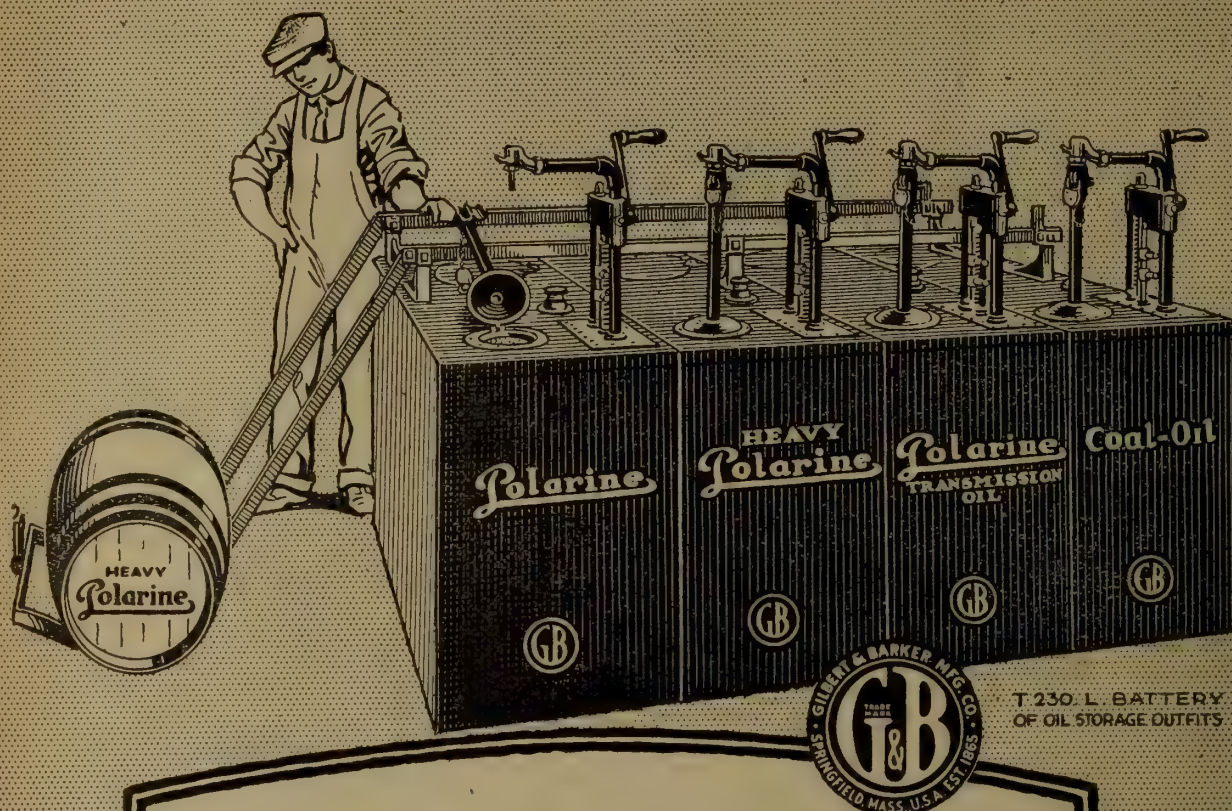
Look through your Polarine stock and make sure that you are supplied with Polarine, Polarine heavy and Polarine transmission and cup grease. Take another look at your Red Ball Sign and make sure that it is prominently displayed. The proper attention to these two points mean increased profits.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of Gargoyle Mobiloils in Canada

BRANCHES IN ALL CITIES



Stop Profit Losses In Handling Motor Oils

To stop profit leaks from waste and the inconvenient handling of motor oils, install their Gilbert & Barker T-230 battery outfit.

Many hardware dealers are building up a lucrative motor oil trade through the great increase in automobile and motor truck operators. A T-230 outfit, single or in battery form, will equip any dealer to handle such business profitably and conveniently.

Put an end to leaks and the seepage into barrel walls attendant upon barrel storage. Substitute convenient and exact measurements—quarts or lesser quantities—for messy, wasteful handling and increase your profits and your trade. No fire risk with this economizing system.

Write for our catalogue of gasoline and oil storage equipment. Full information can be secured from Imperial Oil, Limited.

SAVE OIL

IMPERIAL OIL LIMITED

*Canadian Distributors of Gilbert & Barker Gasoline and
Lubricating Storage Outfits*

BRANCHES IN ALL CITIES

CARRYING CAPACITY

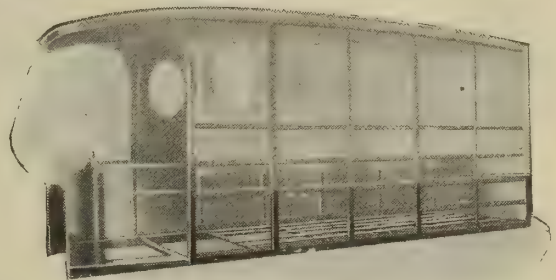
*“The Babcock
Carries the
Largest Load”*



Babcock Commercial Bodies

*Four reasons for
BABCOCK SUPREMACY:*

1. *Strength*
2. *Lightness*
3. *Durability*
4. *Beauty*



PATENTED CONSTRUCTION

The cut shows an “X-Ray” picture of the patented steel construction that is the foundation of all Babcock Bodies. This “steel skeleton” shows how the angles and bars form a rigid unbendable and unbreakable groundwork on which the other “interchangeable” styles are founded. By easy and quick transfer of standardized parts, any one of four styles of delivery bodies can be made upon one original basic body. The complete bodies are the most perfect ever made and the prices are most reasonable and attractive.

Send for 1918-1919 Style Folder and Prices and Terms

We make all styles of Bodies for every commercial purpose and for every line of business. Our New Folder gives good illustrations of the leading styles, and we shall be glad to supply you with prices and terms on the regular lines or to quote prices on special bodies made to order.

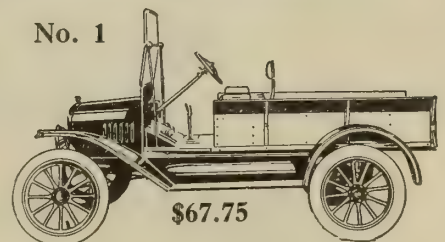
**If there's no agent in your town we will supply you direct
—Write Us.**

If there is no agent in your town, write for direct quotations. If you know of a well established firm to act as agent, please call his attention to this opportunity.

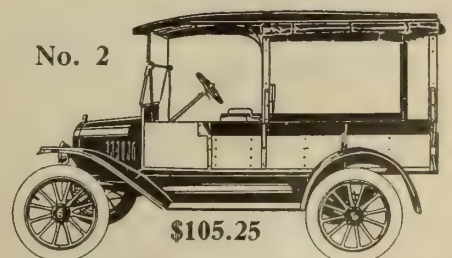
CARRIAGE FACTORIES, Limited

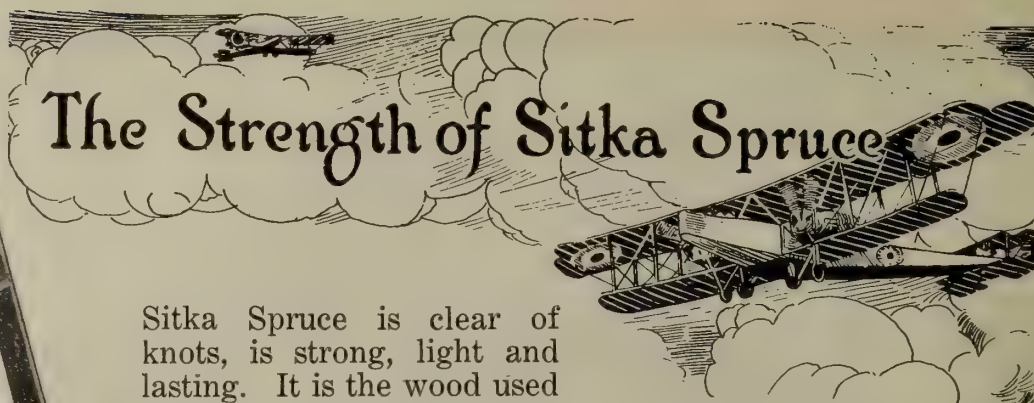
Head Offices: Excelsior Life Building, TORONTO
Sales Offices: Montreal, Toronto, Winnipeg

No. 1



No. 2





Sitka Spruce is clear of knots, is strong, light and lasting. It is the wood used in aeroplane manufacture, which in itself is proof that there is no other wood so strong and at the same time so light.

Sitka Spruce is the wood of which BT Ladders are made. First of all it gives to BT Ladders an unusual strength, a strength not impaired by knots or checks. Then it is very light. A BT Ladder can be readily moved about—a ladder feature worth many sales.

When you think of ladders for next Spring, think of the BT man who'll soon be in to see you. When he does come get him to put you down for plenty of these Sitka Spruce Ladders that are so light and strong.

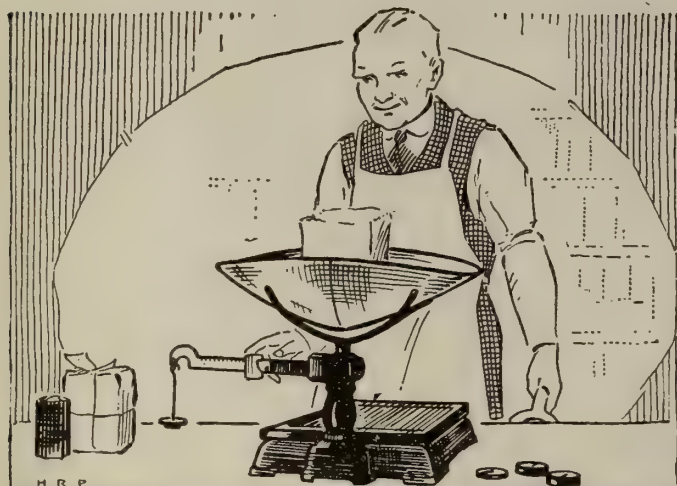
BEATTY BROS. LIMITED, FERGUS, ONTARIO

ST. JOHN, N.B.

MONTREAL,

WINNIPEG,

EDMONTON



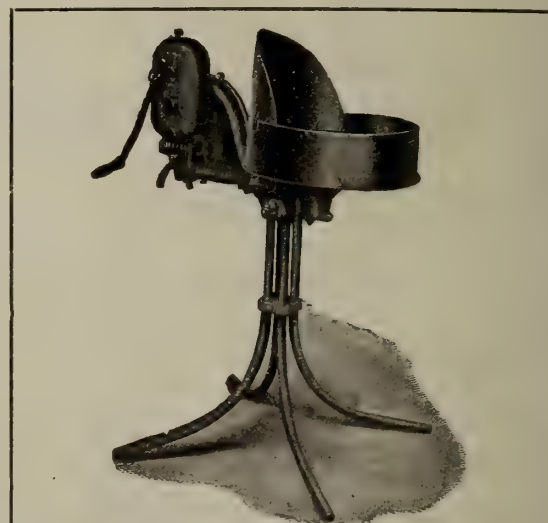
Fairbanks Scales

For over 90 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton,
Windsor, Winnipeg, Saskatoon, Calgary,
Vancouver, Victoria.



Canadian Rivet Forges are built to last.

Easy running blower, powerful uniform blast, rigid steel plate construction.

Write for Catalog 100-16

Canadian Blower & Forge Co.

Kitchener, Ont.



"HENDRYX"



STANDARD STEEL AND BRASS CHAINS

MR. CHAIN USER:

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity.

August, 1918.

Yours very truly,

The Andrew B. Hendryx Company, New Haven, Conn.



FILES

P X H

TRADE MARK

"THEY CUT FASTER AND WEAR LONGER"

IMPERIAL

Manufactured and unconditionally guaranteed by

Port Hope File Mfg. Co., Ltd.

Port Hope, Ontario

"Ask Your Jobber"

HARVEST GLOVES COTTON GLOVES

Also a full line of Leather Gloves and Mitts, Horse Blankets in stock for next season.

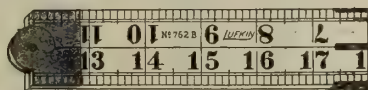
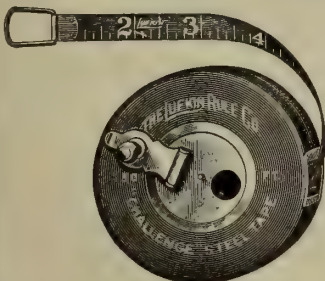
Fall goods arriving every day.

Order early and be certain of your fall and winter supply.

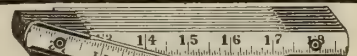
Thos. Birkett & Son Co.

LIMITED

OTTAWA, ONTARIO



BOXWOOD RULES



SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

LUFKIN GOODS

can give you the very best of service and satisfaction.
ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR
ACCURACY AND FAULTLESS SERVICE
STOCKED BY JOBBERS. SEND FOR CATALOGUE.

Take Our Advice

Stock up with the following lines for Spring Trade NOW:

**Lawn Mowers
Sap Spouts**

**Spring Hinges
Tree Pruners**

Post Hole Augers

Owing to the possibility of the shortage of material and labor, we strongly advise the hardwareman to order at once.

Taylor-Forbes products are RELIABLE.

If your jobber cannot supply you, write us direct for prices

TAYLOR-FORBES COMPANY, LIMITED

Taylor-Forbes Co., 246 Craig St. W., Montreal
H. G. Rogers, Ltd., 147 Prince William Street
St. John, N.B.
Canadian United Mfrs. Agency, London, Eng.

Head Office and Works:
Guelph, Ont.

Taylor-Forbes Co., Ltd., 1070 Homer Street
Vancouver.
H. F. Moulden & Son, Travelers' Building,
Winnipeg.

K

A GREENHORN

would have a lively and unprofitable experience in a business of wood manufacture. We have been in this business for

MANY YEARS

We *know* wood and we have chosen the *very best* for our

WASHING MACHINES

Finest Kiln-dried Cypress. Tubs don't shrink or warp. Every point tested and proven.

THE LINE HAS "CAUGHT ON"

Ask your jobber about the "KRIBS." If he is slow and can't supply you, write direct.

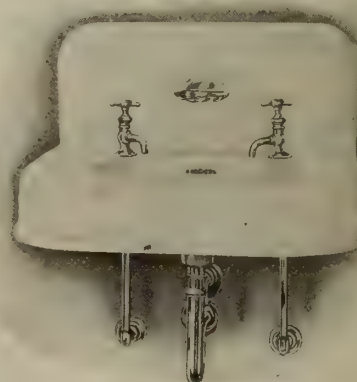
WILLIAM A. KRIBS, - Hespeler, Ont.
MAKERS OF LIGHT AND HEAVY TRUCKS

K

K

K

PLEWES LIMITED



A Beautiful Fixture like this

is comparatively easy to sell and is certain to hold the admiration of its owner.

This is "Beaver" Porcelain Enameled One-Piece Lavatory, No. 250, with apron, D-shaped Basin and Patent Overflow, on concealed brackets. Complete with Nickel Plated Soap Dish, Chain Stay, Plug and Stopper.

This piece is guaranteed free from defects in material and workmanship.

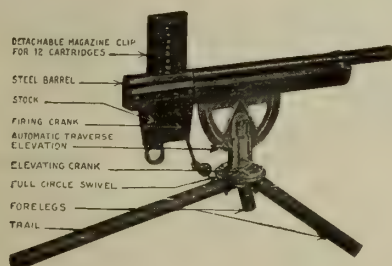
Get acquainted with our service.

A good concern to do business with.

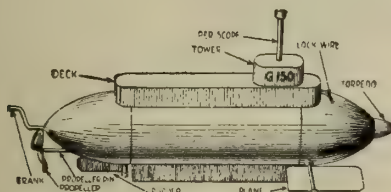
WINNIPEG

If any advertisement interests you, tear it out now and place with answered.

GILBERT TOYS



GILBERT
Machine Gun
Retails \$4.90



GILBERT
Diving Submarine
Retails \$2.25



GILBERT
B-M Tanks
Retails \$9.75

Gilbert War Toys are the toys that will bring the Christmas trade these war times.

They are realistic, true-to-life War Toys that look like, work like and are *made* like, the real articles—and no one appreciates the genuine as a boy does.

Here are three good examples.

The Gilbert Machine gun fires ten shots per second with a rat-ta-tat-tat that has all the excitement of war—it has all the mechanism that a boy likes and is harmless. Nothing like it for sales.

The Gilbert Diving Submarine is a wonder. Periscope, conning-tower, torpedo tube, propeller and all, are modelled after the real submarine—and the Gilbert submarine *works*—it dives, discharges its torpedoes, and rises again, like life.

The Gilbert Electric Tank is another Gilbert triumph. Boys who have watched the tank in action at the movies recognize the mechanical accuracy of this wonderful toy at once, and you can't fool a boy.

These life-like toys will bring you the trade—they will be widely advertised in the juvenile and adult magazines in the usual big Gilbert way. But they are only a few of the many Gilbert winners. Get the Gilbert Toy Catalog and get the trade that follows Gilbert toy advertising. Write for catalog.

The A. C. Gilbert-Menzies Co., Limited
439 King Street W., - Toronto

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.



"TALLMAN'S SPECIAL" ARCTIC METAL

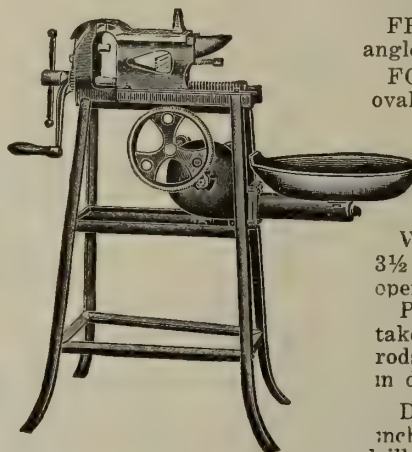
a medium priced babbitt specially adapted for Saw Mill and Wood-working machinery.

Will remain cool under exceptionally high speed.

Its long life proves its efficiency.

Tallman Brass & Metal Limited
HAMILTON, ONT.

Rock Island Combination Forge, Anvil and Vise



FRAME—is steel angles.

FORGE — Pan is oval, 12 x 15 inches.

F A N — is driven by an accurately cut gear and pinion.

WISE — jaws are 3½ inches wide and open 11 inches.

PIPE J A W S — take pipe and round rods up to 2 inches in diameter.

DRILL—takes ½-inch round shank drills; chuck is steel.

The machine weighs about 135 pounds. Order a sample. This tool will sell on sight.

Factory and Office:

Rock Island Manufacturing Company
ROCK ISLAND, ILL.

NEW YORK—113 Chambers St. CHICAGO—180 N. Market St.

VISES A Type and Size
for Every Service

These Wholesale
Hardware Merchants
Sell
A Household Necessity!

MENDETS
A PATENT PATCH

Mendets—the quick and permanent kitchen ware and utensils repairers—are sold by these progressive Hardware firms:—

Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Alexander & James, Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; L. H. Hebert & Co., Montreal, Que.; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal; A. Chown & Co., Kingston; The Gray-Harvey Co., Limited, Ottawa, Ont.; H. S. Howland Sons & Co., Ltd., Toronto; Mills Hardware Co., Limited, Hamilton; Revillon Wholesale, Ltd., Edmonton, Alta.; W. B. Dalton & Sons, Kingston, Ont.

Collette Mfg. Company, Collingwood, Ont., Canada

If any advertisement interests you, tear it out now and place with answered.

TINKER TOM'S TALKS.

Talk No. One Hundred and Sixty-Four

Some uses for Premier Galvanized Sheets which in addition to war work are considered in the essential class: Farm implements—railway buildings and repairs—car building—shipbuilding—production of food—distribution of food—coal, oil and gas production and distribution.

TINKER TOM.

Look for Talk 165 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA



Let them know you sell

Sani-Flush

Any merchandising effort you devote to ***Sani-Flush*** will meet with quick response on account of making a direct connection with the demand created by the manufacturer's extensive advertising.

People need ***Sani-Flush*** for cleaning water-closets. A good many of them are simply waiting to be notified where it can be procured.

Always keep ***Sani-Flush*** in sight on your shelves and on your counters. Include ***Sani-Flush*** in your newspaper advertising and mention it when taking orders.

**Harold F. Ritchie
& Co., Limited**

10-12 McCaul Street,
Toronto, Ont.



MADE IN CANADA

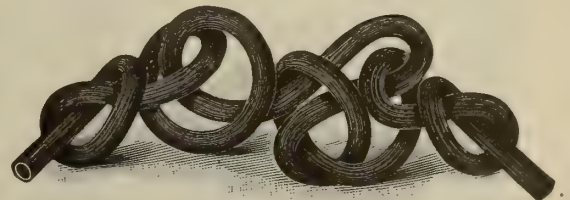
-
**Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools**

Write for
Catalogue

-
A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

“Multiped”

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY
STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

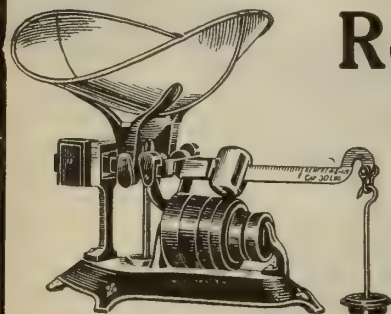
MANUFACTURED
SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria

The Dispute Settler

Here is a scale that captures confidence the minute you show it. And confidence "sells goods." In a dispute over correct weights, for instance, the owner of a Renfrew can defend its accuracy against any other scale, no matter how elaborate. The Government Inspector's Certificate, accompanying every Renfrew, is indisputable evidence of accuracy in every weight from $\frac{1}{2}$ oz. to 30 lbs. That is one reason why the Renfrew sells like everything, these days. The housewife is ferreting out every leak due to honest mistakes in weighing. Get the



Renfrew HOUSEHOLD SCALE

Capacity $\frac{1}{2}$ oz. to 30 lbs.
Government inspector's
certificate with every
Renfrew.

Finished in black or all
nickel plate styles.
Write to-day for litera-
ture and attractive sell-
ing proposition to

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch, Sussex, N.B.

Western Representative: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb Farmers' Truck Scales, Tractors, Wood-Saws, Grain Printers, etc.

The L. Martin Co. *Headquarters
for*

GERMANTOWN LAMPBLACKS

IN
ENGLAND and AMERICA

Originators of Eagle, Old
Standard, Globe and Pyramid
Germantown Brands.

Suppliers of Bulk Blacks to
the highest class Grinding
Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.



More-Profit Pumps ---Real Profit

No use to sell a pump that makes
trouble for a dealer with his customer.

The trouble is remembered. The cost
of repairs is dead loss
of time and temper.
The dealer suffers.

"Aremacdee" hand
and motor metal
pumps for force or
lift use, every kind,
are shown in the big
catalogue.



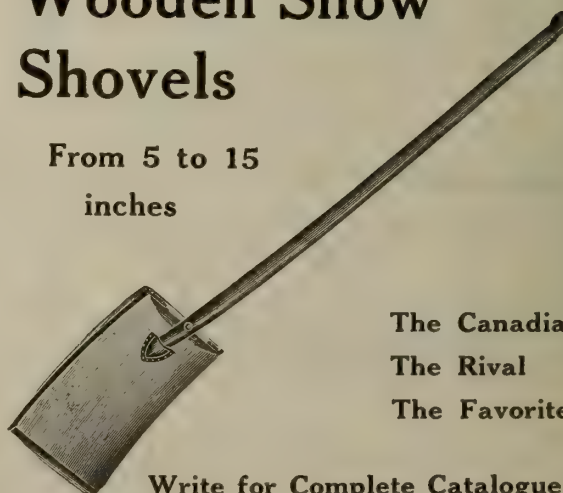
Dealers, ask for prices and terms. Get
real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA



Wooden Snow Shovels

From 5 to 15
inches

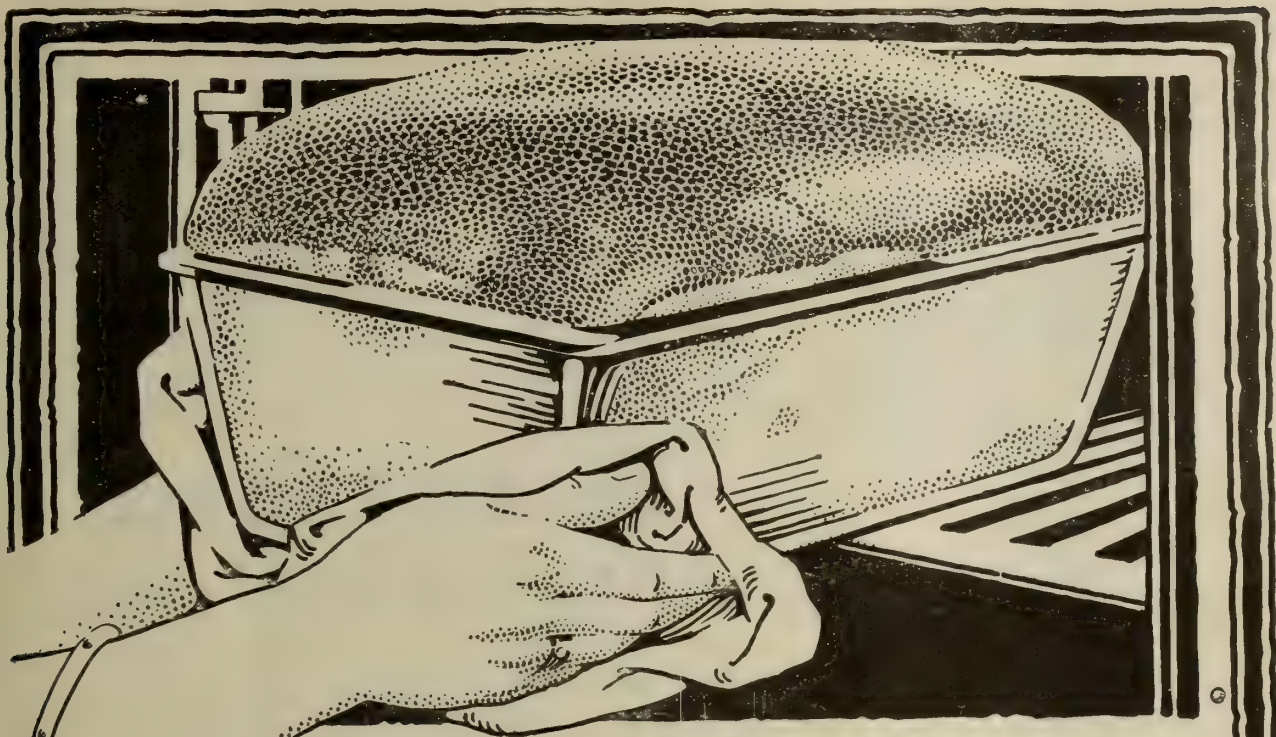


The Canadian
The Rival
The Favorite

Write for Complete Catalogue A.

J. E. BEAUCHAMP & CO.
Manufacturers of Hardware, Toys, Woodenware, etc.

Agents: { Ives' Modern Bedstead, Winnipeg.
Towe & Towe, London, Ontario.



PYREX BAKING WARE

SAVES

METAL - FUEL - FOOD

Saves Metal

The use of Pyrex conserves the metal used in old-fashioned utensils.

Saves Fuel

Pyrex absorbs nearly all the oven heat and requires about one-half the usual amount of fuel.

Saves Food

Less expensive foods cooked in Pyrex are appetizing and nutritious. It bakes war bread light and delicious.

Is Guaranteed

Every dealer is authorized to replace any Pyrex Dish that breaks in use in the oven.

The name "PYREX" is on every piece.

Leading hardware and house furnishing jobbers have PYREX in stock.

Write for interesting booklet, "How to Sell More." It is for you and your sales people.

PYREX SALES DIVISION

CORNING GLASS WORKS

304 Tioga Avenue

Corning, N.Y., U.S.A.



If interested, tear out this page and place with letters to be answered.

For homes, stores, barns



and other buildings requiring a sensible, modern, durable, moderate-price roofing, you can safely recommend Brantford Asphalt Roofing.

This material has been in use for years and given every satisfaction. It has withstood rain, snow, frost and heat, and proven its exceptional durability.

Brantford Asphalt Roofing

is easily and quickly laid, which is a great advantage when labor is scarce and dear.

Brantford Asphalt Roofing meets present-day roofing requirements—that's why it is such a good seller.

Besides Brantford Asphalt Roofing, the Brantford Roofing line includes Brantford Rubber Roofing, Brantford Asphalt Slates, Mohawk Roofing, Leatheroid Roofing. Samples and prices on request.

Brantford Roofing Co., Limited

Head Office and Factory:
Brantford, Canada

Branches at Toronto,
Montreal, Halifax

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

When in need of
Wrapping Paper
Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton & Winnipeg

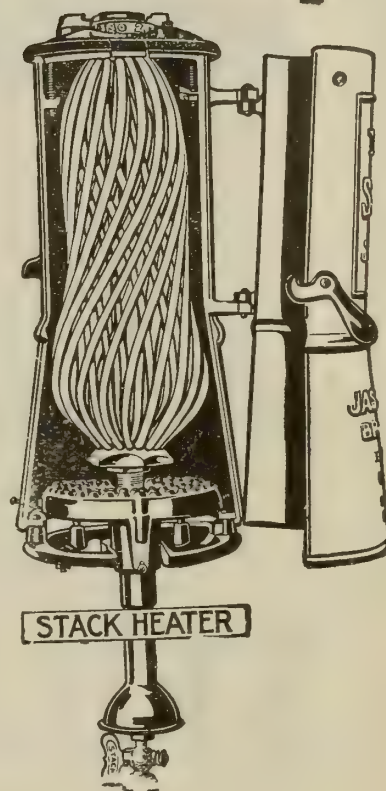


The Copper Tubes Rising Almost Perpendicular-

break the water up into small columns entirely surrounded by heat from the gas flame. Rapid circulation carries the water out of the heater without giving time for the deposit of sediment, thus preventing the tubes from being coated and losing their efficiency.

Stack Heaters operate so simple that anyone can quickly grasp the principle on being shown the interior of this superior heater.

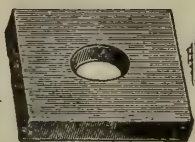
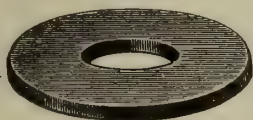
Stack sales are quick sales and permanent sales—always.



James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West TORONTO

Wrought and Steel Plate WASHERS

of all descriptions



Round & Square
Plain or
Galvanized

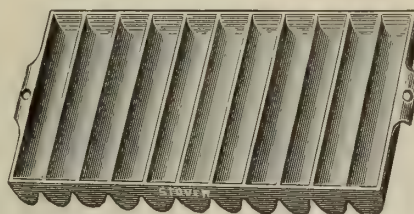
Annealed
Rivet Burrs,
Felloe Plates,
Sheared and
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Selling
Hardware
Specialties**

The use of corn meal as a substitute for wheat has created a large demand for these pans.

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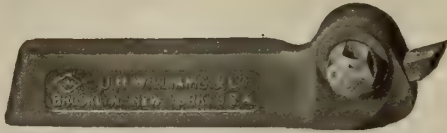
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Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your
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Business _____
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Williams' "Agrippa" Tool Holders



Ask for Catalogue—it's free

"THE HOLDERS THAT HOLD"

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Sell Handles that are Most in Demand STILL'S

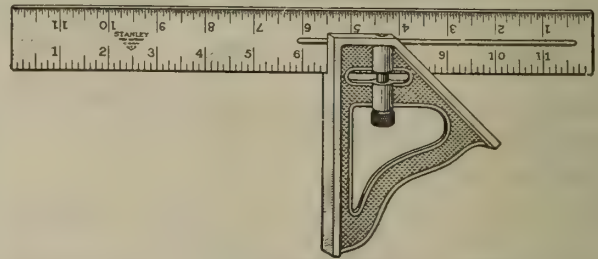
There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

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ST. THOMAS -- ONTARIO

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The Blade is adjustable, and as it can be reversed, provides any size of try or mitre square within the capacity of the tool. In reversing, it is not necessary to remove the blade from the handle, consequently the tool is always assembled and ready for use.

The Edges of the Blade are machined, graduated in 8ths, 16ths and 32nds of inches, and the tool is square inside and out.

Both Handle and Blade are nickel-plated. Made in three sizes—6, 9, 12-inch blades.

Send for special circular.

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

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PEMBROKE - - - - ONTARIO



It's a Pink any-
way you take it,
and it's the best
Peavie made.

If interested, tear out this page and place with letters to be answered.

RIFLES GUNS AMMUNITION

Canadian Sporting Goods Dealers will experience more difficulty in securing supplies for their trade this season than ever before.

Rifles and Shot Guns are not made in Canada, and importation from the United States is cut off, except under special license from the War Trade Board.

The Military demands for Ammunition, both in Canada and United States, are entitled to first place in manufacture, resulting in a shortage for the regular trade channels.

Fortunately for ourselves and our customers, we had large stocks of all these lines when the restrictions came into force, and are still able to supply many standard models and calibres from stock.

Your enquiries and orders will receive careful attention. Order early and avail yourself of this opportunity to secure stocks of these lines.

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Wholesale Hardware and Metals

Collingwood, Ont.

The "Daisy" will stand the comparison

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If you wish to be certain that the "Daisy" should be the first churn on your floor make this test. Take a "Daisy" and another churn of similar price and take them apart. Note which is the simpler, which is easier to put together again, which has the fewer parts, which is the more rigid when set up. Examine the mechanism, which is simpler and less likely to get out of order, which equalizes the strain, which needs less care and attention. Carefully inspect the wood in the staves and lid,

look for plugged worm holes, thin staves and checks.

Make your comparison thorough, critical and impartial and we'll stand by your verdict.

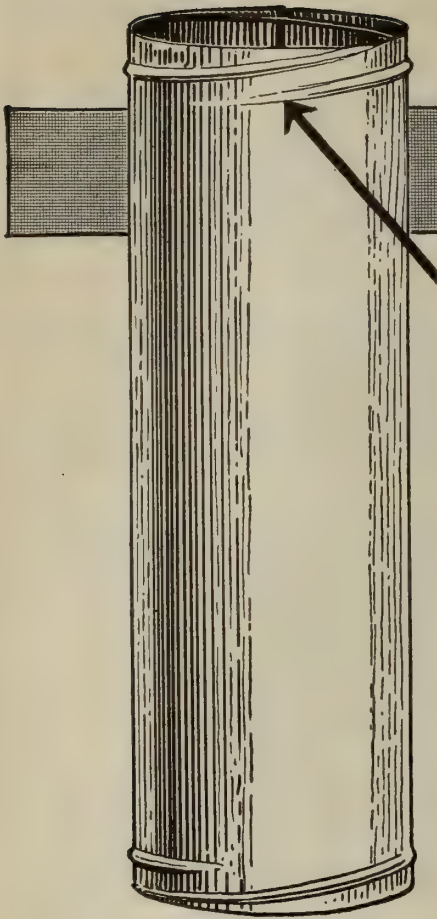
We've so much faith in the "Daisy" and are so sure of its superiority that we know you'll be sending us your order before you've finished your examination.

If you're not sure, there's a way to find out.

Beatty Bros. Ltd., Fergus, Ont.

St. John, N.B. Montreal Winnipeg Edmonton





NEW SAFETY STOVE PIPE

The lock that holds

It Here Are *Ten* Reasons Why Customers Prefer To Any Other Pipe—

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- No. 3—Made of 29-gauge iron.
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- No. 8—New patent lock effects saving on each pipe, making a saving of one length in every 12 of ordinary pipe.
- No. 9—Can be used any place where ordinary pipe is used, or can be used along with ordinary pipe.
- No. 10—Patented in Canada and the United States, and "Made in Canada" by Fairgreave & Son, Toronto.

Do not sell ordinary pipe when you can sell the latest in stove pipe construction at the same price with extra advantages to your customer as well as extra sales and profits for you.

Make sure that you get it by ordering direct.

SAFETY STOVE PIPE COMPANY, LTD.

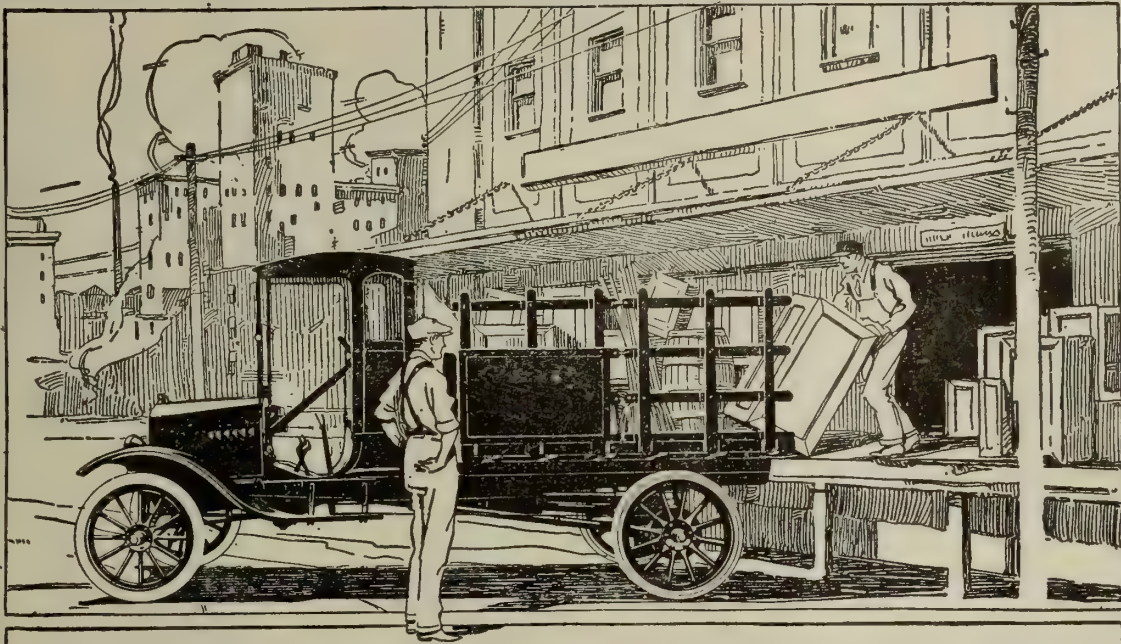
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50 DOVERCOURT ROAD

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TORONTO



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THAT'S the customer's first question, usually. How do you answer him?

Your goods may be superior, your clerks may be courteous, your store attractive, but, after all, unless your deliveries are prompt and dependable, your customers will be disappointed and trade elsewhere next time. Do you realize how many people judge a store by its deliveries?

Is your delivery system on a par with the rest of your business? Does it draw new trade or lose customers for you? Are your horses as suitable for you as they were at one time? If not, why do you persist in being a little behind the times, when a Ford One Ton Truck would be more in line with your other business standards?

Perhaps your deliveries cost you too much. If you are using motor trucks, they may be too heavy for your line of business and therefore too expensive. The Ford Truck uses less fuel when handling a full load than some trucks use running empty.

The Ford One Ton Truck is a money saver, so why not modernize this department of your business at once?

All prices subject to war tax charges, except trucks and chassis

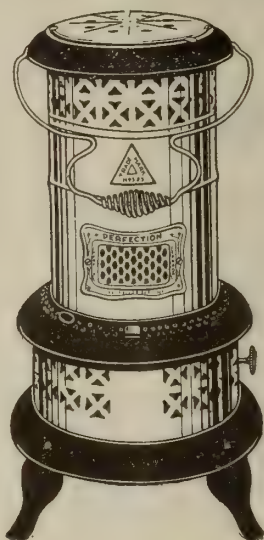
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THE UNIVERSAL CAR

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Ford - - - Ontario

Speed-up Sale of Auxiliary Heating Appliances

Though we hope never to see such extreme weather again as we had last winter, yet there is a chance and most people will be prepared with auxiliary heating appliances in view of the general coal shortage. Coal oil and electric heaters fill the gap admirably for both rural and city homes, offices, factories, etc. Place your order now.



Perfection Oil Heater

Only those who have actually seen the Majestic in operation can realize the volume of heat it throws off—not only does it give the heat but it looks warm and after all that is often as essential as actual heat units.

We strongly recommend the "Majestic" as an economical auxiliary heater.

Order a trial shipment.

This heater is bringing solid comfort to more than three million homes—that's a guarantee that it will do the same for your customers.

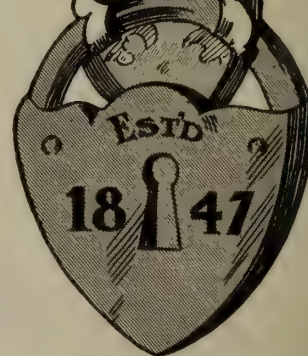
Kerosene is plentiful and economical and a stock may be laid in by the thrifty housewife who is afraid her coal pile will not last. Start to show the Perfection Oil Heater now. Stock up.



Majestic Electric Heater

**RICE LEWIS
& SON**
LIMITED
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S. & W.

H. & R.

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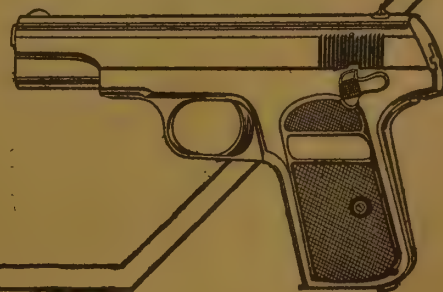
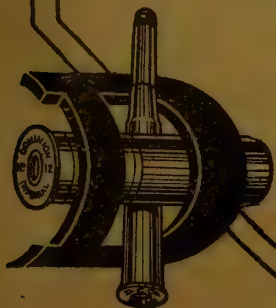
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 Spraying Machines for Insecticides and Limewashing.
 Coppersmiths' Work.
 "Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

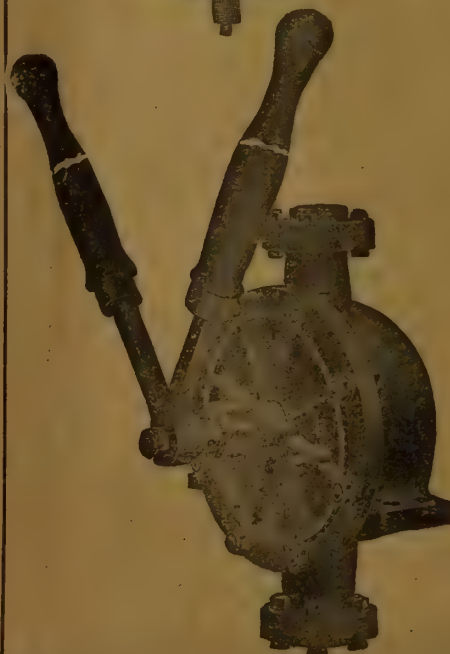
Business After the War

If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office at the address below.

**UNITED BRASSFOUNDERS
and ENGINEERS, Limited**

EMPRESS FOUNDRY

Cornbrook, Manchester, England





A Sign That Helps

Some of our customers find that the Hercules Dynamite sign, placed on the outside of their stores, helps to increase their sales of dynamite. If you sell Hercules Dynamite to farmers and are not supplied with one of these signs we will gladly send one if you ask for it.

If you are not a customer we want to interest you in the sale of

HERCULES DYNAMITE

to farm customers. It is proving a profit-maker for merchants throughout the country. Many of these men hesitated at first to do business in such a commodity. Now they know that their objections and fears were groundless.

We stand ready to assist you in many ways to build up this department of your business. A Hercules sign in front of your store will help attract trade. Free advertising matter of various kinds will be supplied. You will have the assistance of our extensive advertising in farm papers which is continually increasing the use of dynamite on the farm. Fill out the coupon below. Mail it to-day and we will give you our active co-operation.

HERCULES POWDER CO.

127 W. 11th. Street
Wilmington, Delaware



Hercules Powder Company,
127 W. 11th St., Wilmington, Del.

Gentlemen:—Please send us information regarding the sale of dynamite to farmers and oblige.

Yours very truly,

Name

Address



"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX.

TORONTO, SEPTEMBER 14, 1918

No. 37

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Let the Women Know

YOUR store is the place where women like to be reminded of the household needs that have "slipped their minds." Even for so well-known an article as

O-Cedar Polish

a reminder is needed. Housewives will be glad to see O-Cedar before their eyes when they enter your store. Every woman wants O-Cedar Polish because it is the quality polish—because it renews and protects all their furniture—because it cleans as it polishes.

The extensive and powerful advertising given O-Cedar Products is making more O-Cedar users every year. Let

your store be known as an O-Cedar store, and you will ensure your share of this profitable business. People will be sure you have it, if you utilize the convenient O-Cedar Sales Helps—O-Cedar Floor and Counter Stands; Electric Sign Displays; and O-Cedar advertising plates. Ask your jobber about yours, as well as about the Profit Deals that will make additional money for you.

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369 SORAUREN AVENUE - - - TORONTO

Save Gasoline for Needs of the Allies

Serious Shortage in United States and Canada Owing to War Requirements—Cutting Out Sunday Joy Riding Will Help Producers Build Up Reserve—Up to Ottawa to Take Action

THERE is a real shortage of gasoline at the present time owing to the immense amount required for supplying the Allies and also the war needs of the American Government. American and Canadian aviators now in training on this side of the ocean alone are using over half a million gallons of gasoline daily. There has been a steady increase also in the demand for tractors, automobiles for the farmers and other purposes. Canada's gasoline requirements this year will pass the 100,000,000 gallon mark. As a result of all the demands made upon them the producers have been unable to manufacture sufficient to fill their orders and look after war needs. War needs come first and recently the American Government with a view to averting a more serious shortage of gasoline than now exists eliminated Sunday joy riding. Canada is entirely dependent upon the States for its supplies. While some gasoline is manufactured here the quantity is so small as not to count at all when the requirements of the country are considered.

Ottawa Dilatory

Notwithstanding this situation the Canadian Government has taken no action to fall in line with the action of the United States authorities and conserve supplies. The big oil companies, however, have led the way and closed their service stations. While they are not saving anything for publication some of the oil men have their own opinions about the efficiency of the authorities at Ottawa and may even hazard a guess or two as to whether they are really awake to the fact that there is a war on and that it is important that the air men, and other fighters should have all the gasoline they need.

Ten days or so after the oil companies took action word was sent out from Ottawa that an order-in-Council might be passed fixing retail prices. This has nothing whatever to do with saving gasoline by stopping the waste. Next came a suggestion from the Fuel Controller asking people to save gasoline as much as possible.

Why these gentle tactics which permit all sorts of evasions, those in the

trade are asking? Why not a regulation from the Government that will end the waste and end it quickly? they say. If the order were issued the police would quickly take the numbers of all joy riders and it would only be a question of a short time before the trouble was ended. If Sunday joy riding is stopped it will only be a few weeks, the gasoline distributors say, before they will be able to build up a reserve that will prevent a serious shortage.

Price Fixing Advisable

As far as price fixing is concerned the big distributors have little to say. That such a move is advisable is stated in a report by R. J. McFall, High Cost of Living Commissioner, to Hon. T. W. Crothers, Minister of Labor, on the cost of gasoline. Mr. McFall suggests a ruling which would establish 36 cents as a maximum retail price in Ontario; 43 cents in Saskatchewan, and 45 cents in Alberta.

Is Needed Now

"It is respectfully suggested," says the report, "that such a ruling be immediately embodied in an order-in-Council, and that the local authorities be empowered to enforce the same, the wholesale price being freely published at the same time."

No changes are suggested in the wholesale price of gasoline, it being noted that, although the cost of imported gasoline has been increased from 5-6 of a cent to 1½ cents a gallon because of increased freight rates and other increases, the wholesale price of gasoline has not advanced in Canada. The freight rate advance increased the cost in the United States by half a cent a gallon.

Increased Rates

The report says in part:

"On June 25 action of the Director-General of the United States Railways increased the freight rates from points of origin in the United States to points of destination in Canada by 25 per cent.; since that date this has been modified in part of the territory to an advance of 4½ cents per hundred pounds. These increases caused an advance in the import cost of one-third

of a cent and upwards to one cent, in addition to one-half cent increase in the price in the United States, making a total increase in cost of imported gasoline laid down in Canada of 5-6 cent upwards to 1½ cents a gallon.

No Change Here

"It is interesting to note that while the freight rates advance increased the cost in United States points by one-third of a cent, prices in the United States rose by one-half a cent, while prices in Canada remained the same, although Canadian importers paid the advanced price in the United States, and the advanced freight rate in addition. On August 12 the advance in Canadian rates went into effect, increasing the distributing costs to the domestic product in Canada to 25 per cent. more in the West and 43 per cent. more in the East than early this spring, affecting the profits of the refiners, but not affecting the costs of importation. This caused an increase in cost of domestic gasoline varying from one-half to one cent a gallon besides the 5/6 to 1½ cent increase in the cost of the imported stock. These figures look small, but assume importance on a total annual consumption of at least 100,000,000 gallons.

Not Needed Before

"While these advanced freight rates have brought about increased prices in the United States, it has been found that an increase was not necessary in Canada. We have had no powers to require that prices be kept at their present level, but we have received assurance that in addition to the fact that prices have not been raised, no increases in Canada are contemplated. There is thus no chance to further decrease the wholesale price of gasoline in Canada, all increases in price since the war having been required by increased cost of the imported article from the United States, and this phase of the subject is wholly within the jurisdiction of the United States authorities.

Prices Exorbitant

"We do find, however, that the retail
Continued on page 67

This Situation Needs Remedying

Retailers All Over the Country Are Carrying Too Many Accounts—Progressive Firms Realize That Only Solution of Problem is to do Business on a Cash Basis
—How Hardware Men Are Working the Matter Out

MR. RETAILER, what are you doing about the question of putting your business on an actual cash basis? In view of present conditions and conditions that are likely to prevail in the future this is a matter that is worthy of immediate and careful consideration, especially by the hardware retail firms whose business is largely done with rural communities. That hardwaremen are men who are realizing more and more the possibilities for improving the basis upon which they are now doing business is shown by the inquiries which are reaching **HARDWARE AND METAL**.

"I have between \$4,000 and \$5,000 out, all in small accounts," writes one retailer. "I find that under present conditions I cannot continue to do business to advantage unless I change my methods. Your article in the Fall number of **HARDWARE AND METAL**, "Put Your Business on a Cash Basis," has set me thinking, and I am going to follow out this plan as under the present system I find I am not extending credit to the people to who I would like to give credit, but to people who are taking advantage of me for their own interests."

Another Man's Problem

Another hardware dealer writes: "We think it would be advisable to put our business on a cash basis as in the past we have been doing a credit business among the farmers and find that it takes too much capital to carry it. Very often our customers when paying up accounts dispute them and say they never got certain things or that they got them and paid for them at the time. This creates a situation that often results in the loss of much time and considerable trouble in clearing up without giving offence. Just now the banks are not willing to loan much money to a storekeeper. On the other hand the manufacturers and wholesalers are demanding their money more promptly than ever so we have decided to put everything on a cash basis. Would it be wise for us to notify our customers that we will do business only on a cash basis after January 1, 1919? Would our competitors in nearby towns and villages take away our business if we do this?"

The Whole Situation

These are only samples of what Canadian hardware firms are planning to-day. The whole situation centres around the fact that owing to conditions retailers are realizing as never before that if they wish to carry on business at a profit they must adopt businesslike methods. In hundreds of cases the general opinion prevails and is very much

The question of credits is one of the "live" issues in the business world to-day and retailers everywhere are being forced to give it most careful consideration. Read this article, Mr. Hardwareman, and write to the editor of **HARDWARE AND METAL** and tell how you are meeting the situation or what suggestions you would make for putting retail merchandising on a more satisfactory basis.

in evidence among customers that when they settle their accounts they are really accommodating the merchant. This is a most absurd and absolutely unjustifiable viewpoint. The granting of credit adds to the cost of a retailer doing business. There may be instances in which it is advisable for a merchant to extend credit for a short time but when this is necessary the customer should realize that this is merely an accommodation. The merchant should always have the arrangement of the details and not the customer. In the past it has almost invariably been the customer who dictated the terms. Not one but hundreds of retailers to-day are out hundreds, very often thousands, of dollars because they were "easy."

Take Advantage of It

Because many retailers have followed more or less slipshod methods in extending credit they have suffered by being imposed upon. This is especially true in regard to farming communities. It is unquestionably true that the great majority of Canadian farmers are prosperous. When this is considered it is the more remarkable that they have the pure, unadulterated "nerve" to ask retailers the things they do.

A hardware retailer stated to **HARDWARE AND METAL** that a day or two ago a farmer who is well known as one of the wealthiest men in his district walked into his store and asked for a loan of \$25.

"I will cash your cheque for any amount you care to write it," said the dealer.

"No, I don't want that," said the farmer. "I have lots of money in the bank but I don't want to draw it out and lose the interest on it. I will pay you back in a couple of weeks when I get my grain sold."

Of course the farmer didn't get the money. He did get a talk that probably provided food for some real earnest thought on his effrontery in asking this sort of privilege from a merchant. The

trouble, however, is that in the past too many merchants have felt that if they refused the farmer or the customer either loans or credit, they would suffer. They have suffered all right and that is one reason why to-day so many retailers have on their books thousands of accounts which they may collect, and then again they may not. At any rate in the meantime they are deprived of the use of money which they need in their business and to which they are justly entitled. There is no logical reason why they should not have it and yet they cannot get it. Unquestionably they would be better off if they had never had the business at all. This answers the question in the letter above about other firms getting business if a retailer insists on cash. Let the other firms have this business if they want it. Any merchant is better off without it. It will only be a question of time when the other firm will get so loaded up with "carry" accounts that it will either go out of business or put its own business on a cash basis. Present day conditions are making it imperative that most of the retail business of the country be done on a strictly cash basis. As stated above there may be exceptions here and there, where for one reason or another it is advisable to grant some individual or firm credit. But when this is done the retailer should do it in a businesslike way and by so doing will save himself trouble in the future.

How They Do It

In one of the letters quoted above the merchant asks if he should institute his cash system January 1, 1919. Why wait for three months? Why not do it now? There is little to gain by the delay and perhaps much to lose. This man says his credit business is with the farmers largely. He is situated in one of the very finest farming sections in Canada. The farmers in that district this year have been getting top prices for everything they can produce and buyers are howling for more. Bank figures show that there are few places in Canada where there is more money on deposit than in the banks of that section. Why, then, in the name of common sense should the farmers ask this merchant to wait for his money? They do not wait one minute for theirs. Year after year they have been increasing their bank deposits and every time they bought a few dollars' worth of stuff had it charged up. Maybe they would settle in a month or maybe they would not settle for three or four months. This was largely as they felt like it.

In the meantime the retailer was in need of his money. He could have used it in a dozen ways to good advantage but he didn't get it until the farmers were good and ready to pay him. Why? Mostly because he was afraid. Afraid to take a stand and ask for what was rightly his. Afraid he would offend some farmer who in future would go to some neighboring town and he would lose the business. Afraid the farmer might get ugly and would not pay for months whereas if left alone he might pay in a few weeks. This is the common experience of hundreds of retailers and that is why they are welcoming a chance to put their business on a satisfactory basis and end forever the losses and annoyance of the credit system.

Now Is the Time

Now is the time to make the step. Business conditions demand it. The ever tightening demands created by war needs may make it so difficult for retailers, in fact for business men in general to do business on a credit basis that they will be forced to adopt the cash system. If this happens it will be a blessing to many firms who have been burdened by long standing book accounts. Once they get away from this system of merchandizing and realize the benefits of the other there will be no chance of their returning to the old method.

Aside from all this the best financiers and retailers are practically agreed that now is what might be termed the psychological moment for making the transition. The public has become so accustomed to increases in price and sudden changes of all kinds in buying and selling that if it is intelligently pointed out to them that it is essential that all business be done on a strictly cash basis that they will more readily fall in line with the suggestions now than at any other time.

Successful Plans

One firm which has adopted the cash plan sent the following notice to its customers: "At the present time, perhaps as never before, you are interested in buying goods at the lowest price. We want to help you. One of the most effective ways in which we can do this is by the proper handling of our accounts. Granting credit is an accommodation which adds to the cost of doing business. That means we have to increase the prices of goods in order to stay in business. That affects you. In order to help you to get the very lowest prices from now on our goods will be marked in plain figures at the lowest cash prices. Bankable notes or produce will be accepted in payment. Thirty days' credit can be had but only when it is properly arranged for. In order to purchase our stocks at the lowest figure we pay for our goods promptly. By paying us promptly you can buy at the lowest figure too. Those desiring credit will pay for this accommodation only the actual cost of it to us. We do not mean by our new policy to reflect in any way on any person's finan-

cial condition. This is a straight business proposition by which both you and our firm can save money and we trust you will fall in line with our views. If so it will work to our mutual advantage."

It Worked Well

The firm that tried this plan is more than pleased with the results. It now has more ready money with which to carry on business than ever before. There have been a few kickers, but the great majority of the people received the suggestion in the way it was given and when they found they could make a saving that was appreciable in a week and more so in a month on their purchases began to see the advantage of the policy. They told other people how they saved by paying up and the firm has really widened its circle of customers in spite of losing a few of the long-standing "carry" accounts. Not only this, but they have eliminated the trouble and annoyance that resulted from "getting after" the people who paid when they felt like it. The merchant who has to go and ask customers if they can pay him up a little on account is to say the least of it in a bad light in the customer's view. The customer does not show the slightest appreciation of the accommodation extended to him. On the contrary many of them assume a most highly injured attitude when asked to pay up. More than one retailer has found people to get highly indignant. They apparently forget altogether the fact that they are really indebted to the dealer for his kindness in allowing them credit and that they are keeping him waiting for money that he really needs. Collection of such accounts whether it is done personally or by mail is a problem that is embarrassing, annoying, and unsatisfactory all round and can be quickly and surely eliminated by doing business on a cash basis.

Still Another Side

There is still another side to the question of credit. It must be generally admitted that we are learning many things through the war. It would seem that one of the things we are slowly but gradually discovering in connection with "conservation" is that granting credit is really one of the worst forms of extravagance. Retailers in the past by granting credit more or less promiscuously have not only encouraged this form of extravagance but have made for themselves conditions which are anything but a bed of roses. By eliminating this form of extravagance in future retailers can not only do the public a real service by putting it in the right path in regard to buying methods but many firms will unquestionably obtain the margin of money they need to put their business on a satisfactory basis where it will go forward and continue to grow.

Selling for Cash

Just what manufacturers and the banks are doing in regard to making the farmer pay cash may be gathered by the following dispatch from Winnipeg. They are taking advantage as

much as possible of the fact that the farmers to-day have money and they are getting cash where before they had huge sums outstanding in credits.

More machinery has been sold for cash in Manitoba, Saskatchewan and Alberta this year than during any similar period since the war. This condition was not imposed by the manufacturers of Quebec and Ontario, for it is an unwritten law in the West that a farmer may buy plows and separators and mowers on two to three years' "time," if he desires, and up to the bumper crop of 1915 a very considerable majority exercised this choice.

Had \$12,000,000 Out

One great farm implement house in Eastern Canada had \$12,000,000 in notes for machinery sold farmers of the prairies in 1915, and some of them had been over-due for several years. One American firm had \$18,000,000 of similar pledges. The smaller companies were also "carrying" thousands of farmers. This condition was admittedly unhealthy from a strict financial viewpoint, but it was justified on the ground of custom. Then, too, competition had been so keen for the vast trade of the prairies that the salesmen of the different farm implement houses, in many cases, promoted this credit system. It was easier to sell a machine on "time" than on cash terms, even though eight per cent. was exacted.

Getting the Cash

But the advancing price of farm products and the tremendous yield of 1915 reduced these credit notes to a minimum. A new system was very conveniently inaugurated, too, by the farm implement manufacturers. By common consent, probably promoted by war conditions and the volume of ready cash at the disposal of the farmers on the prairies, the frantic pleas of salesmen to sell their goods on long time terms, which has in no small way injured the farmer as well as the factory man in Western Canada, was abandoned. It was a time for taking stock on the farm and the cash basis came into existence automatically. It was a wonder worker, too, for it introduced a new angle from an economic standpoint. Farmers frequently revamped their old machinery when they were not encouraged to buy new ones on "time." To-day, one big bank in Winnipeg, which six years ago "carried" some \$25,000,000 of these discounts annually, has not a dollar of this class of loans. This is the answer.

"GIVE THE BOYS A LIFT"

The Montreal Automobile Association has issued an appeal to its members and to all patriotic car owners to give all soldiers and sailors a lift whenever a chance occurs. The appeal in part says:

"Don't forget that the boys in blue and khaki are going over to fight the Hun while we are permitted to remain here and enjoy the use of our automobiles, for pleasure and business. GIVE 'EM A LIFT."

N.B. R.M.A. Convenes At St. John

Association Shown to be in Thriving Condition Both Financially and as Regard to Membership—Important Matters Discussed—Urge Appointment of Five Provincial Representatives on Dominion Executive

DOUBTS regarding the possibility, to say nothing of the value, of co-operation between the retail merchants which may have lingered in the minds of any should have been dissipated by the success of the fourth annual convention of the New Brunswick Retail Merchants' Association which was held in St. John on Wednesday and Thursday, September 4 and 5. When the organizers of the association first entered this territory several years ago there were many who predicted flat failure as the only possible result. The idea of merchants in the same line of business sitting down together to make plans for their mutual interest instead of sitting in their back offices planning to cut each other's throats seemed too absurd to be entertained. But the idea of the association has grown and developed and to-day throughout the province the Retail Merchants' Association is firmly planted and flourishing. Business men have found, as others have found, that co-operation provides the solution of some of their most pressing problems and opens the door to success in ways which they had not dreamed possible. It is only fair to admit that the association has not had smooth sailing all the time and that if it had not been for the faith, courage and persistence of some of the leaders of the movement guerilla warfare still would have been the habit of the day as it has been of other days. To those who have believed in the mission of the association, the latest convention has been a vindication and to others who still may have been sitting in the seats of the doubters it was a revelation.

Twenty-one Branches, Six Hundred Members

An association with twenty-one branches and more than six hundred members needs no apologists in a province the size of New Brunswick.

One of the most gratifying features of the convention was the increased interest displayed by the wholesalers, their recognition of the retail association as a powerful factor and their evident desire to seek the co-operation of the organization for the mutual welfare of those engaged in the wholesale and retail branches of merchandising.

The convention came to order at 2.30 o'clock in the large auditorium of the Great War Veterans' Association club house, with A. O. Skinner, retiring president, in the chair. In welcoming the delegates, Mr. Skinner welcomed the visitors from other parts of the province and assured them that the business community of St. John was ready to show its welcome in any way possible. He asked for practical suggestions from those present during the meetings and

OFFICERS OF THE NEW BRUNSWICK R.M.A.

At the Convention of the Retail Merchants' Association of New Brunswick, held in St. John, N.B., on September 4th and 5th, the following officers for the year were elected:

President, A. O. Skinner, St. John.
1st Vice-president, F. W. Daniels, St. John.
2nd Vice-president, W. G. De-Wolfe, St. Stephen.
Auditor, H. W. Rising, St. John.
Provincial Secretary, Miss F. P. Alward.

full discussion of the matters to be considered and urged the desirability of increasing the attendance at the meetings of the provincial organization.

Addresses of welcome were given by R. T. Hayes, mayor of St. John; A. H. Wetmore, president of the Board of Trade, and F. W. Daniel, president of the St. John branch of the association.

Henry Watters of Ottawa, treasurer of the Dominion executive, was heard in an inspiring address on "Why Retail Merchants Require an Organization." He pointed to the success achieved as the result of organization in other lines of activities and referred to some of the problems of the retailers which might be solved as the result of co-operated action.

A hearty vote of thanks was tendered Mr. Watters, on motion of William Hawker.

Allan A. McIntyre, provincial treasurer, tendered his annual report and was complimented on the improvement in the financial standing of the organization since the last convention.

The acting provincial secretary, Miss F. P. Alward, presented her annual report, showing a steady growth in the association and touching on the activities of the executive. The provincial association now has twenty-one branches with more than 600 members, the Moncton branch with more than one hundred members being regarded as the banner unit.

The Trouble of the Merchant

At the evening session F. W. Daniel presided and introduced the chief speaker, W. H. Farley, of Dayton, Ohio. Mr. Farley approached his subject, "The Troubles of a Merchant," by first giving figures on the number of failures which occur in retail business in Canada. He showed how many failures could be avoided by dividing responsibility more evenly between employer and employee

and gave some excellent advice on the best methods of running a business smoothly from the standpoint both of the owner and the clerk. This portion of his address was illustrated with stereopticon slides.

The second half of Mr. Farley's address was illustrated by motion pictures which portrayed in graphic form the many troubles of the merchant who did not use modern methods and then illustrated the ease with which many of these difficulties could be avoided by the adoption of the methods which have been proven of value.

When the convention resumed on Thursday morning a resolution committee was appointed by the president as follows: E. M. Trowern, Robert Strain, D. V. Storm, A. H. Mitten, F. W. Daniel and E. N. McLean.

Reports of the various branches were then presented and their general tenor was much the same, a story of steady progress and increased activity, with results in proportion to the activity.

A telegram of greetings from the Dominion president, J. A. Banfield of Winnipeg, was read at this point.

The Practical Working of the Credit System

E. N. McLean of Scovil Brothers Ltd., St. John, gave an address on the practical workings of a credit system and presented a resolution calling upon the incoming executive to appoint a committee to report on the establishment of a card-index system to keep track of delinquent debtors. The resolution was adopted.

A. O. Skinner gave a short address on the value of regular monthly meetings of the branches.

At the close of the morning session, different trade societies met for a heart-to-heart talk on their particular problems, led by Dominion officials and others.

The first address of the afternoon session was given by W. H. Farley, who dealt further with the value of organization on a Dominion-wide basis. He touched on the vexed question of mail-order competition and advocated the adoption of modern methods to offset this competition.

The Retailer and the Community

E. M. Trowern, Dominion secretary, spoke on "The Importance of the Retail Merchant in the Community." Mr. Trowern dealt fully with the place occupied by the retail interests in each community and spoke also of some of their problems. He showed how the retailer justified his existence in the commercial scheme of affairs and also of the need of organization in order that the retailer should reap the full benefits of

(Continued on page 67)

Current Events in Photograph

THE END OF A RAIDER

The popularity of the air raid on England has been rapidly waning among the German raiders. There is always the possibility, that is becoming more and more a probability, that the raid will end in England. Note the illustration of all that remains of a German dirigible. Small wonder that the raiding sport is now at a discount.



Buying White Lead Supplies Early May Save Disappointment

There is Danger of Real Shortage For Regular Needs of Trade
—Not Enough Canadian Lead Produced to Meet
Even Government Requirements

IN the opinion of the general manager of one of Canada's largest white lead works there will be a real shortage of supplies of white lead unless the present tendencies change for the better. Of the latter improvement there is little encouragement in sight, and in an interview with F. A. Scott, general manager of the Carter White Lead Co. of Canada, Limited, **HARDWARE AND METAL** was informed of the reasons for the present high price of lead and the scarcity of the pig product here and also in the United States.

Canadian Production Less

"Canadian production has been cut down considerably owing to labor difficulties and the shortage of this class of help," said Mr. Scott. "There is not even sufficient production in Canada to meet the heavy requirements of the government and they have to go into the United States market for the balance of their needs for war purposes. The supply of Trail lead is sufficient and, of course, we have to go into the market across the line for what we need.

The Outlook Serious

"The whole situation looks serious. We have been feeling around for pig lead, and just to-day I received a telegram from one of our men in the States

telling us that no lead was obtainable. The situation is really serious and if any of my friends asked my advice I would tell them to buy the lead they require well in advance. It will not be a question of price as much as of getting what one needs and to get requirements early will prevent disappointment later.

"In the United States the question of labor is a serious one, too, and this is a big factor in the situation there. Labor in the States is very probably scarcer than it is here, relatively speaking.

Price Tendencies Firm

"When prices are considered I would not say that these are bound to advance, but they will not decline. The action of the War Trade Board of the United States in controlling prices on pig lead will have the effect of steadying the market to a great extent. But if the supplies are so short as they promise to be in the near future there is nothing to prevent advances for lead, for there will not be enough to go around. Buying lead now for the needs of the coming months, even five or six months hence, will not be amiss. There is absolutely no chance of price reduction within the next four or five months in any case."

Containers To Be Scarce

One of the real difficulties confronting the white lead corrodors is that of packages for their product. "We cannot very well use anything but the metal packages for this line of goods," said Mr. Scott. "We could use wood kegs, especially for the smaller quantities, such as 25-pound sizes, but there is no one who will want to make these kegs. The demand would be temporary and the making of these would require certain readjustment that no one would be interested in making.

"In addition to this there is not very much suitable wood of which to make these kegs. Material is scarce and when the labor question is added to this, with its serious sides, there is not a great deal of relief in sight. The question of containers is one of the most serious that we have to face to-day.

"We are planning well ahead to take care of our trade but the difficulties we are faced with are many and serious ones."

WILL BUILD RAILWAY

That the Canadian government will build a railway north from The Pas, Manitoba, to strike the copper district in the northern part of the province, was the announcement of Hon. Edward Brown, provincial treasurer of Manitoba, this week. North of The Pas there is understood to be one of the richest copper countries in the world. The proposed railway, which will be 70 miles long and will cost about two millions, will connect with the new Hudson's Bay Railway, now nearly completed.

Will 1919 Paint Prices Be Higher?

Every Indication That New Schedule Will be Adopted by Manufacturers, Especially on Special Lines—Revision May be Only Temporary, However, as Whole Situation is Dependent on Conditions

IN view of the early buying on the part of some merchants of their paint requirements, interest centres around the forthcoming consideration by the paint and varnish makers of the 1919 price schedules. While **HARDWARE AND METAL** is unable to make a definite forecast of the probable course that these considerations will take, the views of some paint and varnish makers will be welcome reading, and a short survey of the outlook is given.

Prices High Enough?

In discussing this matter of price with one large paint manufacturer he was rather non-committal, but intimated that prices were already high and that the intention of the manufacturer would be that of holding as closely as possible to the schedules at present in effect.

The uncertainties of the present and immediate future markets, in the opinion of this firm, make it impossible to give out a definite statement. It is expected that revisions may have to come on paints after a time, this to be decided by the conditions ahead and of which it is impossible more than ever to make a prediction at this writing.

May Be Temporary

An interesting possibility expressed is that of any revisions that may be made to apply for a limited period only. This is probable from the nature of the present outlook for raw materials, which is such as to require plans being laid for shorter periods than formerly. Of course some basis will have to be decided for fall and early winter placing business, and it will depend upon the extent to which manufacturers have been able to protect themselves on the coming season's supplies just how far they will be able to go in offering the trade all the goods they want.

Specialties Will Advance

"There is every likelihood that prices on special lines will be revised and that higher prices will prevail. This is something of which the manufacturer can speak more definitely. What advances will be it is not possible to say but the increases will be of varying nature. These may run anywhere from 10 to 25 per cent."

Another General View

Another large manufacturer in Montreal expressed his belief that prices on all lines would have to advance. This would be necessary owing to the extra cost of labor and the high price and scarcity of both labor and raw materials. Said he: "There will be room for advances of from 10 to 15 per cent, in a general way all around. The increased of idle furnaces, etc.

factor and increases in the cost of all materials will make an advance in various lines justifiable."

Position of Lead and Oil

The present and immediate future weeks will reveal more clearly the situation to prevail on linseed oil for the coming season. "It is an anxious time for a few weeks now," said a prominent oil crusher to **HARDWARE AND METAL** this week. "The latest reports from the west are favorable but these might change at any time, and while the future markets on seed are easier a little bad weather would change this immediately."

Elsewhere in this issue reference is made to the strained position of the lead market which indicates clearly the trend of the difficulties with which grinders are confronted. It is apparent that no relief from the present shortage of lead can be looked for within a comparatively short period. In a broad way, unless difficulties increase there is reason to view the mixed paint situation with more hopefulness as to price interference than when viewing the specialty situation. At the same time no definite predictions, which is expected to result in

predictions will be made by those who usually have the situation well in hand.

What of Varnishes?

The position confronting varnish makers is somewhat different. They freely have stated that there will be an advancing market for their lines and this is likely to be effected in the near future. Their basic material costs have advanced to the point where present schedules are not adequate to cover their new costs in present markets and increases are the only recourse if they are to operate on a paying basis.

The item of dry colors has been one of much concern. Prices on these have advanced materially in recent months and wage increases to the labor employed in making these have totaled a good deal. In addition to this the outlay for the basic product has largely advanced and transportation has been a big factor as well.

Summing the matter up it is to be assumed that the paint makers, realizing the already high markets, will give the matters of changing prices even greater consideration than ever before. This is the attitude that many of them have expressed.

Redoubling Efforts to Speed Up the Production of Steel

DISCUSSING the iron and steel situation the *Iron Trade Review* says:

As the allied line moves forward in France, redoubled efforts are being made to speed up the production of war steel. Continued shifting of finishing mill operations is providing more raw steel for shell forms, ship plates and other primary needs. Wire mills, already sharply restricted, may be forced down to 25 per cent. operations; pipe and merchant bar output is being severely cut. With a free flow of liberal ingot supplies, some plate mills now are producing beyond their rated capacity. Big problems of production and operation however, remain on the horizon.

Labor Big Factor

The labor factor has become peculiarly important. Any limitation of the work day it is declared would be disastrous to maximum production and to the vigorous conduct of war. Husbanding of essential supplies is being brought about by conservation measures and by a stricter curtailment of general consumption. A movement launched by the Fleet corporation to standardize vessel types, carried with it a reduction in the sizes and forms of ship steel sec greater concentration of mill production

and an increased output of about 20 per cent.

Gigantic Plans

Plans continue to be developed to press the foundries of the country into making cast shells on a gigantic scale. For the Government 12,000,000 three-inch and 5,000,000 six-inch cast shells are wanted as quickly as possible, and an equal number of similar sizes for more extended delivery for the Allies. It is estimated the semi-steel shell orders now in sight will call for approximately 1,000,000 tons of pig iron and scrap. The humid weather in August was reflected in the figures of pig iron production. The output last month was 3,392,576 tons against 3,408,584 tons in July. The record-breaking number of furnaces in blast continues to be increased. The total at the end of August was 370 compared with 364 at the close of July.

The problem of pig iron supply constantly is becoming more pressing. The committee on pig iron, iron ore and lake transportation accordingly is making a complete study of the possibilities of additional production. Makers are being canvassed as to any plans now being carried out or in view for new construction, enlargements, blowing in wages of even ordinary help is a big

Conservation in Manufacturing of Drop-Forged Wrenches

AT a meeting of most of the drop-forged wrench manufacturers of the U. S. A. held at Buffalo, very material reductions of sizes, styles and finishes of drop-forged wrenches were agreed upon for the purpose of furthering the Government's conservation policy during the period of the war.

The drop-forged wrench makers have arranged to discontinue immediately the manufacture of regular finished wrenches, which will release a great deal of polishing and lacquering labor, reduce the necessary bins by one-third and effect a very great conservation. Possibly the manufacture of the "Semi-finished" wrench, as such, may later be eliminated also; if so, there would be furnished in its stead a "war-finished" condition which would be its equal in efficiency, but slightly different in appearance. It was further decided to purchase no more envelopes and no more boxes for packing except the few paper boxes necessary when furnishing wrenches in sets. All wooden boxes and all sample and display boards for advertising and sales purposes were eliminated.

The list of wrenches discontinued is as follows:

All so-called heavy cap screw wrenches, including all millings from those blanks.

All 22½° angle or textile wrenches including all millings from that line of blanks.

All concave "S" wrenches.
All machine wrenches.
All long, flat-handle wrenches.
All double head socket wrenches.
All miscellaneous wrenches not mentioned in the next paragraph.

The lines retained as necessary are engineers' wrenches, check nut wrenches, light cap screw wrenches, hexagon box wrenches, square box wrenches, flat handle "S" wrenches, set screw wrenches, tool post wrenches, single head socket wrenches, spanner wrenches, construction wrenches, structural wrenches, round handle track wrenches, car wrenches and light service wrenches, all of which have useful functions to such an extent as to make their elimination doubtful from the viewpoint of conservation.

Until the exhaustion of the present stock, all orders received for regular "finished" wrenches or for any of the above lines will be filled as specified. Thereafter for discontinued lines there will be supplied wrenches of the nearest designs having the same openings and the "semi-finished" condition will be supplied where regular "finished" has been ordered.

No action was taken on wrench sets as such, except, of course, those sets containing "discontinued" wrenches. "Discontinued" wrenches will not be furnished in sets or otherwise after the present stock is exhausted.

value at 98 cents, which was below cost, apparently. However, the committee had in mind a Federal court ruling that an untruthful statement constituted a law violation even though the purchaser did get good value for his money, and the advertiser was warned against a repetition of the error.

Carrying the investigation further, the National Vigilance Committee learned that the sweeper advertised is made for use of stores, and especially department stores, for "special sale" purposes, and the matter has been called to the attention of local advertising club committees in other communities, who are also on the lookout for law violations in connection with it.

Paper Binder Twine Being Made in Denmark

"The making of paper binder twine has been undertaken in Denmark. Four factories are now engaged in its manufacture. Their output will not be sufficient to take care of the harvest which is now just beginning, due in part to the limited capacity of the factories and to the fact that production was begun too late. The estimated minimum amount of binder twine for an average harvest is 2,800 metric tons. No manila or sisal binder twine has been imported this sea-

son, and only a small quantity has been kept in stock from last year. The paper binder twine is wound in balls exactly as is the sisal twine. It can be used in most but not all of the harvesting machines now in general use. The 'knotter' or knotting device, on some of the harvesting machines does not take this twine, either breaking the twine in the process of tying or else not making a knot at all. This paper twine is selling at 4.50 crowns per kilo, which is about 55 cents per pound. The retail price of sisal twine before the war was 0.85 crown per kilo, or about 10 cents per pound."

Auto League Ended by Federal Authorities

The "National Hardware Bulletin" says: "In the last five years or so dealers in auto accessories have heard a lot about the International Automobile League. Members of this organization when inquiring for supplies would quote prices that would cause the dealer to inwardly use language unseemly to a pillar of the church, while the inquirers would proceed to mail their cheques and order to 'the League,' exulting in the thought that they had saved more than the price of their dues in the purchase of a single tire.

But what few dealers ever did hear was the language the members of the League indulged in when their purchases arrived. It is a wonder that the League managed to survive as long or prosper in the way it did, but its traveling representatives were steadily on the move seeking new fields and pastures green, and this country is large and suckers are said to be born every minute. It promised to furnish its members all kinds of standard accessories at prices considerably below those dealers were asking. A ten dollar initiation fee admitted the auto owner to the charmed circle of money savers for a period of one year. It did not take a member long to find that he was stung, for the goods were never as represented. Such substitution being thoughtfully provided for in a certain provision of the membership contract.

Three or four years after quitting the League in disgust the member would receive a bill of \$30 to \$40 of back dues which he was obliged to pay, as, according to the terms of the contract which he signed his membership automatically renewed itself each year.

This is a brief outline of a scheme that brought its promoters a huge sum before they were finally put out of business by the Federal authorities on complaint entered against them by the Associated Advertising Clubs.

The assets of the Ontario Portland Cement Co. of Brantford are advertised for sale by tender.

Truthful Advertising is Most Effective

In retail advertising, declares a bulletin issued by the National Vigilance Committee of the Associated Advertising Clubs of the World, more harm has been done by the loose use of the word "value" than has enshrouded nearly any other one word.

Inasmuch as nearly all of the States now have truth-in-advertising laws and in further consideration of the fact courts have held that value is not a mere matter of opinion, but is a statement of fact, a Pacific Coast carpet sweeper case which the vigilance committee recently investigated will be of especial interest.

The advertiser, a department store, announced that the sweeper which it declared was of "\$3.50 value," was on special sale at 98 cents. It did not profess that it was discontinuing the line, or that the goods were damaged. In the absence of any stated reason for such a cut in price, the local vigilance committee concluded that most people would not believe such a statement and that, therefore, the advertisement would be hurtful, even if true, and the committee doubted very much that it was true.

Investigation showed that it was not a \$3.50 value, although an excellent

EDITORIAL COMMENT

THE GASOLINE SHORTAGE

AS usual the authorities at Ottawa are not on the job when there is work to be done or prompt action to be taken. There is at the present time a real scarcity of gasoline owing to the immense demands for war purposes. Canada is entirely dependent upon the United States for her gasoline supplies and when the American authorities took action which resulted in cutting out Sunday joy-riding and the saving of millions of gallons of gasoline for real war needs the only decent thing for Canada to do was to fall in line and say "Here, we will do our share, too, in this good work." Did the authorities at Ottawa take any action? They did not. If the truth were known they probably have used up no small amount of perfectly good gasoline in more or less useless riding around themselves. However, when Ottawa did not move or show any inclination to do anything, the big oil companies got busy and as a result have closed their service stations on Sunday. This is having its effect but there are still selfish people who will lay in stocks on Saturday and then go riding all over the place on Sunday. Unless a really serious shortage is to be averted it is necessary to prevent the waste of gasoline and Ottawa could help by issuing an order that would compel those who do not wish to conserve to fall in line with the policy adopted across the line. If something is not done it may become necessary for the United States to limit gasoline supplies for Canada and then all will have to go without.

THE THRIFT CAMPAIGN

THE Canadian thrift campaign is now inaugurated and will continue for several weeks under the direction of the Minister of Finance. This campaign is a natural preparation for the Victory Loan canvass which will follow. We are living in a period of war prosperity, when much "easy money" is in circulation, and when too little thought is given to the days of depression almost sure to follow. It is true that in many households the injunction to save seems like an impertinence, but taking the country as a whole there is justification for an appeal to save for a rainy day as well as prepare for the financial demands of our own nation.

NEAR-SIGHTED MANUFACTURERS

ON this side of the Atlantic we are prone to regard the British business concerns as very much behind the times in their methods; to believe that they lack in initiative and aggressiveness. Whatever foundation there may have been for this conviction in the past the indications are that we will have to adjust our opinions in the future—and if we do not adjust them with greater facility than we have been showing we will one of these days be shocked into the realization that the war has brought its commercial as well as its political upheavals.

In Canada practically nothing of a constructive character has been done in a national way towards the period of foreign trade readjustment to follow the war. The same criticism is being offered in the United States of the complacency of the Department of Commerce. This apparent lethargy is all the more striking in view of the announced determination of the Allies to thwart Germany's hopes and plans of economic trade penetrations after the war—one of the proposals is to divide up the world business of the Hun.

Nor does the inactivity of the Government reflect anything but a similar attitude on the part of the average manufacturer. Loaded with orders, he follows the near-sighted policy of living in the present and ignoring the future. He is not concerned with an export market because for the time being he can find buyers for his products at home—likewise he neglects to develop his domestic market for the reason that for the time being old customers are sufficient to take his output.

How British firms have come to life regarding a situation being neglected in Canada and the United States is indicated by the results of a drive for advertising by the *Far Eastern Review* of Shanghai conducted through offices at London and Chicago. Within a month one American concern took up the proposition while 25 London firms responded during the same period. The contrast in policies is interesting. The American firms said that they were filled with orders for home consumption and had no interest in the Far East for the time being. The English concerns in most cases explained in the advertisements that for the time being they were

unable to make deliveries owing to war conditions but that after the war they would be able to supply, etc.

No business concern can afford to live in the present alone if it would have a future. War prosperity will pass with the war for those firms which have not prepared for the inevitable readjustment.

GERMANY'S ALLY IN CANADA

GERMANY has a powerful ally working within the boundaries of Canada. Its operations are very effective. It enters munition plants and causes explosions. It cripples hundreds of factories which are laboring to produce war-time necessities. It waits until the grain in the fields is ripe for harvest, and then destroys it over thousands of acres, or else it bides its time until the harvested crops have been stored in elevators and obliterates them by the hundreds of thousands of bushels. It operates in every city and town and in the country districts. It is unceasing in its activities, working by night as well as by day, and for every hour of the twenty-four. It enters countless homes, bringing devastation and sorrow; and last, but not least, it causes heavy loss of life.

This foe is not an "alien enemy," but comes of good Canadian stock. It is encouraged by millions of people who believe themselves to be patriotic. Without their help, it would soon be overcome. The name of this great enemy is Preventable Fire, and its principal cause is Canadian carelessness.

HOMES—NOT MONUMENTS

THE erection of community houses as fitting memorials to the brave men, living and dead, who are saving the world for democracy, is suggested editorially in *The American City*. "Liberty Buildings" is the name proposed for those structures, which, erected immediately after the war, would perpetuate the democracy of the camp and would serve as neighborhood gathering places for civic activities and fellowship for all the people.

It is pointed out that there are some fifteen hundred thousand men now in training for military and naval service in the United States, and approximately as many more in the American forces overseas. Most of these three million men will return unscathed and will not need the homes but there are thousands who will have to be and should be cared for. The United States is simply following out what England has been planning for some time in the shape of "Hero Villages" where men who have been permanently disabled in the great war need never want for anything. Canada when considering her housing problems might do well also to make provision for her returned men in this way. It is all very well to erect handsome and costly monuments for those who have fallen. They have

no need of them now. But there are going to be hundred, perhaps thousands, of men who have given their best and as a result of wounds sustained will never be able to take their former places in life. Canada and the Empire owe it to these men to see that they are adequately provided for and never want for anything. A comfortable home would be something of real value to them and their families.

CANADA'S PROUD PLACE

ONCE more the Canadian National Exhibition has closed and in spite of extremely adverse weather conditions there was the second largest attendance in the history of the fair. Of the exhibits themselves it is safe to say that there never was a larger number and what is really more important such a large number that were of real interest and value to the public at large. Every one of the hundreds of thousands of visitors to the Exhibition found much to study with profit to himself or herself. That people are taking a keener interest in fairs every year is the opinion of more than one well-satisfied manufacturer who went home with a quantity of orders and a long list of prospects from which he will get many more. To do the manufacturers and exhibitors in general full justice they made displays which fully maintained the high standards set by the Canadian National Exhibition. This was no small task especially in view of war conditions. But the exhibitors made the effort and were amply rewarded. So great was the demand for space this year that the directors may have to add additional buildings before another season to accommodate those who wish to show. There was another most gratifying side to the Exhibition. It showed that Canadian manufacturers are right up on the bit. Scores of new lines were shown at the fair and the excellence of the workmanship and the high quality of the goods spells volumes for the success which Canada may expect as a competitor in the markets of the world. The Dominion has now reached this status and the eyes of the whole world have been watching with admiration not only the work of the Canadian boys on the firing line but of the people at home. Canadian manufacturers have demonstrated their ability to produce and that they will maintain production and take their place among the leading exporters of the Empire there is little question.

"CHARACTER is destiny," says an old Greek proverb. Germany's moral deficiencies will prove her final undoing. There is nothing she can say, no pledge to which she can put her signature, that will satisfy the honorable nations of the earth. They are compelled to fight against her until she is no longer capable through other broken promises of menacing the peace and freedom of the world.

EVENTS IN THE TRADE

Business Changes

Strome, Alberta.—W. J. Brown, hardware, has sold out.

Palmer, Sask.—A. D. Eadgley & Son, hardware, sold out.

Hamilton, Ont.—The Baby Hardware Co., Ltd., has sold out.

Toronto.—E. W. Watson, formerly of Toronto, but recently of Cainsville, Ont., has purchased the East Toronto Hardware Company from J. W. Snell.

Personals

A. L. Connor, formerly a partner in the East Toronto Hardware Co., has sold out his interests in this concern and joined the travelling sales staff of Rice Lewis & Sons, Toronto.

Among Exhibition visitors to Toronto were: E. A. Britton, Stouffville; Ed. Morton, Morton & Owen, Campbellford; J. W. Richardson, North Bay; W. B. Brandon, Fenelon Falls; C. M. Hall, Belleville; W. J. Sarvis, Campbellford; R. J. McNally, Blackstock.

Obituary

Edward W. Miller of Toronto, for many years Dominion Customs hardware appraiser, died at his home on Monday, Sept. 10. He was prominent in Masonic circles.

The death occurred at Halifax recently of A. M. Bell, founder of the firm of A. M. Bell & Co. Ltd., wholesale and retail hardware. For half a century he was one of the leading merchants of the province of Nova Scotia. He started his business career as a clerk with the hardware firm of Black Bros. & Co., and after being with them for ten years started in business for himself in 1875. In 1896 Mr. Wiswell, now the head of the firm, became a partner. Aside from his business life Mr. Bell was continuously identified with work for the public good. He was a very active church and Sunday school worker and took a keen interest in Y. M. C. A. and temperance work.

Trade Notes

Walter Harbicht has purchased the business of the Central Garage at Rose-town, Sask., and will handle a general auto and auto accessory trade.

The Imperial Oil Co. has erected two large steel tanks at Markdale for the distribution of gasoline and coal oil for the district.

Tinsmiths at Kingston, Ont., are demanding that their wages be raised from \$4 to \$4.80 per day. If their request is granted they will have had their wages raised 92 per cent. since 1914.

Scotia Steel workers, Sydney Mines, Nova Scotia, are asking a general wage increase of 10 per cent. for all workers now receiving more than \$3.50 per day, and of 20 per cent. for men getting \$3.50 or less. No trouble is anticipated.

The Thomas Davidson Manufacturing Company of Montreal was awarded the gold medal at the Quebec Exhibition for its exhibit of stoves and radiators and a silver medal for its display of toys.

The Beach Foundry Co. of Ottawa contemplates the erection of a large addition to its stove foundry and a large new foundry. The proposed factory is to be four storeys in height and 80x250 while the foundry will be 85 x 150.

The Collins Mfg. Co., 411-415 Symington Ave., Toronto, have added a thousand feet of floor space to their plant. They are manufacturers of sheet metal specialties, sprayers, poultry yard appliances, incubators, hovers, patent stove pipe, etc. They are now manufacturing the Radio Sanitary Hover.

Fires

A part of the plant of the Consolidated Mining and Smelting Company at Trail, B.C., was destroyed by fire on Saturday, when damage estimated at between \$40,000 and \$50,000 was caused.

Montreal Notes

Raymond Reister, of the Beaver Board Company, was in Montreal this week.

H. Stewart, of the Hamilton Cotton Co., was a Montreal visitor this week.

James A. Hossack, Canadian manager of the Lufkin Rule Co., was in Montreal this week.

Mr. Saunders, of the Belleville Hardware Co., Ltd., called on the Montreal trade this week.

T. H. Houghton, sales promotion department of the Martin-Senour Co., Ltd., is in Toronto this week.

Mr. Steven, general manager of O. B. North and Company, New Haven, Conn., was in Montreal this week.

O. B. North and Co., of New Haven, Conn., were represented this week in Montreal by Oliver B. North.

Geo. St. James, manager of the hardware department of R. H. Williams and Co., Regina, was in Montreal this week.

F. Hadley, of the motor accessory de-

partment of the James Walker Hardware Co., Ltd., is away this week on holidays.

F. J. Penberthy, manager of Lowe Bros. Paint Co., Ltd., of Toronto, was a visitor to Montreal during the present week.

A. T. Black, general manager, and R. F. Daly, general superintendent of the Martin-Senour Co., are visitors this week to Toronto.

George Henderson, president of Brandram-Henderson, Ltd., returned this week from an extended trip through the Maritime Provinces.

W. S. McLennan, sales manager for Brandram-Henderson, Ltd., Montreal, leaves for a trip of several days in Eastern territory, including Quebec, on Monday.

James G. Lewis, vice president of Lewis Bros., Ltd., wholesale hardware merchants, is away this week on holidays and will do some shooting before he returns.

Excitement, and some injuries to attending workmen were caused by a fire and explosion of storage tanks in the east end yards of the Imperial Oil Co. at Montreal on Tuesday morning last. Some oil had leaked out and become ignited by a fire nearby.

Express transportation has been thrown into disorder this week through the strike of the Dominion Express Co.'s employees. The heavy business thrown on the Canadian Express Company from the west in particular has been of such volume that they report it greatly in excess of any Christmas business they ever experienced.

At the Provincial Exposition held at Quebec, August 27 to September 7, the display of stoves and ranges was large, there being seven or eight distinct exhibits. The Thos. Davidson Mfg. Co., Ltd., secured the gold medal for a general stove exhibit, and in addition was awarded the silver medal for their exhibit of toys.

McArthur Irwin, Limited, Montreal, were winners of several awards at the Quebec Provincial Exposition, which closed on September 7. They received the gold medal for paints and varnishes of the highest standard, awarded by the Builders' Exchange of Quebec, and also gold medal certificates for Crown Diamond paint, Munn's wall size, Glidden's varnishes, Church's alabastine, Moody's Royal chloride of lime, Miller's hemlock extract, Sandos aniline dyes, and silver medal for their "laundry supplies department."



The Government Building and Western Entrance to the Exhibition.

CANADIAN NATIONAL EXHIBITION AN INDICATION OF PROSPERITY



LOOKED at from every standpoint the Canadian National Exhibition this year was one of the very finest of the long line of successful fairs held in Toronto. In spite of four wet days, three of them most unpleasant and disagreeable, the attendance climbed up to 946,400, the second largest turnout in the history of the fair. Had the weather man been kind there is no question that this year's crowds would have smashed all past records. As far as the Exhibition itself was concerned it was a record-

breaker. There never were more numerous exhibits. They were truly national in that they represented the best products of the best firms from coast to coast. Thousands of Canada's best manufacturers this year surpassed all their previous efforts and made exhibits at the big exhibition that were studied with the keenest interest and real profit by the visitors. One feature of the huge fair that was particularly gratifying to the management was the very large number of new exhibitors. While some of the older firms which have been showing for years felt that owing to war conditions they were not justified in making their usual displays, there was no vacant space. On the contrary, every inch of available

exhibiting space was taken and so great was the demand in some lines that the directors may have to provide additional accommodation.

Splendid Results

The results of the Exhibition were most gratifying not only to the exhibitors but also to the thousands of visitors. There is no place where the manufacturers can come into such close personal touch with the masses of the people as at a fair. There is no place where the public can see all that is latest and best, improvements that have been made, new lines that are being manufactured and new ways of doing things as at a fair. This is of mutual advantage and profit to both the manufacturers and the public and at Canada's greatest fair this highly desirable condition reaches its maximum. Visitors to the fair saw demonstrations of new equipment, investigated all kinds of new goods and got into personal touch with the firms making them and will undoubtedly buy millions of dollars' worth of goods as a result. They will tell their friends and they will want them, too, and this means further opportunities for business. The manufacturers who spent no little time and money this year in presenting attractive displays of their products were amply repaid by the splendid results they obtained and freely admitted it. They found a full measure of encouragement for the efforts they had put forth and one of the most important results is the foundation laid for future business. The effects to be gained by showing at an exhibition like the Canadian National are far-



The Spirit of Canada

The Plaza with the Horticultural and Transportation Buildings in the background and in the middle distance the beautiful electric fountain.



reaching, and those who had exhibits at the fair this year never had that fact more strikingly impressed upon them. They came in contact with thousands of the best and most progressive merchants of the Dominion and with hundreds of thousands of the best people who compose the vast buying public. To many, especially the newcomers among the exhibitors, the results were a revelation of the potentialities for the stimulation of trade and they reaped a rich reward. They learned, also, the supreme importance of keeping closely in touch with the buying public and many of them plan to revise their activities, especially along advertising lines, with a view of strengthening and broadening the contact they have established with the buyers at large.

Women Big Buyers Now

Many firms are realizing that with nearly half a million of Canada's best men either overseas or in training for war service that there is a big new factor in merchandizing to-day and that is that the women of the country are now to be reckoned among the big buying powers. That the women are alive and anxious to learn about all that is new and best was shown not only by

the hundreds of thousands of those who attended the Canadian National Exhibition but by the keen interest they took in the displays and the many questions with which they plied the exhibitors. Most of these questions were of an eminently practical nature, the kind that the manufacturer likes to be asked because they give him an opportunity of showing just what his goods will do. It is unnecessary to state that the manufacturers or their demonstrators took full advantage of every opportunity of this kind and as a result not only obtained a great many good orders but entered in their books long lists of prospects which will be followed up and from which further business will result.

There were, of course, many merchants and thousands of people who for one reason or another were unable to come to the fair. These people will find much to interest them in the following pages and a close study of them is not only worth while but profitable. Merchants will find many invaluable suggestions for displays and for advertising and publicity campaigns. Buyers will find not only information but illustrations of all that is latest and best among the products of Canada's leading firms. Every page that follows is worthy of the closest perusal.



“WENTWORTH WELLWORTH” HIGH-GRADE BRASS GOODS

THE “Wentworth Wellworth” display at the Canadian National Exhibition was awarded one hundred per cent. by the judges in every line, and throughout the Fair was the center of a delighted group of visitors. The Wentworth Mfg. Co., of Hamilton, manufactures only brass and copper goods of the highest quality. It features such lines as hot water bottles, tea and toddy kettles, casseroles, trays, coffee pots, brass fenders, brass candlesticks and nozzles. All these are of the very highest grade, handsomely finished and fully guaranteed. They are goods which by reason of their manifest utility, high quality and handsome finish attract instant attention and prove

big sellers. The Wentworth all-metal combination hot water bottle will not corrode, will not break, and can be used as an ordinary hot water bottle or as a fountain syringe. The inside is tinned to prevent corrosion when chemicals are used. The bottle is made of strong sheet brass, and is heavily nicked. It is a handsome article and will last a lifetime. The women visitors at the exhibition were particularly delighted with the “Wentworth” kettles, casseroles, coffee pots and similar goods, and their remarks showed how keenly they were interested in the handsome designs and finish of the goods. All these lines are proving big sellers, and

are a most attractive proposition for any dealer to stock.

The “Wentworth Wellworth” trade-mark, reproductions of which are shown in the illustration of the exhibit above, is stamped into every genuine Wentworth product. Behind it is a policy which guards the interests of the firm’s customers, “A square deal to everyone.”

The Wentworth Mfg. Co. is making a specialty of castings for the trade, especially of brass, bronze, gunmetal and aluminum work. The firm are specialists in heavy duty bronze bearings. “Wentworth” products are thoroughly dependable and of the highest quality.



“Premier” Exhibit

DAVIDSON'S Famous “Premier” Quintette

Premier Marathon

constructed of the heaviest polished steel used in any range. The body is hand riveted with cone-headed rivets, ensuring tight joints. The Duplex Grates and Drafts give an evenly burning fire at all times and can be supplied in different sizes, with Persian or high closets.

Premier Leader

A moderately-priced steel range with attractiveness backed up by service qualities that demand the attention and final consideration of every purchaser. Equipped with deep, wide fire box, heavy linings and Duplex Grates. Attractive Persian or steel high closets.

Premier Royal

A cast range to last a lifetime. Made of highest grade materials with specially ventilated oven.

Premier Chieftain

A reliable cast range very desirable for limited kitchen space. Fire box has large Duplex Grates and two-piece fire back.

Premier Argus

A neat steel range without nickel work. Body extra lined with sheet asbestos. Made in two sizes.

Our Improved Beaver Heaters are fitted with Roller Grates and Ash Pan, as well as all the well-known heating qualities of this style heater.

Our Marathon Oak Combination burns either Coal, Wood or Natural Gas.

The Thos. Davidson Mfg. Co., Limited

TORONTO

MONTREAL

WINNIPEG



A feature of the Toy Exhibit at the Toronto Exhibition.

DAVIDSON TOYS

62 lines of Decorated Tin and Enamelled Ware Toys, each a profit sharer.

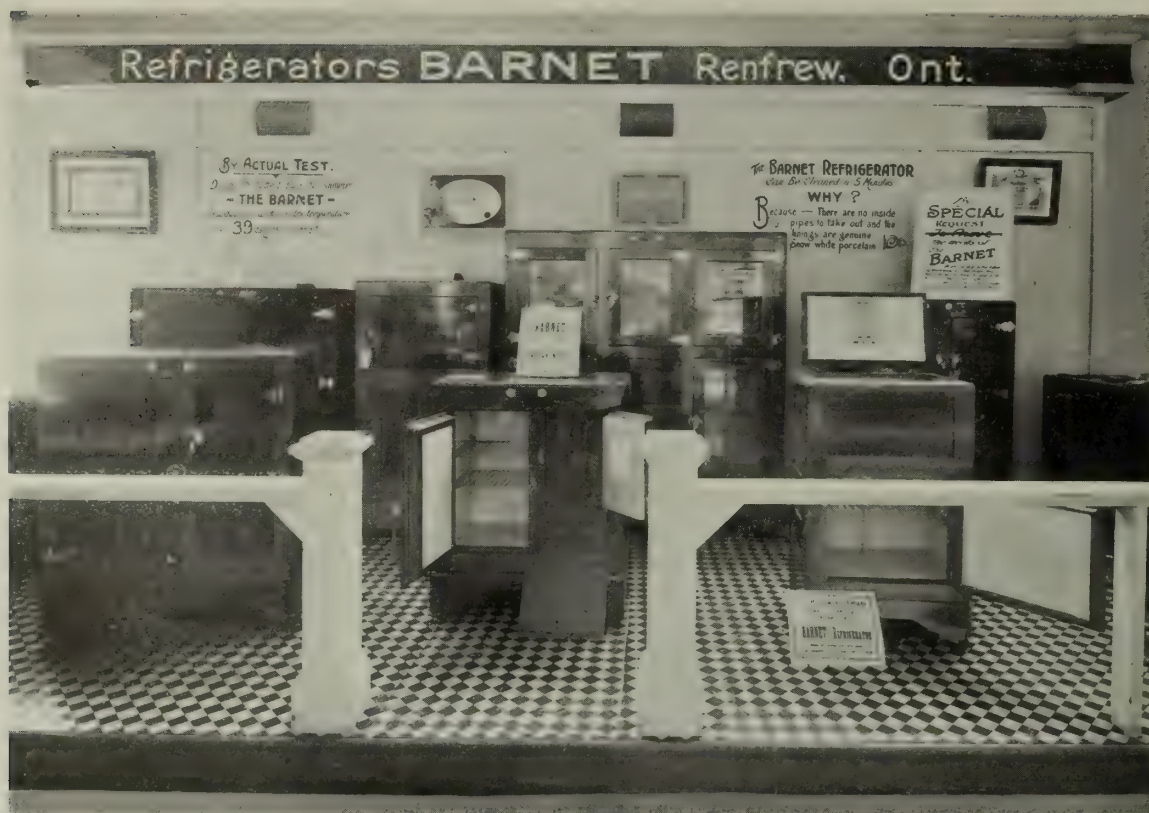
Clockwork Tin Toy Tanks, Lithographed Tin Humming Tops, Banks, Horns, Tambourines, Sand Pails, Trunks, Plates of all descriptions; Fifteen-Piece Tin Tea Sets, and Seven-Piece Tin Tea Sets.

Enamelled Ware—Three-piece Child Sets, two sizes, Dishes and Fifteen-Piece Sets in our new special decorated Enamelware.

Attractively Japanned in Fancy Colors: Wash Tubs and Boards, Dust Pans

and Cash Boxes, Watering Pots, Horses on Wheels and Rocking Horses, Horses and Wagons, Play-Horse Bells and Reins, Kiddie Carts and Expresses, Dumb Bells and Blow Horns, Army Tanks. etc.

The Thos. Davidson Mfg. Co., Limited
 TORONTO MONTREAL WINNIPEG



SANITARY COLD STORAGE FOR THE HOME

THE Barnet refrigerator brings to the individual home sanitary cold storage at a minimum cost. It is as far ahead of the old-style refrigerators as the modern express locomotive is ahead of the old wood-burning engine, or the modern electric light is ahead of the candle. The application of all that is best in refrigeration principles is embodied in the "Barnet," with the result that the maximum efficiency in cold blast cooling is obtained. In the "Barnet" an even temperature of 39 degrees, only seven degrees above actual freezing, is maintained. The atmosphere in the "Barnet" is a dry, not a moist cold. There is absolutely no slime or drip in the refrigerator, no pipes to remove or clean, and the "Barnet" is porcelain lined throughout. By the "Barnet" principle there is constant circulation of cool air, mak-

ing it possible for onions, butter, milk and other foods to be kept in the same refrigerator without the slightest danger of tainting. This has been proven by the most rigid tests. The "Barnet" has a maximum value as a food conserver. Meat or other eatables may, by its low temperature, be kept absolutely unspoiled for four days. **This is an important factor in domestic economy which any housewife will appreciate.** In addition, she is enabled to keep a good supply of eatables on hand, in perfect condition, in case friends drop in unexpectedly. The "Barnet" refrigerator in any home makes for the health, comfort and economy of the whole family. It is a utility that is essential in that it provides real service and will pay for itself many times over. From the dealer's standpoint it is an absolutely gilt-edged proposition to handle.

People who once purchase a "Barnet" will appreciate the service the dealer has rendered in introducing it into their homes, and will come back for other first-class articles. This is the kind of a line that a dealer can truly become enthusiastic over. More "Barnets" mean more business. "Barnets" bring business because they never fail to give satisfaction, and there is no better ad for any store than a satisfied customer. When you are asked for a refrigerator, be able to show your customer a "Barnet," the real domestic cold storage plant, one that will give real service every minute, winter and summer.

The Barnet firm's cold storages are ideal for butchers, dairymen, large provision stores and for large hotel kitchens.

Write for catalogue to-day and get all particulars.

See our exhibits at London and Ottawa.



RUBBERSET BRUSHES ARE FAST SELLERS

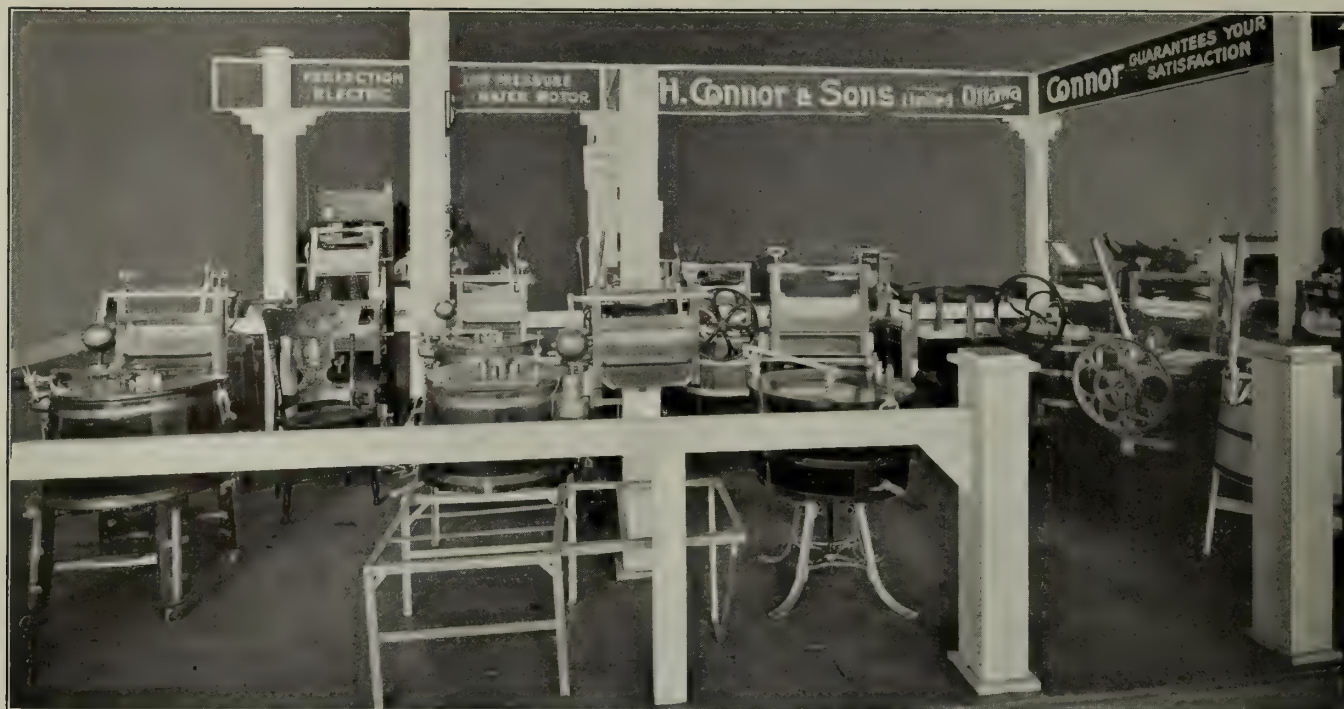
THE RUBBERSET COMPANY is one of the late additions to the ranks of Canada's industrial plants. Every year more U.S. manufacturers become awakened to the possibilities of the Canadian market as it exists to-day, and erect a plant in Canada to take care of their local business. There is no question about the advisability of such a step as it enables these manufacturers to be in close touch with Canadian requirements and to give proper attention to the development of their trade here.

There are, of course, many other advantages, because in once locating here Canada becomes a local market for them instead of an export market, and they are able to give their dealers and consumers much better service.

The RUBBERSET factory is located in Toronto and from now on will be even more energetic and prominent in the brush world than they were before, although this firm has always given preferred attention to the Canadian market, and have sold their

products here for a number of years. RUBBERSET brushes, because they have proven their superiority over all other makes, are the fastest sellers in their line in America to-day. Their construction is scientific, only the highest quality of materials is used in their manufacture. This makes for maximum efficiency and wearing qualities. The RUBBERSET CO. manufactures a complete and varied assortment of brushes and all are backed by the reputation which the firm has won for itself in competition with the whole world. The bristles in RUBBERSET brushes will not come out. No matter whether the brushes are to be used for shaving, painting, varnishing, kalsomining or any other purposes the bristles cannot come out because they are set in by the RUBBERSET process. The results in painting, varnishing and similar work depend upon the quality of the brush. Because they have never failed to maintain the highest standards of efficiency and service, RUBBERSET brushes are now being used the world over by the best workmen. They have won an international reputation

and the steadily increasing demand for them proves their quality and durability. The most rigid tests have proven that RUBBERSET brushes are the most economical brushes made. No brush making methods of modern times have been so pre-eminently successful or made such a wide appeal to the best men in the business, the men who insist upon quality standards in both the tools they work with and in the work itself as it is turned out by them. The RUBBERSET process is their protection against imperfections which mar work or cause loss of time and much trouble and annoyance in "fixing up." Because they have none of these things to contend with, users of RUBBERSET brushes are never dissatisfied customers. Whenever they want a brush they always come back for another RUBBERSET. They won't take any other kind, because they have learned they can trust RUBBERSET goods absolutely. No dealer can ask for any better line than this. Upon it he can build a reputation for dependability and service that will bring him a steadily expanding trade.



CONNOR WASHING MACHINES REAL LABOR SAVERS

HIGH grade washing machines working quickly, smoothly and quietly kept the booth of J. H. Connor & Son, Limited, of Ottawa, at the Canadian National Exhibition, the centre of scores of interested women. Connor washers do the work. This was apparent at first glance and that was why the women stopped and then stayed, and then stayed a little longer to learn how they could save time and labor in their homes. The Connor "Perfection" electric washer made a quick appeal to the women because it represents the final and practical solution of the family washing problem. Washing with the "Perfection" simply means that the woman has only to put the clothes in and take them out. They are washed by electrical power at a cost of a couple of

cents in a few minutes and washed thoroughly. While they are being wrung dry by an electrically-driven wringer, another washing can be put in the tub and the machine goes right along. The women at the Fair saw just what this means in the way of time and labor-saving and appreciated it at once. Connor & Son also make the Connor low pressure water motor washer. This is a scientifically constructed washing machine that does its work just as thoroughly as the electrical machine, but uses water power instead of electricity. All Connor washers are extremely simple to operate. The electric machine has a direct drive. That means that there is absolutely no belt to slip and no lost motion or power. In the low pressure washer the motor is started by

simply connecting the hose with a water tap and turning it on. The motor works at the rate of sixty strokes a minute and the washing is done quickly. While it is being done the woman can be busy at other work. Not only this, but the washer takes all the **HARD WORK** out of wash day. All Connor goods are fully guaranteed. Another line of washers made by the Connor Co. which is a big seller is the "Connor Ball Bearing Washer."

In order that the Western Ontario trade may be quickly supplied with Connor washers, they are now being stocked in London and all orders sent in to the head office in Ottawa will be shipped from London the day after the receipt of the order.



HANDSOMEST RANGE AT THE EXHIBITION

THE handsomest and most serviceable range that has ever been shown at the Canadian National Exhibition was the verdict of thousands of visitors to Toronto Fair after spending an hour or more looking over the "Simplex" combination range shown by the McClary Manufacturing Co. In the whole history of the Exhibition it is doubtful if any range ever attracted as much attention.

Before selecting the "Simplex" the McClary Mfg. Co. considered every make of combination range on the continent. The "Simplex" is the only range manufactured which can be changed from gas to coal or from coal to gas without removing any parts.

The richness and elegance of finish and design of the "Simplex"

caused visitor after visitor to stop and as they started to hear about the efficiency, simplicity, convenience and economy of the new range they remained. It was more than evident from the expressions heard in the crowds around the exhibit that the McClary Co. has picked a winner and one that will by its sheer merits prove a big seller. The "Simplex" burns wood, coal or gas. By a simple twist of a key at the back of the oven door the range is changed from a coal burner to a gas burner. When this key is turned on the gas burner is raised, the gas is turned on, a proper proportion of air is admitted and a ventilator is opened. It is difficult to imagine anything more simple or efficient. When gas is in use a little pilot light at the top of the range and in front will instantly ignite one or all four of the large burners. The con-

venience of this arrangement appealed instantly to the women who saw the demonstration. The economy of the "Simplex," by using gas in the summer, when minimum heat is required and coal or wood in winter when extra heat is needed in the home also made a broad appeal. The "Simplex" conserves time, fuel and food, is unquestionably one of the most convenient ranges yet produced and for all round reliability and service cannot be excelled. It is made with high closet with nickel trimmings, high closet splash back, porcelain enamelling and has nickelled ash pit and fire doors. The body is made of cast iron and will outlast any steel range many times. The "Simplex" combination economizes in greater measure than is possible in any other range and is truly "The Range of Simplicity and Economy."



A HAMILTON ACCESSORY HOUSE EXHIBITS AT THE "EXHIBITION"

AFTER visiting the Model Camp at the Canadian National Exhibition the natural thing for the thousands of sightseers to do was to gravitate towards the western entrance of the Transportation Building and investigate some of the most interesting exhibits on the grounds, especially for those who either drive a car or would like to drive one.

Just inside the entrance on the west side was the Wilson Auto Specialty Company's exhibit, most attractively arranged in a bright, cheery spot. The genial salesmen were kept busy answering questions about the many and varied lines on display. Chief among these were the Locktite Fabric Patch and National Auto Body polish. These were demonstrated to large crowds and the Wilson Co. had exceptionally large sales in these lines.

The Locktite fabric patching material is the only patching material that will vulcanize a twelve-inch blow-out without heat. The National auto body polish is one of the best known polishes on the

market. Another line this firm had a big sale for during the exhibition was their four-inch diminishing mirror, which retails at 80 cents. It is a real winner.

The business of this firm has been increasing very rapidly. It started in September, 1916, with a small capital but a well assorted stock and is now one of the largest firms in its line in this district. Mr. Wilson attributes his splendid success to the methods he followed right from the start of using advertising judiciously in both the local and trade papers. The firm's policy of a square deal to everyone has also been a big factor in its success. A new plan by which the dealer can make more money and the firm can save a great deal of the expense of travelling representatives has been inaugurated. By this system the dealer orders direct by mail, acting as his own salesman and receiving for this a rebate of five per cent. This plan is working out exceptionally well and has been adopted by hundreds of the most progressive dealers in all

parts of the country. It will pay dealers who are interested in saving money to write at once and get all particulars. Prompt shipment of all Wilson auto accessories is insured by the firm's up-to-date methods of checking and packing. This system positively ensures all goods being shipped within six hours of receipt of order. Mr. Wilson is a great believer in post card advertising and other good advertising plans for dealers to secure local auto accessory business. His best asset in building up his business to what it is to-day, he claims, was to set the lowest possible price on every article and maintain this price to every customer. Another big factor in his success has been the unconditional guarantee of his goods against being defective or unsatisfactory. Any goods that are not satisfactory in every way are replaced without argument.

The Wilson fall and winter bulletin is on the press now and will be ready for mailing at an early date. It is to the interest and profit of every dealer to write for one immediately.



COMPOSITE HEATER GREAT FUEL SAVER

PERFECT combustion and maximum saving of fuel make the "Composite," made by the Beach Foundry Co., Ltd., of Ottawa, the fastest seller in its line in Canada to-day. This latest "Maple Leaf" product is a winner from the first sight the prospective buyer has of it. It is built to conserve not only fuel, but also energy and space, and it does so in a manner that is instantly convincing. This is the secret of the big sales. Conservation and efficiency are essentials in times like the present, and the "Composite" is the embodiment of these. It is handsomely finished, will burn either coal or wood, has large ovens, tile panel, convenient grates, and large ash pan. The patented oven is insulated and is provided with the five flue sys-

tem, assuring even heating. The oven heat is indicated by a thermometer. The "Composite" is a genuine space economizer. It is a heater with all the cooking and baking powers of a range. Remarkable results can be attained with the "Composite." Actual tests showed that within twenty minutes from lighting the fire baking heat was attained. Twelve pounds only of anthracite coal was used, and baking heat was steadily maintained throughout ten hours by the addition of three pounds of coal four times. In addition to doing the baking, all this time the "Composite" was radiating large quantities of real comfort-giving heat throughout the room, and also providing the heat for cooking to be done on the top of the stove.

The Beach Foundry Co. also manufactures many lines of handsome and serviceable steel ranges and heaters. The broiler lift on the steel ranges is a valuable and convenient feature that makes an instant appeal with stove buyers. The Quebec heaters have a convenient feature in the shape of a swinging top lid which saves lifting and makes filling easy. All "Maple Leaf" ranges, heaters and furnaces are constructed on scientific principles and give maximum satisfaction and service.

"Maple Leaf" ranges, heaters and furnaces are now being handled throughout Western Ontario.

The Beach Foundry Co. also has agencies from coast to coast.

LAIDLAW'S PRODUCTS

Exhibited to Hundreds of Thousands of
Canadians at the C. N. Exhibition



These Old and Tried Ties have passed through years of refinement in manufacture and trial in actual use until they are now standard throughout the Dominion—in fact our sales reach all principal parts of the world.

Bale Tie Wire must be made in the highest perfection possible. Much depends upon the strength and reliability of a Bale Tie. Broken bales and heavy commercial loss result from using ties of unproven worth.

Laidlaw Bale Ties are used in baling hay, straw, rags, paper, flax, excelsior, shavings, leather, sea-moss, staves, headings and everything else that is baled. They are made for use in every conceivable kind of press. They are made in all standard gauges, cut to any length desired, packed in bundles of 250 wires each, or to order for export.

Our capacity to manufacture with automatic machines, amount of stock carried, facilities for shipping and central location, together with our knowledge and care in the manufacture from start to finish, has made us leaders in this line.

Bale Ties are supplied in two styles, **Single Loop** and **Cross Heads**.

SINGLE LOOP



Single Loop Ties are most generally used, having a loop on one end and straight on the other, and made in any length or gauge required. They are very convenient, and are adjustable.

CROSS HEAD



The Cross Head has a loop on one end and a hook on the other, used more where bales are required of exact uniform length, and also make more neat-looking bales.

Either style can be supplied in any size or quantity required.

Wire Cut and Straightened to lengths, any size, any length.

The Laidlaw Bale Tie Co., Limited

Head Office and
Works

Hamilton, Ont.

REPRESENTATIVES:

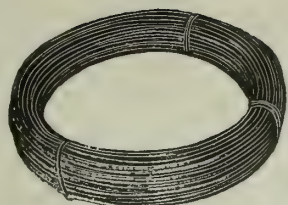
A. T. DIGGINS
Stair Bldg., Toronto

H. E. O. BULL
181 Mance St., Montreal

H. F. MOULDEN & SON
Travellers Bldg., Winnipeg

M. BRYAN
24 Aldgate, London, Eng.

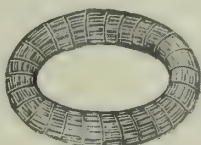
BALING



WIRE

Our **Double Annealed Baling Wire** is drawn true to gauge, put up in about 50 to 75 lb. coils, standard everywhere.

FINE



WIRE

We also manufacture **Bright or Annealed, Tinned, Box, Broom, Florists', Piano String Covering, Hat, Stovepipe, Pin, Bookbinders', Bottling, Tagging, Mattress and Spooled Wire**; also flat wire or wire drawn to special shape.

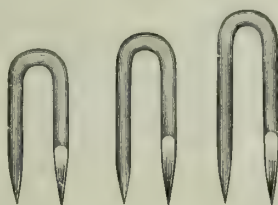


NAILS AND STAPLES

We manufacture wire nails in all sizes and in any style required. They are packed in strong, steel-hooped kegs, practically water-tight, or in bags, specially lined for export, and can be shipped with safety anywhere in the world. We have shipped to and understand the requirements of practically all foreign countries.

Special Coated box nails, for machine driving.

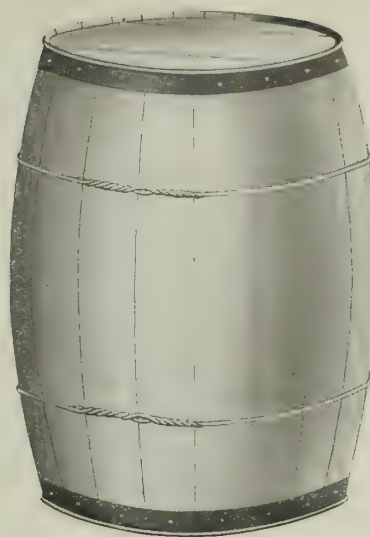
We also manufacture all sizes of fence and poultry netting staples, either bright or galvanized quality.



LAIDLAW WIRE HOOPS



The **Wire Hoop** is a ready to use hoop; it can be applied to the package with no other expense than that of driving the hoop to place. There is no loss in breakage, defective or culled hoops, as is the case with wood hoops. The wood hoops must be fitted and



nailed together before driven. This is saved by the wire hoop.

The user knows exactly what wire hoops cost when applied to the package. He never can tell the exact cost of the wood hoop, because of the uncertainty in loss on account of defective and culled hoops and labor expended on them.

The wire hoop, when properly driven, makes a stronger package than the wood hoop. The initial cost of the wire hoop is less than that of the wood hoop.

BRAINARD HOOPS



Brainard flat steel hoops with a beaded edge. These hoops are much superior to either wooden or wire hoops, and while more expensive and require special equipment in the cooper shop, the extra strength and better quality barrel warrant the extra expense. All who have adopted them find it advantageous to continue their use. Large users of barrels should see us about the **Brainard Hoop** at once. Best for Sugar, Flour, Salt Barrels, Nail Kegs, etc.

OFFICE AND WORKS



The business was founded in Canada, in 1899, by the late Geo. W. Laidlaw, who was born near Hamilton, where the plant is now located.

The business was started with a comparatively small output but has grown from year to year until, for the last fiscal year, the sales totalled well over a million dollars.

We are very grateful to our many customers for the appreciation thus shown in our efforts to supply efficient service and quality in all our products.

We specialize on **BALE TIES**, but in addition to articles enumerated in this advertisement we make others, and would be pleased to have your problems for wire goods submitted to us.

The Laidlaw Bale Tie Co., Limited

Head Office and
Works

Hamilton, Ont.

REPRESENTATIVES:

A. T. DIGGINS
Stair Bldg., Toronto

H. E. O. BULL
184 Mance St., Montreal

H. F. MOULDEN & SON
Travellers Bldg., Winnipeg

M. BRYAN
24 Aldgate, London, Eng.

Real Bicycles for Real People Sold by Real Dealers

Bregent Bicycles

equipped with the
"REGENR" Coaster Brake

This Combination was highly praised by all who met us at the Toronto Exhibition. For the benefit of those in the trade whom we did not have the pleasure of meeting, we will be pleased to forward our Booklet—

"Why it will be to your advantage to line up with Bregent Bicycles and Bregent Coaster Brakes for 1919."

Remember—Only one dealer in a town. Don't let the other fellow beat you to it. The reasons why are many, and the dealer who is out to make the most out of the 1919 Bicycle Business, both as a money-maker and satisfied customers, should not overlook getting in touch with Canada's Bicycle Live Wire—

A. E. BREGENT

206-208-210 St. Catherine East

MONTREAL

THE PEERLESS COOKER

is a selling line you can't beat—if you understand it.

THINK OF THIS A MINUTE. The Peerless Cooker will cook an **entire meal** over one burner on any stove and pay for itself many times in saving.

TIME. No attention needed until everything is done.

LABOR. The user can sew, iron, read or rest until the dinner is done.

MONEY. It will save the price in one season of an ordinary gas stove.

Warranted to cook meat, cake fish, and onions, and not mingle the flavors.

It is of particular value in canning and preserving.

When you sell one of these cookers you "start something." Every purchaser becomes an enthusiastic advertiser!

Who is handling this in your town? If you are interested write at once.



Onward Manufacturing Company, Kitchener, Ont.

Lieutenant Sharples is With Tank Corps

Lieutenant Lawrence P. Sharples, treasurer of the Sharples Separator Co., has been in France for several months and is now seeing active service in the United States Tank Corps. From France he writes a most interesting letter to a member of the Sharples Separator Company, a portion of which we are quoting.



Lt. Lawrence Sharples

"Just before leaving Paris, somebody stopped me and pulled out a Sharples notebook. Judge my surprise when I found it to be George McCormick, of West Chester. He said he had volunteered nine times for army service and was always turned down on account of his age, but that he was now happy in Red Cross work.

"My dome is too befuddled now to write anything intelligent, I am afraid—last night was spent in a stuffy, unventilated box with 2,000 South African coons—a different breed from the down-South variety of niggah in U. S., however. The South Africans lack both the good humor and the odor to a remarkable degree.

"This is a peculiar life in this time of turmoil; it is a change, change, change. You no longer get so you feel at home with one set of friends than—zip!—central cuts off the connection and you start out into a different life, different customs, entirely different work, sometimes even a different tongue.

"U. S. used to be the world's melting pot, but now France heads the list. Just count up the number of different nations, including their colonies, that are mixed up in this brawl—all guests of France. It is a great opportunity to compare national traits and you find most people true to type: The Irish are usually noticeable for their wit; the English officers for their reserved manner; the French for their polished politeness and the common French for their good humor; the Americans for

being progressive and telling everybody about it; and all the veteran fighters of all nations for their extreme modesty.

"Well, the Boches seem to think they have the bases full and several runs, but there are two out and it looks as if we had some good innings ahead. It is going to be tough sledding for a while, but once we get that arrogant and selfish nation with its tail between its legs it will be another story. I have lost none of my respect for German brains and ability but these only make the crimes they have committed so much the worse. I will never be happy till the Germans are mercilessly CRUSHED and not just the Kaiser, for the people all seem to be behind this hoggish ambition to steal, regardless of the intermediate crimes that seemingly become necessary—immense territories, treasures and human liberties, which they haven't the least right to.

"Please give my best to everybody in the Sharples offices and all other Sharples friends."

DEALERS' "SALES HELPS"

Landers, Frary and Clark of New Britain, Connecticut, have issued a most valuable dealers' "Sales Helps." It is filled with suggestions for window displays, show cards, booklets, newspaper advertisements and other helps designed to make stocks turn over more quickly and thus increase the profits of dealers. The "Sales Helps" volume is most attractively illustrated and will prove of real value to all who study not only the reading matter but the illustrations. They are filled with suggestions and ideas which any dealer can turn to practical account. The importance of having good window displays and advertising that "pulls" is emphasized and what is more to the point, real ideas are offered which hardware men can utilize. Window cut outs, window display cards, suggestions for display materials, lantern slides, display cases and other features are all covered in this book most completely.

HELPS FOR COMMUNITY WEEK

Several special display features are now ready for distribution by the Oneida Community, Ltd., for Community Week, which will begin on October 31 and continue to November 6. In addition to a new window display easel lithographed in full color from a painting by Coles Phillips, there are special newspaper electros on the same subject in both single and double column widths.

Retailers who have not already arranged for special selling and display efforts on Community Plate during Community Week can secure prompt cooperation now by writing the Oneida Community, Ltd., at Oneida, N.Y. Full information together with window display easel and newspaper electrotypes will gladly be furnished by the manufacturers upon request.



Captain Robert Dunlop, M.C., died of wounds on September 7, according to official word received by his father, S. M. Dunlop, of Woodstock, Ont.

Capt. Dunlop, who was a member of the Canadian Oil Company of Illinois, enlisted two years ago last March as a lieutenant with the 74th Battalion from Toronto.

Lieut. Walter F. Cole of Walkerville, who resigned his commission and enlisted as a private in order to go overseas, was killed in action. Prior to enlisting he was with the Canadian Bridge Co.

Lieut. W. McIlveen, formerly with the Sheet Metal Products Company at Winnipeg, was killed in action recently. He was formerly secretary of the Winnipeg Rifle Association and was one of the best shots in the 200th Battalion with which he went overseas in January of 1917.

Word was received Thursday that Pte. R. L. Gilverson of 21 Roxborough Road was seriously wounded in the chest while taking part in the recent fighting. He is the youngest son of A. E. Gilverson, president of Rice Lewis & Son, Ltd., hardware, Toronto, and before enlisting in the 1st Canadian Machine Gun Battalion was employed in the sporting goods department of the Rice Lewis store.

Pte. John McLeod, only son of Mrs. Alex. McLeod, of Paisley, Ont., died of wounds in the hospital at Rouen from wounds received in the recent fighting. He was 25 years old and was formerly employed in the hardware store of W. H. Davison at Paisley. He went overseas with the famous original "Princess Pats" Battalion, having enlisted at Calgary. He was badly wounded with shrapnel, had his leg broken and was gassed in the big drive at Hill 70 and was sent home. As soon as he recovered he enlisted in the American Legion as a sergeant but was so anxious to get back to the firing line that he reverted to the rank of private in England and went to France with a draft.

BOARD OF TRADE OF GREATER WINNIPEG ELECTS DIRECTORS

The following gentlemen have recently been elected to the board of directors of the Greater Winnipeg Board of Trade, names being given in alphabetical order: J. H. Ashdown, W. J. Bulman, W. H. Carter, A. L. Crossin, J. W. Daffoe, A. K. Godfrey, John Galt, A. B. Hudson, Grant Hall, George N. Jackson, Robert McKay, A. W. McLimont, Geo. W. Markle, Sir A. M. Nanton, Isaac Pitblado, R. J. Riley, H. M. Tucker and S. R. Tarr.

THE CLERKS DEPARTMENT

DIPLOMAT, DISHWASHER AND DIAMOND MERCHANT OF FAME

Life Story of Ludwig Nissen, the Dane Who Determined to Give up a Diplomatic Career and Descended to Ennoble the Art of Shoe-shining in New York

"JUST establish a reputation for reliability and integrity, and the rest will establish itself. Once let a man be talked of as one to be trusted and he will have harder work keeping the prize away than if he pursued success from his first conscious day."

The words contain all Ludwig Nissen's secret of success as far as he himself knows. The story of his life's adventure from the day when he ran away from Denmark to make his way independently, to the present day when he is a wealthy and world-renowned connoisseur of gems, reveals other little secrets all of which have contributed to his progress.

A Merchant of Fame

At seventeen, an immigrant in a strange land, Ludwig Nissen is today one of the foremost merchants of the country and has received the highest honor in his business—the presidency of the National Jewellers' Board of Trade, the largest and most powerful organization of jewellers in the United States.

Phyllis Perlman writes the story of Ludwig Nissen in *Forbes Magazine*, and traces his origin back to an ancient line of Danish nobility. Yet the writer records Nissen's start in the United States as a humble bootblack. He does not even seem to have had even the doubtful dignity of being termed a "shoe-shine artist." He was just plain boot-black. But the artist and the aristocrat were there all the same.

Even in moments of greatest discouragements, Ludwig never let himself "feel a bootblack." He could not forget that he had within him the seed of nobility and that he had to prove the value of his inheritance. The job he held did not matter so much as the way he held it.

"I always tried to do my work in a noble way," said Mr. Nissen, "whether it was blacking boots, washing dishes, cutting steaks or advising on diamonds. That much every man can do, whether his blood is royal or not."

Men of lesser achievement have remained silent about their lowly beginnings. Ludwig Nissen is proud of his early start as a shiner of the shoes of richer men. He is proud that from wielder of flannel rag and brush on bended knee, he has become one of the most influential diamond importers in the country and as such has been associated with men like Charles Tiffany, Dr. Kunz, ex-President Taft and Joseph Fahys.

Ludwig Nissen was born in 1855 in a little town called Husum, a Danish village of about two thousand inhabitants. Husum did not afford enough elbow room for Ludwig. He wanted to strike out for himself. One of ten brothers and sisters, and thinking he might well be spared, he intimated to his parents his intention of going to America. They pleaded with him not to leave, but he stood firm, and in August, 1872, despite warnings and beseechings, the boy ran away to seek his fortune across the Atlantic.

He landed in Castle Garden without a friend. He did not know a word of English. He had exactly \$1.50 in his pocket. Most of his belongings had been stolen during the month on the steamer. After paying for the delivery of his trunk to a boarding house, he possessed but fifty cents.

The next day he awoke at 4.30 to look for a job. He bought the *Staats-Zeitung* (the only American newspaper he could read) and scanned its "Help Wanted" columns. Then he trudged the streets day after day looking for work.

Designed for a Diplomat

"Everywhere I went, I was asked, 'You speak English, of course?'" relates Mr. Nissen, reminiscently. "My shake of the head lost me every job. Without the language I was totally unfit for places to which I aspired. Finally I landed a job as a boot-black in the toughest section of Manhattan—"

"How could you, with your pride and—"

"I just had to," he answered. "At home in Husum I would have been mortified had anyone suggested that I would some day be a shoe polisher. In Denmark I was in line for a career of diplomacy—I left the office of Assistant Secretary of the Imperial District Court. There was prestige attached to that job, but no independence. Shining shoes instead of having mine shined was, indeed, a great fall for me.

"But I stuck to that Bowery barber shop with the tenacity of glue. It was my only salvation. When I left my mother's apron-strings I knew I would have to work, steal, beg or jump off a dock. I loved life too much to die; I

was afraid to steal; I was too proud to beg; I had searched the city ten full days and this was the first opening that presented itself. In desperation I took it, resolved to hold on until something better came my way.

"Always I cherished my desire to be a successful merchant. With this in view, I listened carefully to my customers and tried to pick up a knowledge of English."

Became a Dishwasher

After six months of drudgery as a boot-black Nissen struck a job as a dishwasher in a third-rate hotel at \$6 a month and board. The proprietor soon noted that Ludwig was not the ordinary type of kitchen servant and promoted him to cashier. Still he was not satisfied. This work could not bring him to his goal.

His reasoning led him to enter a factory. He would master the intricacies of the business from the manufacturing end up. He felt confident that, with a thorough knowledge of the enterprise, he would be promoted to the selling departments. Accordingly, he got work with the Lawrence Curry Comb Company. The manager told him he would be promoted to the office and sales department if he showed the proper aptitude. But the company failed.

Again Ludwig Nissen was left stranded. But he did not despair. He knew he had made good and that, given the chance, he would succeed.

He next entered the butcher business, where he had to do every unpleasant task conceivable, from sweeping damp sawdusted floors, to slicing meat for customers.

Before he was twenty-one he bought the small establishment with his savings.

But, brought up in a comfortable home and unused to privations, the life of all work and no play undermined his health. He became ill and had to leave the shop to his employees. On returning he found that his customers had deserted him, that his employees had mismanaged things, and that all he possessed was a parcel of debts. He sold out, paid all his debts and had fifty-seven cents to his credit—and a clean record.

He might then have gone home and received the prodigal son's welcome. But Ludwig would not confess his failure to his people.

Invests Savings in Business

Having had a taste of ownership, he refused to become an employee again. He bought a partnership in a restaurant under the firm name of Westphal and Nissen. He had to borrow the money, but that was easy, for in his short business career he had acquired ability to get credit. Men knew they could rely on the young Dane, and so they backed him. The partner later left for Europe, and Nissen remained sole proprietor.

Here was his chance. Nor did he let it slip by.

Assiduously he studied business methods, also he thriftily saved money. In three years he accumulated \$5,000. With the daring that complete confidence breeds, he invested all in a wholesale wine business, with a partner.

The partner proved dishonest. Nissen

discovered the fraud, his partner absconded, and the alleged customer was declared a bankrupt.

Nissen quit the wine business in debt. But his reputation had not been sullied.

"Here I was for the third time facing the long climb all over again. Sometimes I thought my success was a chimera, that I would never grasp it. But I forced such fears from my mind. I made my misfortunes an incentive for greater effort."

Allied with an old friend, a diamond setter on a small scale, Ludwig Nissen started the jewelry business of Schilling & Nissen, at 51 Nassau Street, in May, 1881. Fred Schilling, like his young partner, was also burdened with debts. But they had pluck, and by sheer stick-to-itiveness and industrious plodding, the business rapidly progressed.

In two years it was reorganized, and for the first time the young immigrant had one of his desires come true: a sign over the offices read, "Ludwig Nissen & Co." Now he wanted to become the best merchant in his line—mediocrity did not interest him.

His rise now was swift. The year 1885 found the store—much larger—at 18 John Street. In 1890 he bought out his partner's interests.

The New York Jewelers' Association elected him treasurer in 1891, and in 1895 he had the unique honor of being the first president of foreign birth. Every notable exposition in this country and abroad has invited Mr. Nissen to give his advice and to participate in representing the jewelry trade. He developed into a forceful orator, logical and convincing, a man of erudition, notwithstanding that he had learned English solely by his own efforts, without tutor or teacher.

Represents Trade at Exposition

The Tennessee Centennial invited him to be judge of awards on all exhibits of art goods, jewelry, minerals and precious stones. In this capacity he was associated with Dr. George Kunz, the Tiffany expert. Brooklyn elected him its Commissioner at the Atlanta Exposition of 1895, the Nashville Exposition of 1897 and the Buffalo Pan-American of 1901. It was as New York State's Commissioner to the Universal Exposition, held at Paris, that Mr. Nissen shocked the Governor by returning the Commission's surplus.

When President Taft called a conference of leading business men to seek their co-operation with Congress and his Administration in framing laws for the proper development of our foreign and domestic commerce, Mr. Nissen was the first delegate called upon to speak. Elected chairman of the Committee on Resolutions, he drafted the article which created the present United States Chamber of Commerce, and was a member of its first Board of Directors.

"What special characteristics inherent in you enabled you to succeed?" asked the writer.

"There are hundreds like me," he replied, modestly yet sincerely. "Everybody admits that to reach any height, in business or in a profession, a man must have some native ability. I guess I had a little. All my life I have tried to cultivate this strain. That ability must be supplemented by character. A man may be a fakir and get along for a limited time. Sooner or later he is discovered, and the success based on a phantom character vanishes. Character is the backbone of success. It must be builded on a rock-bottom foundation."

His forcefulness immediately impresses itself upon the visitor to his offices on John Street, New York. I expected to discern traces of the lowliness of his beginnings. But the intellectual forehead, the keen eyes, the clear skin of this white-haired man quickly erased my mental picture.

"Too often," he continued, "young men trust to luck to make their fortunes. Good luck counts for nothing; it should never be relied upon. Unless a man stays at home waiting for an uncle or an aunt to die and leave him a legacy, or dreams of drawing a grand prize in a lottery, he will have to be the maker and creator of his own good luck.

"The first requisite to success is absolute reliability. After all, success is abstract—it is not simply the fact of getting rich, but of possessing the consciousness that when you die you will have left the world a little better for having lived in it. Almost any man, if he is spared the allotted time of three-score and ten years, can amass great wealth if he piles cent upon cent and dollar upon dollar. If he is unscrupulous as to how he gets it, simply knowing enough to keep out of the clutches of the law; if he is mean and niggardly and stingy with himself, his family and everybody around him, he cannot help but save some money, and if he keeps on working until he is 70 he will get material riches just as surely as he will get disease, disappointment and death.

Learn Self-Reliance

"I have never regretted any of the setbacks I suffered. They helped to mold my character. I have walked the streets of New York hungry, for days at a stretch—but I have never begged. Every job I had, however small, I tried to make bigger. Nothing was too low for me as long as it was a source of an honest wage. I kept my vision clear always—to become a leading merchant. And I find that from each one of my numerous jobs I derived some benefit which I have retained and put to advantage in the importing of diamonds.

"If I had stayed at home, as my father and mother wanted me to do, purely for sentimental reasons, I might have been as good a man or better than I am to-day. But I never would have had the same broadening life. For that reason, I say to young men starting out: Get away from home and learn to rely upon yourselves, instead of letting somebody else do your thinking for you."

SAVE GASOLINE FOR ALLIES

Continued from page 41.

prices of gasoline could, and would, be lowered. Exorbitant prices are being charged by the retailers, especially in Alberta and Saskatchewan, where in many places the retail price charged is 50c, the retailer getting 9c and 11c for retailing. This form of profiteering is most severe in the smaller towns, where there is the least competition, and where the ones to pay are the farmers, who use gasoline largely for necessary purposes rather than for pleasure-seeking. In the cities, where gasoline is used more largely for joy-riding, competition serves to hold the retailers' price more closely to the fair level. In Toronto gasoline is sold largely at 2c above the wholesale or tank-wagon rate.

"This fact, combined with the experience of dealers in the United States, and investigation of the books of Canadian retail dealers, points to the finding that a margin of 3c above the wholesale price in districts where such price is not more than 35c, and 10 per cent. of such wholesale price as maximum in any case, is a fair allowance for the retail price above the wholesale price for all retailers whose sales are 1,000 gallons a month or more. Such a ruling would establish 36c as a maximum retail price

in Ontario, while in Saskatchewan and Alberta it would bring it down from 50c to 43c and 45c, respectively."

N. B. R. M. A. CONVENES AT ST. JOHN

(Continued from page 44)

his services. He advocated an educational campaign to show consumers the difference between mail order goods and methods and those of the local merchant.

Various Resolutions Adopted

Resolutions were adopted dealing with the various subjects as follows:

Approving of the action of the Government in curtailing and prohibiting the sale of liquors.

Approving the demand of opticians that legislation be passed protecting their business and requiring proper credentials of those practising this business.

Urging amendments to the Bankruptcy Act.

Suggesting that five representatives from each provincial board be appointed to the Dominion Executive.

Betterment of provincial highways.

Thanks to the trade papers and daily press for assistance given.

There was considerable discussion on the question of the publication by daily papers of wholesale prices of commodities in various lines and this matter was left to the executive to consult with the newspapers and the wholesalers.

In the matter of the "Small Debtors Act," it was decided that the information before the convention was not sufficient to warrant action and this also was left to the advisory board.

A banquet attended by more than one hundred members, which was held in Bond's restaurant on Thursday evening, and which was followed by a series of interesting addresses, was the final feature of the convention. In addition to the usual musical honors, Major McGibbon responded to the toast to the King, telling something of overseas conditions, and E. A. Schofield also spoke, paying a warm tribute to those who are serving King and Country in the battlefields. A. O. Skinner reviewed the work of the association and complimented the members on the results achieved. Mayor Hayes proposed the toast to "The Retail Merchants' Association," to which fitting responses were made by W. H. Watters, Dominion treasurer, and E. N. Trowern, Dominion secretary. William Hawker proposed "Our Guests," and W. G. DeWolfe replied. An excellent musical program added to the pleasure of the evening.

The Dominion officials remained in St. John on Friday for consultation with the new executive.

At a meeting of the executive and advisory board, Miss F. P. Alward, who has been acting as provincial secretary, was confirmed in that position in recognition of her successful work; A. H. Mitton of Moncton was appointed organizer for the northern part of the province and Alfred H. Burley of St. John was appointed organizer for the southern section.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

PEERLESS STEAM COOKER

The Peerless steam cooker, manufactured by the Onward Manufacturing Company of Kitchener, Ont., is claimed to be one of the greatest food conservers ever put on the market. It is stated that onions, fish, meat, vegetables and other articles may all be cooked in the Peerless at the same time without the slightest danger of any article being flavored in the slightest degree by the other. It is also claimed that old chickens, or tough meats, when cooked by the Peerless plan, come out perfectly tender and as delicious as the choicest meats. The claim is made also that there is absolutely no loss through burning or by losing fats or other portions of meats as frequently occurs by other methods. By cooking a number of foods at once it is said that there is an obvious and very important saving in fuel and it is claimed that the food is better cooked in every way. The Peerless cookers are made in several sizes, both for family and for hotel use. They are also used for canning fruits and it is claimed that

No. 1, 6 Galls.



Peerless Steam Cooker

the same economical and efficient results that are obtained in cooking meats and vegetables are secured in canning. All Peerless cookers are fitted with a patent whistle which serves as an alarm to housewives when more water is needed to keep the cooker from going dry.

JEFFERSON IGNITION COIL

The automobile ignition coil situation has, in the past, been a serious problem for jobbers, dealers and service stations, owing to the multiplicity of types on the market. Many jobbers and dealers have had to pass up the coil field almost entirely because of the large and varied stock of coils that would be necessary to take care of all requirements.

The Jefferson Electric Manufacturing Company of 426 S. Green St., Chicago, have recently placed on the market a line of battery replacement coils and fittings, which are, it is claimed, sufficiently flexible to displace any type of coil on battery-equipped cars. The extreme flexibility of Jefferson coils is



Jefferson Ignition Coil

obtained from several features which include the fittings, adjustable caps, terminals and mounting arrangements.

PERFECT FIT HOSE CLAMPS

The claim is made for Perfect Fit Hose Clamps they are superior to other lines because they are perfectly round and retain that shape, having an equal bearing surface all around the hose, that they draw equally from both sides of the bolt and can be opened and closed



Perfect Hose Clamp

without injury. Buckling, it is claimed, is entirely prevented by wide bearing under the bolt. There is no tongue to catch when assembling and it is claimed that clamp cannot cut the hose. A tensile strength of 160 pounds is claimed by actual laboratory tests. The clamps are made in all sizes and are furnished in galvanized steel, plain or enamelled, rust resisting iron, in plain finish, brass plated or nickel plated finish and also in solid brass. By means of a longi-

tudinal slot the clamp is made to entirely encircle the hose twice. It is a one-piece clamp and is manufactured by the Bartlett Manufacturing Co. of 40 Lafayette Ave., Detroit. Richardson & Bureau of 627 Querbes St., Montreal, are agents for Quebec and Eastern Canada.

"HARAC" AIR REGULATOR

The "Harac" air regulator, it is claimed, is a cold weather motoring necessity. It is an air-tight curtain, regulated entirely from the seat and drops down in front of the radiator. It is claimed that the "Harac" enables the driver to have just the right amount of radiator exposed according to temperature. In extremely cold weather the "Harac" curtain is dropped almost entirely, leaving only a few inches of the radiator exposed. As the engine continues to run and it becomes heated the curtain is raised to allow greater radiating surface. Before stopping the engine, if the car is to be parked, the curtain is entirely closed. This, it is claimed, brings the water in the radiator almost to the boiling point, superheats the air in the hood and stores it there. The engine, it is claimed, will therefore remain warm for the longest period and in consequence start and run with the minimum effort and gasoline consumption. The "Harac" is manufactured by the Harac Sales Co., P.O. Box 295, Hamilton, Ontario.



Harac Air Regulator

Ten Per Cent. Advance Made by Manufacturers in All Lines of Sheet Metal Goods

OWING to the difficulties in procuring materials and their increased cost and also the higher wage schedules which are now being paid the manufacturers of sheet metal products have made an advance in all lines. This is now effective and the higher prices figure out to approximately a ten per cent. advance all round. While there is no indication that these prices will be immediately revised and further increased, many manufacturers state that it is not unlikely that owing to restrictions on materials and increasing costs they may have to make advances in some lines. They report that business has been very good. So far they have been able to take care of all orders notwithstanding the many difficulties they have encountered in getting shipments of materials.

Have a Wide Effect

The advances which are now effective mean that the buying public from coast to coast will have one more phase of the high cost of living problem to meet. All lines of enamelled wares, Premier, Canada and Diamond White are now being quoted at net list prices. Colonial, Imperial and Pearl are quoted at 27½ per cent. discount instead of the former rate of 33 1-3 per cent. Heavy galvanized pails and tubs are quoted at list plus twenty per cent. instead of list plus ten per cent. as they were offered last week. Even such small but very widely used articles as fire shovels have taken a jump of ten per cent., the latest quotations being list plus twenty per cent. Another widely used household article affected is steel spiders, which are now offered at net list instead of ten per cent. discount.

Hits Contractors, Too

Householders are not the only persons affected by the latest jump in sheet metal prices. Those who plan to erect new houses or other buildings where steel sinks are a necessity will have to pay more for them. Painted steel sinks are now quoted at list plus twenty-five per cent, where they were formerly list plus ten per cent. Galvanized steel sinks did not take quite such a big jump, the new rate being list plus twenty-five per cent. as against list plus fifteen per cent. a week ago.

Pieced tinware, copper bottom, has been advanced twenty per cent., the latest quotations being list plus seventy per cent., as compared with the old price of list plus fifty per cent. Copper is one of the most difficult metals to obtain at present owing to the enormous demands for it in the manufacture of shells and other war necessities. While the production has kept pace with that of other years, even increased in many districts, the uses for it have doubled and trebled and even though the producers are

working to capacity they have been unable to meet all requirements.

Coal Hods Up, Too

No matter whether people have coal to put in them or not they will have to pay more for coal hods. The japanned varieties show an advance of fifteen per cent. and galvanized goods of ten per cent.

All lines of nickel plated ware are now quoted at fifty per cent., another substantial advance.

Manufacturers of sheet metal products state that owing to the wages offered by munition factories working on big war orders they have experienced great difficulty in securing the help necessary to maintain production and keep up with their orders.

Dealers will find a full list of the changes referred to above in the market reports of **HARDWARE AND METAL**.

KEEPING TOOLS BRIGHT MAKES FOR QUICK SALES

Every hardware dealer should know how to take care of the tools in his store, so as to prevent rust. Keeping them bright and clean makes for quick sales, as no customer likes to buy a tool that looks dull or tarnished. Experimenters should also know how to care for tools for laying away in the tool chest to prevent rust. A tool may appear to be in a first-class condition but a little carelessness will reduce its lasting qualities and prevent it giving good service.

Caoutchouc oil has proven invaluable in preventing rust. It is spread on the tool with a piece of woolen cloth in a thin layer and allowed to dry. This coating will give protection from the weather and will not show cracks even after standing a year. If it is desired to remove the coat just treat it again with the caoutchouc oil and, after a day rub it off.

Tin Can Is Tied To Peterboro's Fortune

The Peterborough "Examiner" has a reporter who is out to lift the load of debt off that city. He's probably heard the ratepayers are kicking about taxes and the thing laid hold of him. He longs to be another Horatius at the bridge and sweep back the tax rate. So one day he heard of a pile of old tin cans on the outskirts of the city and the idea struck him square between the optics.

He hustled back to the office, stripped for action, and put the following past the editor. Just in passing it might be mentioned that the heading of the article was even stronger, and said: "A

Fortune at the Incinerator—Scrap Tin Has Accumulated Ever Since the Building Was Opened." But here's the story:

"The city has acquired a little fortune from the cans and tinware which has been taken from the garbage at the incinerator. Tin cans, stove pipes, tin pots and pans, old boilers and anything made from tin can be seen at this heap at the rear of the incinerator. The tinware resembles a railway embankment, and extends from the incinerator nearly to the railroad tracks. As scrap tin has risen enormously in value the city should be able to realize a handsome sum from its sale. The pile has accumulated since the incinerator was established, none of it having been removed. Before the refuse is dumped into the holes leading to the fire the tinware is picked from it and loaded on wheelbarrows and taken to the tin dump. The tin is all on city property, but it will soon extend into other property unless it is soon removed or is built pyramid-like above the incinerator building."

Now this little yarn might have caused a bit of joy in the heart of Peterboro. The only thing wrong with it is that it's a mile and a quarter wide of the facts. We don't doubt for one minute that Peterboro has a dandy heap of tin cans, but we doubt very much if they will ever make a fortune out of them. If the "Examiner" reporter has any other opinion than that let him start and pick up the cans and sell them. His pay envelope would look like a bloomin' fortune by comparison to his returns from scrap tin. As a matter of fact scrap tin is not high. It is low now, and has been for some time. It sells to-day at \$12 per ton and that price is for the scrap tin plate. Old prices used to run up as high as \$24 per ton. In those days the big demand was for the making of tetrachloride for weighting silk. That industry, which was largely centred in France, has been seriously interfered with on account of the war.

As a matter of fact tin cans are worth nothing at all.

"I wouldn't say thank you for a whole train load of them," stated the largest scrap dealer in Toronto this morning when the question was asked by this paper.

So there's Peterboro's fortune all shot to pieces—a tin can tied to it, so to speak.

Telephone Users Pay Cost of Installation

By an order which went into effect this week by the order of the Postmaster-General of the United States all telephone users now have to pay for the cost of installation. The order says:

Owing to the necessity for conserving labor and material and to eliminate a cost which is now borne by the permanent user of the telephone, a readiness to serve or installation charge will be made for all new installations, also a charge for all changes in location of telephones.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

ADVANCES approximating 10 per cent. have been made by manufacturers of enamelware, tinware, galvanized ware, sheet iron ware, japanned ware, stove pipes and elbows, and kindred items, though copper goods is one line which shows no revision. Conditions surrounding the raw material markets, along with mounting labor costs, have necessitated this change, the first to be made for many months in these goods.

Oil heaters and oil stoves advance substantially on September 15, and on the new basis orders are being accepted for delivery up to March 1.

New prices on manufactured cotton goods developed sooner than had been expected, and sharp increases have been made this week. Sash cord is up five cents per pound, cotton rope five cents, wrapping twine from five to eight cents, and other lines, including awning cords, mason's lines and cotton clothes lines in like proportion.

Linseed oil has declined from 7c to 12c per gallon in some quarters for prompt shipment, and quotations for October and November delivery are also down 10c, according to some sources. Crushers see little outlook of improvement in the supply of seed for some time, the difference between harvesting the crop and marketing it being an uncertain quantity. Transportation is likely to be given over largely to the movement of wheat, and consequently shipments of flax seed will be one line to suffer.

Putty, which has held steady for many months, is revised during the week, to-day's prices being advanced over \$1 per 100 pounds. Freight differentials, which also affect white lead in oil, account for 5c of the advance, and a differential has been named on some sizes of containers.

Turpentine has advanced 5c per gallon in some quarters. The steady tone of Southern markets with increased difficulty in laying down, are factors. Rumors of an embargo on the shipment of turpentine to Canada have been received, but this is interpreted as meaning that it may be necessary to secure licenses for its import. No definite word is available, but prohibition of supplies is not looked for.

Galvanized sheets have advanced \$1 per 100 pounds, and quotations generally are now pretty well standardized. Some shipments have been received, but the situation is really a little more difficult.

Higher prices amounting to at least 1c per pound on oakum would not come as any great surprise. The demand is good and supplies none too liberal. Horse clippers show an increase in price during the week, and barn door hangers and track are sharply higher. Wagon jacks, auto jacks, mounted grindstones, tire savers, saw sets and sad iron handles have all been changed, the new prices providing for advances.

definite accord with the recent tendencies expressed in the columns of **HARDWARE AND METAL**. Cotton rope and twines are firmer and sash cord is affected also. Valves, warehouse trucks, bolt clippers, builders' hardware, stove pipes and elbows, axe, maul, hammer and hatchet handles are revised to higher levels. Stevens' firearms are up 10 per cent. Picture wire advanced and there is a reported scarcity of brooms that is becoming more acute. Ingot tin is still declining and in freer supply, while lead is very scarce. It is expected that changes will continue to be in evidence on many lines.

Hood Covers Increased; Flag Holders Declined

Montreal.

AUTO ACCESSORIES.—A very considerable advance of around thirty per cent. is announced for hood covers. The list is a long one and the change applies to the various lines of covers for various makes of cars. A decline is recorded for flag holders for cars with flags inserted and the price of holders to the trade with the five silk flags is reduced to 54c each, and for the holders only to 27c each.

Lumbering Tools Will Advance; Snow Shovels

Montreal.

SNOW SHOVELS, LUMBERING TOOLS.—An advance is already in effect on Victor snow shovels, which makes the new prices about 10 per cent. over the old quotations. An advance will also shortly be effected for lumbering tools through a revision of both list and discounts, although it is not clear at this time what the increases will approximate.

Picture Wire Advances; Padlock Prices Quoted

Montreal.

PICTURE WIRE, PADLOCKS.—Advances for picture wire make the following new prices operative at once: 25 yards No. 1, \$1.75; No. 2, \$2.35; No. 3, \$3, and No. 4, \$3.80. In the 25-foot sizes the corresponding prices are: No. 1, 80c; No. 2, 90c; No. 3, \$1.15, and No. 4, \$1.35. Yale and Towne padlocks are selling as follows for some of the prominent numbers: No. 805, \$13.20; No. 813, \$14.70; No. 823, \$16.20, and No. 833, \$18.40 per dozen.

MONTREAL MARKETS

MONTREAL, September 12.—Price changes are more numerous than ever and among the advances made are those for snow shovels, horse shoes, lamp chimneys, coffee mills, food choppers and greases. One of the most notable advances is that for wares of all kinds and this is in

Revised Prices On Handles, Guns, Rifles

Montreal.

HANDLES, GUNS, RIFLES.—The price of handles is being revised frequently and this week some new changes are made on axe and sledge, maul and hammer handles. Sample prices are as follows: 26-inch oak axe handles, octagon shape, dozen, \$2; 36-inch, ash, \$3.55; 36-inch, hickory, \$3.60. Pick handles, 36-inch, No. 1, \$4.35; maul handles, \$3.11 per dozen. Hammer and hatchet, 12-inch to 14-inch, \$1.06, and 18-inch, \$1.34 per dozen. Stevens Firearms Co. announce an advance for their line of guns and rifles, effective Sept. 10, of 10 per cent.

Builders' Hardware And Bolt Clippers Go Up

Montreal.

BUILDERS' HARDWARE, BOLT CLIPPERS.—Increases in the price of builders' hardware are announced and this is equal to a net advance of 5 per cent. It applies to most lines with the exception of cheaper grades of rim locks and lock sets, and also excluding pottery knobs, which remain on the old basis. Easy and New Easy bolt clippers are also higher, the advance on these amounting to 10 per cent.

Trucks Much Higher; Faucets, Choppers, Mills

Montreal.

VARIOUS LINES.—There is an advance in the price of various lines made by the Enterprise Mfg. Co., including their make of food choppers, coffee and spice mills, faucets, stuffers, etc. This will amount to about 10 per cent. Various lines of warehouse trucks are marked up and this advance is very considerable, some lines increasing as much as 50 per cent. over old prices.

Horse Shoes Advance; Lamp Glasses And Valves

Montreal.

HORSESHOES, CHIMNEYS, VALVES.—Among the advances made this week is one of fifty cents per keg in the price of horseshoes and the increased quotations will be found elsewhere. Lamp chimneys have increased approximately 12½ per cent. Some lines of valves are higher also, Jenkins now being 10 per cent. above list; Standard, 20 per cent. off, and Jenkins' disc 5 per cent. advance on list.

Stove Pipe Elbows And Stove Pipe Go Higher

Montreal.

STOVE PIPE AND ELBOWS.—Advances are made in the price of nested and other stove pipe and also in stove pipe elbows. The new price on 7-inch elbows is \$2.50 per dozen and on nested pipe, 7-inch, \$23.87 per 100 lengths.

Greases Have Risen In Price Somewhat

Montreal.

GREASES.—Advances for axle and cup greases, while not large, indicate a rising market for various items entering into their manufacture. Mica axle grease is now selling as follows: Twenty-four 3-lb. pails, \$8.05 per case, 48 1's, \$6.35; 10-lb. pails, \$1.40 each; 12 5's, \$7.75 and 25-lb. pails, \$3 each. Arctic cup grease also is up. Twelve 5's are now \$10.20 per case; Nos. 0, 1 and 2 grades for 36 1's, \$6.30 per case. 25-lb. pails, 13¼c per lb., while Nos. 3, 4 and 5 grade are higher in relative proportion.

GLASS MAY BE HIGHER

"If it were not for the fact that present stocks of glass in Montreal were rather on the heavy side, considering the demand, there is no question that prices to the trade would be much higher. As a matter of fact we are to-day selling some glass at prices less than it will cost us to lay the same down."

This statement from a large importer of glass in Montreal, made to **HARDWARE AND METAL**, indicates the position that glass has assumed of recent weeks. In addition to the foregoing statement is the following, which shows that the time has apparently come when new prices will be named.

"Some jobbers' stocks are now getting into such shape that they feel they should and must have more money for glass. With the whole situation as confronting them regarding the replacement of stocks calling for much higher buying costs, they will immediately consider the necessity of asking the trade for more money."

"At present there is not a heavy demand for glass from trade sources. This is one of the factors which has kept the price down. The demand has been heavy from the military hospitals and other Government buildings that are being erected. Dealers have not been carrying anything like the stocks which they did in normal times."

Coal Oil Steady; Gasoline is Scarcer

Montreal.

COAL OIL, GASOLINE.—The market for coal oil is widening, with days shorter and the necessity for using illumination therefore greater. There are still a great many oil stoves in use in the city and these account for a steady trade in coal oil which still sells at 19c for Royalite, 22c per gallon for Palacine and Electrolite. Gasoline sales have ruled heavy for a long time and the use of this is so great that local stocks are growing appreciably less. Price remains steady at 34c for motor grade.

Stoves And Heaters Sell on New Basis

Montreal.

STOVES, HEATERS, RANGES.—Interest in the purchase of stoves and ranges for the coming season is sufficiently good to absorb a fair amount of the available supplies which the manufacturers have been able to lay up against this demand. The markets are steady and decidedly firm with firming tendencies the order in all quarters. The outlook is none too promising for maintained stocks to meet heavy trading.

Soft Fibres Advanced; Cotton Ropes Higher

Montreal.

ROPE AND CORDAGE.—Advances are again being made in the States for soft fibres and it is expected that these changes will be reflected here in the immediate future. The prices have also gone higher on cotton ropes and while these are within the range quoted elsewhere the market is firming. There have been somewhat easier hemp tendencies in the States, but the increased freights about even these up on local basis. Pure manila is still at 39c base; British manila 33c and sisal 27½c per pound.

Cast Steel Lower, 21C; Iron Bars Move Steadily

Montreal.

STEEL AND IRON.—The only change of the week is that in the price one jobber has on Black Diamond cast steel and this revision brings the price to 21c base. Of both steel and iron there continues to be a seasonably good movement on both city and country account and as yet no marked difficulty is reported in the matter of stocks.

Common bar iron, per 100 lbs.	\$ 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb. ...	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 21

Sheet Markets Active With Quotations Held

Montreal.

STEEL SHEETS.—There is not a great deal of new interest in this market. There is a good movement, notwithstanding, as far as supplies will permit. Gradually, there is a depletion of some gauges and as time passes stocks cannot be as readily replenished as they might be a few months ago. There are no changes for the week and any that transpire will be of an advancing nature.

BLACK SHEETS—

	Per 100 lbs.
10 gauge	\$ 75 \$ 75-\$11 50
12 gauge	9 75 9 65-11 00
14 gauge	8 25 9 00-7 95
16 gauge	8 35 9 15-8 00
18-20 gauge	8 60 9 25-8 05
22-24 gauge	8 75 9 60-8 10
26 gauge	9 70 9 75-8 15
28 gauge	9 90-8 25

GALVANIZED SHEETS—

10 3/4 oz.	\$10 00	\$10 50-\$10 75
28 gauge	10 20	10 25-10 40
26 gauge	9 90	10 00-10 10
22 and 24 gauge		9 75-9 90
20 gauge		9 60-9 70
18 gauge		9 45-9 70
16 gauge		9 35-9 55

NOTE.—These prices are for full bundles, an extra charge of 25c per 100 lbs. is made for broken lots.

Tea Lead Weaker; Old Rubbers, Too

Montreal.

OLD MATERIAL.—The market continues quieter than it was expected a short time ago it would rule by this date. There is a steady and good demand for iron scrap, of course, and this will perhaps continue through the season. Old rubbers are easier and the quoted price this week is 7 1/4c. Tea lead is easier and yellow brass and heavy copper are on an easier price basis, as shown below:

Tea lead	0 05	0 05 3/4
Heavy lead pipe		0 07 1/2
Yellow brass		0 13 1/2
Red brass		0 23 1/2
Light brass		0 08
Scrap zinc	0 06 1/2	0 06 3/4
Heavy copper	0 24	0 24 1/2
Wrought iron, No. 1, per gr. ton	26 00	27 00
No. 1 machinery cast	38 00	40 00
Heavy melting steel	22 00	23 00
Pipe scrap	18 00	20 00
Stove plate, per ton	26 00	28 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes		0 07 1/4
Overshoes, lumbermen's rubber boots		0 05
Bicycle tires	0 04 1/2	0 05
Automobile tires	0 04 3/4	0 05

Rather Quiet in Lead Products

Montreal.

LEAD PRODUCTS.—There is not a great deal of improvement as yet in the manufactured lead products lines. These are moving out in just fair volume and in consideration of the light trading there is ample stock to meet the requirements. Prices are without change.

Lead pipe, lb.	0 15
Lead waste pipe, lb.	0 16
Lead traps and bends	Net. list
Lead wool, lb.	0 14
Lead sheets, 2 1/2 lb. s. ft., lb.	0 14 1/2
Lead sheets, 3 to 3 1/2 lbs. sq. ft., lb.	0 14 1/4
Lead sheets, 4 to 9 lbs. sq. ft., lb.	0 13 1/2
Cut sheets 3/4 c lb. extra, and cut sheets to size, 1 c lb. extra.	
Solder (guaranteed)	0 60
Solder, strictly, lb.	0 55
Solder, commercial, lb.	0 50 3/4
Solder, wiping, lb.	0 50 3/4
Solder wire (8 gauge)—	
40-60	0 57
45-55	0 62
Zinc sheets, casks	
Do., broken lots	

Wire Products And Nails Steady; Unchanged

Montreal.

WIRE AND NAILS.—There is a steady and good demand for wire nails which still are selling on an unchanged basis of \$5.35 per keg. Cut nails are quiet and uninteresting at \$5.60 base.

Smooth steel wire is rather on the quiet order and the price holds firmly at \$6.25 per 100 pounds base.

Wares Are Revised To Record High Levels

Montreal.

WARES.—There is interest in the announcement of new discounts on the various lines of enamelware, sheet iron, stamped and other wares, and these will be found in the current quotation lists elsewhere. The same are effective as from September 5 and these advances are in accord with the recent tendencies presaged in the market reports of **HARDWARE AND METAL**. The list is quite complete, covering as it does all lines of enamelled ware, stamped, retinned, galvanized and japanned goods.

Ingot Tin Weakening; Hard to Get Pig Lead

Montreal.

INGOT METALS.—Interest centres still around tin. It is not of the ordinary interest either for there is a daily decline of limited proportions which is taken to mean that prices will one of these days be fixed by the British Government. Lead is scarce.

TORONTO MARKETS

TORONTO, September 12.—Sharp advances in cotton goods have been made during the week, sash cord, cotton rope, cotton clothes lines, awning cord and wrapping twine all being affected. Full details are also available on advances made in enamelware, tinware and kindred lines, the increase generally amounting to around 10 per cent. Horse clippers are higher and an important change has been made in barn door hangers and track which provides for increased prices. Mounted grindstones, wagon jacks, tire savers, iron handles and saw sets are other items to go higher while galvanized sheets are up \$1.00 per 100 pounds.

Business is good, all Fall lines moving forward freely.

Sash Cord, Awning Cord, Wrapping Twine Advance

Toronto.

SASH CORD, AWNING CORD, WRAPPING TWINE.—Advances in various manufactured cotton lines have been made during the week in line with tendencies outlined in **HARDWARE AND METAL** last week. These new prices came a little sooner than generally expected but in view of situation in raw cotton market are considered justified.

Sash cord has gone up 5 cents per pound, making to-day's quotations read as follows: No. 6, 77c per pound; No. 7, 76c; No. 8 and larger, 75c.

New prices issued on awning cord are for white, No. 3 1/2, \$2.20-\$2.25 dozen;

COPPER.—There is sufficient copper, it appears, for essential war purposes. In view of the fact that most of it is used in some essential work there is not a great deal of outside activity. Local quotations remain at 30-31c per pound.

TIN.—London prices are declining from day to day and it is freely anticipated that there will be a day soon now when the bottom will be reached and the price fixed. Locally, spot trading is carried on at 98c to \$1, but future business will be accepted subject to import permission at 89 to 90c per pound.

SPELTER.—There is a firm undertone and while there has been some trading among manipulators in the States there is not much supply to trade with. Local prices still are quoted at 10 1/2 to 10 3/4c per pound.

LEAD.—The production of lead is not up to requirements, even for government needs. This results in a short supply therefore for the trade and the position is firm with local prices 10 1/2 to 10 3/4c per pound.

ANTIMONY.—Interest in this is not marked in any respect and the local price remains steady at 15 to 16c per pound.

ALUMINUM.—What trading there is in this might be considered small and the price basis still holds at 50-55c per pound, according to quantity.

No. 4, \$3.50-\$3.55; No. 4 1/2, \$4.85-\$4.90; drab is quoted at \$2.70 for No. 3 1/2, \$4.00 for No. 4 and \$5.40 for No. 4 1/2.

Cotton wrapping twine is also up and prices now named on balls in 5-pound bags and cones show a differential. Prices on 3-ply in 5-pound bags are 80 3/4c per pound; 4-ply, 85c; 3-ply twine in cones is quoted at 77c and 4-ply at 81 1/4c per pound.

Clothes Lines Up; Cotton Rope Follows Suit

Toronto.

CLOTHES LINES, COTTON ROPE.—The manufactured cotton goods are incomplete without clothes lines and cotton rope and in line with changes made in other products, these two items have also gone up.

Cotton clothes lines are now selling to the trade as follows: 30-foot, \$2.60 dozen; 40-foot, \$3.20; 48-foot, \$3.85; 60-foot, \$4.80; 72-foot, \$5.80. Cotton rope is quoted at 81 1/4-82c per pound for 1/2-inch; 80 3/4-81c for 5/32 inch; 77 1/2c for 3/16-inch, and 76 1/4c for 1/4-inch and larger.

Barn Door Hangers and Track Go Higher

Toronto.

BARN DOOR HANGERS, TRACK.—Conditions in the steel and iron markets are such that manufacturers using these commodities are being forced to revise prices on goods of their output upwards constantly. Scarcity of materials and

mounting labor costs are the main factors contributing to increases.

During the week an advance in R. W. barn door hangers and track has been made, new prices showing a substantial gain over previous figures. To-day's quotations on some of the more familiar numbers of hangers are: No. 321, \$18.75 dozen pairs; No. 21, \$17.50; No. 534, \$17.50; No. 544, \$16.25; No. 545, \$12.50; No. 843, \$11.25. Track No. 31 is selling at \$20.00 and No. 543 at \$13.75 per 100 feet.

Prices on Sprayers for Spring Again Revised

Toronto.

SPRAYERS.—Prices on sprayers for Spring, given last week in these columns, had been figured on the wrong basis and the manufacturers announce correct prices as follows: Sturdy, \$6.50 each; Crown, \$8.00 dozen; Gem, \$5.50 dozen; Deluge, tin tank, \$5.50 dozen; Misty No. 1, \$5.50 dozen; No. 2, \$6.00 dozen. Orders are now being booked on this basis for Spring shipment to take April 1 dating.

Wagon, Auto Jacks Advance; Saw Handles

Toronto.

WAGON JACKS, AUTO JACKS, SAW HANDLES.—Higher prices have been named on wagon jacks during the week. Conditions in the steel markets as outlined above extend to this line and prices on the R. W. line No. 1 are \$1.30; No. 2, \$1.65, and No. 3, \$2.50 each.

Crackerjack auto jacks are another line to reach a higher price level, these being quoted to-day at \$1.55 each. Simonds X-cut saw handles at 80c per pair are also advanced in price.

New Prices Named on Horse Clippers

Toronto.

HORSE CLIPPERS.—New prices have been named on hand horse clippers of various kinds during the week. These provide for advances in each instance and under existing scarcity of raw materials with high manufacturing costs are looked upon as nominal. The Newmarket to-day is selling to the trade at \$2.75 each; the Grand, ball-bearing, at \$2.35; Goodwood at \$2.20; No. 129 at \$2.60; No. 159 at \$3.15 and No. 179 at \$2.15.

Mounted Grindstones Change; Tire Savers

Toronto.

MOUNTED GRINDSTONES, TIRE SAVERS.—Mounted grindstones which have held unchanged for some little time past are again in the limelight with an advance of over 10 per cent. this week. The No. 300 formerly quoted at \$6.25 has advanced to \$7.00 each and to-day's price on No. 400 is \$7.80 each.

A change has become effective on tire savers and to-day's selling price, representing an advance, for the No. 501 is \$3.70 per set.

Further Changes in Roofings; All Higher

Toronto.

ROOFINGS.—Further changes in ready roofings have been made and quotations now being made on Amatite are \$2.65 per square. Panamoid 1-ply is up to \$1.75; 2-ply, \$2.00; 3-ply, \$2.25 per square; Amazon is up 10c per square, making to-day's prices read for 1-ply \$2.05; 2-ply, \$2.35, and 3-ply \$2.65; the advance on Everlastic is 15c, quotations on 1-ply now reading \$1.80; 2-ply, \$2.10, and 3-ply \$2.40 per square.

Sad Iron Handles, Saw Sets Revised; Peavies

Toronto.

IRON HANDLES, SAW SETS, PEAVIES.—A change has been made in prices on sad iron handles, Potts' now selling at \$1.65 per dozen; the Improved at \$1.85 and No. 10 Universal at \$1.90. These all provide for increases.

FREIGHT DIFFERENTIALS ON PUTTY

Freight differentials on putty applying to the various centres of Canada are as follows. These freight differentials as given herewith, when added to the Montreal prices published elsewhere, will give the costs at these centres:

	Advance over Montreal Per Cwt.
Toronto and Hamilton	30c
Ottawa	20c
London and Windsor	40c
Halifax, St. John, Moncton, Yarmouth	35c
Winnipeg	90c
Calgary and Edmonton	\$1.80
Regina	1.55
Saskatoon	1.65
Vancouver and Victoria	1.10

The advance to Vancouver and Victoria is less than to other far western points in accordance with the usual preferred arrangement.

Saw sets are also up this week, the Perfect No. 1 selling at \$10.50 and No. 3 at \$13.13 per dozen.

A change upward in peavies and cant hooks is looked for. The outlook in regard to handles is difficult and other raw materials are very hard to secure, factors entering into a consideration of increases in these lines.

Picture Wire Reaches Higher Levels; Chimneys

Toronto.

PICTURE WIRE, LAMP CHIMNEYS.—Tinned picture wire has gone higher, the 18-yard packages selling at following prices: No. 0, 95c dozen; No. 1, \$1.40; No. 2, \$1.95; No. 3, \$2.50; 18-foot packages are quoted as follows: No. 0, 45c dozen; No. 1, 60c; No. 2, 75c; No. 3, 90c.

Lamp chimneys have undergone revision upward, all lines being affected but new net prices were not available.

Union calipers show an advance of about 5 per cent. during the week.

Stove Pipes, Elbows Go Up; Thimbles, Too

Toronto.

STOVE PIPES, ELBOWS, THIMBLES.—In line with other sheet metal goods and following a recent advance in Canada plate, stove-pipe prices have been revised and quotations are now being made at list plus 75 per cent. Net prices on the patent pipes figured on this basis are 6-inch, \$22.28; 7-inch, \$23.87 per 100 lengths.

Stove pipe elbows, regular, are quoted at \$2.73 for the 6-inch and \$3.06 per dozen for the 7-inch; the light 6-inch are selling at \$2.30, and 7-inch at \$2.50 per dozen.

Asbestos fire-proof thimbles have been revised as well, the 7 x 8-inch now being advanced to \$13.20; 7 x 10-inch to \$14.40 and 7 x 12-inch to \$15.60 per dozen.

Oil Heaters, Stoves Also Reach Higher Levels

Toronto.

OIL HEATERS, STOVES.—A change in oil heaters and stoves has been made, the Hot Blast now selling at a discount of 10 per cent. immediately effective.

Effective September 15, an advance in Perfection oil heaters has been made, the No. 525 being listed at \$7.00 each, No. 530 at \$8.25 and No. 630 at \$10.25, subject to a discount of 25 per cent. Perfection oil stoves No. 32, 2 burners, takes a new list of \$18.75 each; No. 33, 3 burners, \$24.25, and No. 34, 4-burner, \$30.75, subject to a discount of 25 per cent. Orders are being accepted on this basis for shipment up to March, and freight is allowed on shipments containing 24.

Advances Made in Enamel and Tinwares, etc.

Toronto.

WARES, STOVES.—The long deferred advance in enamelware, tinware, japanned ware and galvanized ware has become effective and ranges around 10 per cent. in all lines. Colonial, Imperial and Pearl ware now sells at a discount of 27½ per cent., while Premier, Canada and Diamond ware now sells at net list. Stamped ware, plain, is now quoted at 45 per cent. from list and retinned at 40 per cent.; pieced ware, ordinary, has undergone a big change from list plus 30 per cent. to list plus 50 per cent. Light galvanized pails and tubs are quoted at list plus 30 per cent. and the heavy at list plus 20 per cent. Copper goods are unchanged and nickel plated ware is quoted at 50 per cent. discount from list. Full details appear in current market quotations.

The situation in respect to stoves and ranges shows little or no change, but a revision in freight allowances has been made. Quotations are now made with freight equalized on foundry points only and the former allowance up to 50c per 100 pounds is eliminated. Stove prices

for the future will be made f.o.b. warehouse equalized on foundry points.

Oils Move Freely; Gasoline Very Steady

Toronto.

OILS, GASOLINE.—Coal oil continues to go forward in very good quantities and the trade generally is expecting a heavier demand during the next few months. Prices are holding firmly at unchanged levels from 18c to 21c per gallon, according to grade. Gasoline is moving forward freely. There is some talk of price fixing on this line, but no one seems to have definite information along these lines as yet. The quotation of 33c per gallon is held without change.

Oakum May Advance; Waste Very Firm

Toronto.

WASTE, OAKUM.—A revision in prices of oakum seems likely to become effective during the next few days. It is thought an advance of at least 1c per pound will be made and some definite action may develop any day. In the meantime, prices shown in current market quotations rule without change. The demand is good and supplies none too plentiful.

A good movement of waste is reported and the market rules with a very firm undertone. Manufacturers intimate that conditions generally warrant higher price levels, but no action in this direction is looked for in the immediate future.

Twines May Go Higher; Cordage Firm

Toronto.

CORDAGE, TWINES.—There is an indication that higher prices may be reached on soft twines in the very near future. Just what the amount of such change will be is not given out, but the tendency is upward.

Cordage is in a strong market and an improvement in the demand is looked for during the next few weeks. The trade has been pretty quiet for some time past, but greater activity is expected soon. Prices hold without change, pure manila selling at 39c per pound base; British manila at 33c, and sisal at 27½c.

Nails Ruling Firmly; Very Good Movement

Toronto.

NAILS, WIRE.—The market on nails is very strong and prices, though unchanged, are decidedly firm. Wire nails are quoted at a base of \$5.30 per 100 pounds and cut nails sell at \$5.65. The demand shows up very well and the movement is maintained at very satisfactory levels.

Little of interest centres around wire. Smooth steel holds without change at a base price of \$6.25 per 100 pounds.

Iron and Steel Bars Moving Fairly Well

Toronto.

IRON AND STEEL.—Jobbers report a very good movement of iron and steel bars to the retail trade. This is expected to continue with fall trading now at hand and indications are that stocks will be equal to visible demands. Prices are firmly held on all lines at the following figures:

TORONTO—	Per 100 lbs.
Common bar iron	\$ 5 25
Common bar steel	5 50
Refined iron	5 65
Angle base	5 75
Horseshoe iron	5 50
Tire steel	5 70
Mild steel	5 50
Norway iron	11 00
Toe caulk steel	6 25
Sleigh shoe steel	5 50
Band steel, No. 10	5 75
Do., No. 12	6 00
Spring steel	9 50
Mining drill steel	19 00
Sheet cast steel	0 42
Tool steel	0 20

Sheets Go Up \$1.00; Supplies Grow Smaller

Toronto.

SHEETS, PLATES.—A uniform basis of \$11.00 per 100 pounds for 10¼ oz. galvanized sheets has been arrived at, representing an advance in the majority of sources of \$1.00 per 100 pounds. The outlook as regards supplies is little brighter and the situation in a general way seems to be that Canadian manufacturers and jobbers are not classed with the United States industries. Whether Canada can be placed on same basis is still to be determined. However, jobbers here intimate that by strict adherence to regulations governing jobbers in the United States, they have secured some priority shipments and are given to understand that there is some chance of their receiving further supplies. The feeling prevails that the situation is serious and yet hopeful. Range of quotations on black and galvanized today is as follows:

BLACK SHEETS—	Per 100 lbs.
10 gauge	\$10 00
12 gauge	9 60
14 gauge	\$7 95
16 gauge	8 00
18-20 gauge	8 05
22-24 gauge	8 10
26 gauge	8 15
28 gauge	8 25
3-16 inch plate	10 00
¼ inch boiler plate	10 00

Prices shown are for full cases. An extra charge of from 25c to \$1 per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—	Per 100 lbs.
10¼ oz.	11 00
U.S. 28	10 70
U.S. 26	10 40
22 and 24	10 25
18 and 20	10 10
16	9 95
14	9 85

Prices shown are for full cases. An extra charge of from 25c to \$1 per 100 lbs. is made for less than case lots.

Corrugated Sheets Firm; Trough, Cond. Pipe Steady

Toronto.

CORRUGATED SHEETS, EAVE-TROUGH.—The high prices ruling on flat sheets provide a very firm under-

tone to the market on corrugated sheets and other manufactured lines. The prices have held without change on the latter lines, however, though how long present basis can be maintained is uncertain. Quotations on corrugated sheets are given below.

Steadiness under influence of a somewhat better demand marks the situation on eavetrough and conductor pipe. Manufacturers are working on stock made up from lower priced sheets than ruling to-day and so have not changed quotations, but higher levels in the near future would not come as any great surprise. To-day's prices are given in current market quotations.

TORONTO—	Per 100	Sq. Feet
Corrugated Sheets—	Gal'zed	Painted
No. 28 gauge	\$ 9 00	\$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Wrought Pipe Firm; Tubes Unchanged

Toronto.

WROUGHT IRON PIPE, BOILER TUBES.—The position of wrought iron pipe shows little change. Stocks are becoming more depleted all the time, but no further change in prices has been made, figures given in current market quotations still ruling.

Boiler tubes contain no interesting feature during the week, quotations holding without change as follows:

BOILER TUBES—	Cold Drawn	Lapweld
1 inch	\$36 00	\$.....
1¼ inch	40 00	.....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch .....	.....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Registers Sharp Declines; Lead Products

Toronto.

LEAD AND ZINC PRODUCTS.—A sharp decline in quotations on solder has been made in line with tendencies noted a couple of weeks ago in HARDWARE AND METAL, prices being down from five to seven cents per pound. Lower prices on tin with an easier feeling as regards supplies are mainly responsible for this condition, along with the fact that lead is virtually on a set-price basis. Guaranteed solder is now quoted at from 58 to 60c per pound; strictly from 54 to 58c; commercial from 47 to 49c; wiping from 46 to 48c, and wire at 56c, though some higher prices prevail on the last three lines as noted below.

Manufactured lead products remain steady and no immediate change is looked for in these items as long as pig lead holds in its present stabilized state. Range of quotations is given herewith:

Lead pipe, lb.	0 15
Lead waste pipe, lb.	0 16
Lead traps and bends	Net list
Lead wool, lb.	0 15½ 0 16

Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 13¼	0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.	0 12½	0 13
Cut sheets, ¼c. lb. extra and cut sheets to size, 1c. lb. extra.		
Solder, guaranteed, lb.	0 58	0 60
Solder, strictly, lb.	0 54	0 58
Solder, commercial, lb.	0 47	0 51
Solder, wiping, lb.	0 46	0 55
Solder, wire, lb.	0 56	0 70
Zinc sheets, per lb.	0 26	

Old Materials Unchanged; Domestic Trade Light

Toronto.

OLD MATERIALS.—Domestic trade is light in old materials and there have been no particularly interesting developments in the market for some time past. Buying prices show no change as noted herewith:

Dealers' Buying Prices—		
Tea lead	\$0 05¼	....
Heavy lead pipe		0 08
Yellow brass	0 12	0 13
Red brass		0 21
Light brass		0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 22	0 23
Stove plate, per ton	25 00	
Old cast iron, per ton	30 00	
Overshoes, trimmed Arctics		0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....
Per gross ton.		
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues		12 00
No. 1 busheling	16 00	17 00
No. 2 busheling		12 00
Country mixed scrap		16 00

Tin Weakens; Lead, Spelter Held Firmly

Toronto.

INGOT METALS.—A weaker feeling prevails in tin, an improvement in supplies available being noted and primary points recording steady declines, apparently in anticipation of price fixing. Spelter is quiet locally but very firm at outside points. Lead holds without change and antimony is in light demand.

COPPER.—Indications are that producers are able to supply the require-

ments of the government, but there is little available for outside use. However, practically all is wanted for war work of some kind and little uneasiness in regular channels of trade is noted owing to short supply. Prices remain around 30-32c per pound.

TIN.—A weaker feeling is noticeable in this market and no quotations higher than \$1.05 per pound are heard of with some even lower hinted at. Price fixing seems imminent and primary points are declining steadily. Supplies locally seem somewhat easier and even lower price levels may be reached.

SPELTER.—Outside markets are firmer under pressure of heavy demand and apparently limited supply. The situation locally, however, is rather quiet and no change from the 11c per pound price has been made.

LEAD.—The market is ruling firm, but the agreed price of the producers is being held and this stabilizes the market, the question of supply and demand not proving a factor to change prices. Locally quotations hold at 10½ to 11c per pound.

ALUMINUM.—Government requirements continue to absorb supplies and quotations hold unchanged at the nominal figure of 50c per pound.

ANTIMONY.—The demand seems to have eased off somewhat and interest as a consequence lags somewhat. Price holds unchanged at 18c per pound.

PIG IRON.—Production in the States during the three summer months was maintained at a higher level than usual and is expected to improve materially with the coming of cooler weather. Government needs continue to absorb the bulk of the output but the switching of furnaces may result in greater supplies of pig with an easing of the tension somewhat commercially. Results will not be immediate, it is thought, but may work out in a few weeks' time.

LONDON MARKETS

LONDON, September 12. — Very many important changes affecting the hardware trade have been put into effect here during the week. Genuine Stillson and Trimo wrenches are higher and the full range of Carborundum sharpening stones shows a very substantial gain. Solid sash weights are up 25 cents per hundred pounds and new prices have been issued on mounted grindstones and kitchen grindstones. Barn door hangers and track are also revised, along with wagon jacks and auto jacks. Lamp chimneys is another line to go to higher levels and an advance of 50 cents per hundred pounds has been made in horse shoes. Perforated chair seats, stove boards, leather soles, sash cord, sweat pads, horse clippers, and stove pipe elbows are all following the upward trend in new prices issued. A sharp decline has been recorded in solder amounting to 8 cents per pound.

Business continues very brisk and retail stores here this week are paying

special attention to window trimming and conducting special sales during the Western fair. Several merchants have exhibits of many lines taken from their stocks.

Stove Boards Revised; Stove Pipe Elbows Up

London.

STOVE BOARDS, STOVE PIPE ELBOWS.—In line with practically all lines turned out by the various sheet metal manufacturing firms, stove boards have gone to a higher level of prices, the Elite, wood lined, now being quoted at a discount of 30 and 10 per cent. off the list. Stove pipe elbows are also on the upward trend, the light pattern now selling for the 6 in. at \$2.30 per dozen and for the 7 in. \$2.50 per dozen. The new discounts on all wares appear in the current market quotations and generally may be said to show about a 10 per cent. increase.

Sash Weights Up 25c; Horse Shoes Up 50c

London.

SASH WEIGHTS, HORSE SHOES.—An advance of 25 cents per hundred has been made in solid sash weights, which brings quotations to-day up to \$4.25 per hundred pounds. There has been no change in the sectional, both the half pound and one pound holding steadily at \$5.50 per hundred pounds. Horse shoes have gone up 50 cents per hundred pounds during the week, and new prices which are being named to the trade to-day are for the light iron No. 2 and larger, \$7.25 per hundred pounds, and No. 1 and smaller, \$7.50. The light steel No. 2 and larger are quoted at \$7.70, and No. 1 and smaller \$7.95 per hundred pounds.

Sharpening Stones, Razor Hones, Other Lines Higher

London.

SHARPENING STONES. — Revised lists have been issued on Carborundum stones which represents an advance in practically their entire line of products. The range of goods includes sharpening stones, combination stones, slip stones, razor hones, knife sharpeners, kitchen stones, pocket stones, axe stones, Carborundum files. The new list of best sellers in sharpening stones herewith are subject to a discount of 15 per cent.

Sharpening Stones—List, each: No. 115, \$1.50; No. 116, \$1.50; No. 117, \$1.50; No. 118, \$1.25; No. 119, \$1.25; No. 120, \$1.25; No. 121, \$1; No. 122, \$1; No. 123, \$1; No. 124, 80c; No. 125, 80c; No. 126, 80c; No. 131, 60c; No. 133, \$1.25; No. 134, \$1.25; No. 142, 60c.

Combination Stones—No. 107, \$1.50; No. 109, \$1.25; No. 110, \$1.50.

Discount 15%.

Slip Stones—No. 174, \$1 each; No. 177, 60c; No. 178, 60c; No. 181, 75c.

Razor Hones—No. 101, \$1.75 each; No. 101A, \$1.25; No. 102, 60c; No. 103, \$1.

Knife Sharpeners—No. 76, 40c each.

Kitchen Stones—No. 330, 35c each.

Pocket Stones—No. 149, 25c each.

Seythe Stones—No. 191, \$3.60 doz.; No. 192, \$3.60.

Carbo Axe Stones—No. 193, 30c list, each; No. 194, 40c; No. 195, 40c; No. 196, 50c.

Carbo File—No. 57, \$1 each.

Less 15 per cent.

Advance In Butts; Butter Ladles, Too

London.

BUTTS, BUTTER LADLES. — New prices have been named on parliament butts, which represent an advance over previous figures. Quotations which are now being made for either right or left hand are as follows: 3 inch \$1.90 per dozen pairs; 4 inch \$2.50; 5 inch \$3.35; 6 inch \$4.25; 7 inch \$5.50. A change in the Anderson wood butter ladles has also become effective and the price of \$1.75 per dozen represents an advance over previous figures.

Lamp Chimneys Go Higher; Half Soles Lower

London.

LAMP CHIMNEYS, LEATHER SOLES.—Higher levels have been reached in lamp chimneys during the week and the new prices now prevailing are as follows: No. O, 6 doz. to the case, \$7.50

per case; No. A, 8 doz. to the case, \$9.40 per case; No. B, 6 doz. to the case, \$8.00 per case. The B engraved chimneys are selling at \$2.00 per dozen. Rochester chimneys, No. 2, at \$1.85 per dozen, and the Electric Slim No. 2 at \$1.85 per dozen, are both selling at higher levels. A decline in man's leather soles approximating 5 per cent. has been made. This is attributed to the fact that manufacturers have curtailed sizes to some extent in an endeavor to conserve leather supplies. The No. 121 at \$4.00 per dozen pairs, No. 122 at \$3.80 and the No. 123 at \$3.60 are representative of the new prices prevailing. Women's and boy's soles remain unchanged.

Barn Door Hangers and Track in Stiff Advance

London.

BARN DOOR HANGERS.—An important change in barn door hangers has been made and quotations on both the hangers and the track now prevailing show substantial gains. Quotations on the Richards-Wilcox line now given out on barn door hangers are as follows: No. 544, \$15.40; No. 545, \$12.00; No. 542A, \$13.00; No. 543, \$16.75; No. 843, \$10.80; No. 021, \$10.80; No. 20, \$16.75; No. 21, \$16.75; No. 321, \$18.00 per dozen pairs. Quotations now prevailing on R. W. barn door track are given out as follows: Track for No. 543 hangers, 13c a foot; No. 542A, 11c; No. 021, No. 21, No. 20, No. 321, 19c. Brackets for same, \$1.80 per dozen.

Tire Savers, Carriers, Auto Jacks Go Higher

London.

TIRE SAVERS, CARRIERS, AUTO JACKS.—Automobile accessories are not free from the list of lines to advance and a change has been made this week in tire savers, tire carriers and auto jacks. Tire savers, No. 501, are being quoted at \$4.31 per set. The R.-W. Ford tire carriers are now selling up to \$4.50 each. Automobile jacks No. 100 Crackerjack are now quoted at \$1.80 each. Wizard wrenches No. 165 at \$19.25 per dozen, and Shark wrenches at \$14.40 per dozen have also gone to higher levels.

Chair Seats Are Higher; Sprayers, Roofing Caps Up

London.

CHAIR SEATS, SPRAYERS.—New prices have been named on perforated chair seats. To-day's quotations represent an advance over previous figures, the square, round, crown diner and ball top in 14 inch selling at \$1.50; 15 inch, \$1.75, and 16 inch, \$2.00 per dozen. Glass jar sprayers have advanced \$1.00 per dozen and these are now being quoted at \$8.00 per dozen. A change has been made in tin roofing caps which show an increase over former quotations, the new price on 100 lb. bags being 11½c per pound, and in smaller quantities 12c per pound.

Mounted Grindstones Up; Wagon Jacks Revised

London.

MOUNTED GRINDSTONES, WAGON

JACKS.—The situation in steel and iron is being reflected from day to day in new prices issued by the various manufacturers who have to deal in these commodities. This is further borne out this week in an advance in mounted grindstones. The No. 300 angle steel frame is now being quoted at \$6.82 each, and the No. 400 tubular steel frame at \$7.59 each. Kitchen grindstones are also higher, the No. 320, 7 inch, selling at \$19.20 per dozen. Wagon jacks are another line affected by scarcity of material and high manufacturing cost, the No. 528 x 1 selling at \$14.40, and No. 528 x 2 selling at \$17.75 per dozen. The No. 228 x 3 are now quoted at \$27.60 per dozen, all of these prices representing advances.

Sash Cord Up 5c Pound; Cordage is Unchanged

London.

SASH CORD, CORDAGE.—In line with marked strength of cotton markets an advance has been made in sash cord during the week. New prices provide for an increase of 5c per pound, and this reveals the following selling figures: No. 6, 77c per pound; No. 7, 76c; Nos. 8 to 12, 75c. Cordage is holding very firmly and no change is reported during the week. The tendencies on cotton rope are particularly strong and an advance to higher levels is expected almost daily. A little better demand on all lines is looked for. Quotations to-day range as follows: Pure manila 39c per pound base; British manila, 33c; New Zealand hemp, 33c; sisal, 27½c; cotton 3-16 inch 69c; ¼ inch and larger 68c.

Horse Clippers, Sweatpads Go Up; Nails Steady

London.

HORSE CLIPPERS, SWEAT PADS, NAILS.—An advance in hand horse clippers has been made, the new prices issued on the Handicap being \$1.95 each, and on the Newmarket \$2.70 each. Higher levels have also been reached on yellow sweat pads, and price to-day of \$7.75 per dozen represents a considerable increase over former figures. Nails are moving quite freely and prices show no change. The wire are still quoted at \$5.30 base per 100 pounds and the cut are maintained at \$5.60. The discount of 60 per cent. from the miscellaneous list shows no change.

New Discount on Pipe Wrenches; Alarm Clocks

London.

WRENCHES, CLOCKS.—Discounts on the genuine Stillson and Trimo wrenches have been revised and both lines are now quoted at 45 per cent. from list. The lists for the above are given as follows: 6 inch, \$2; 8 inch, \$2.25; 10 inch, \$2.50; 14 inch, \$3.50; 18 inch, \$5; 24 inch, \$7.25, and 36 inch, \$13.50 each. The Sleepmeter alarm clocks have registered a substantial advance. The new selling price to the trade is \$2 each, which is advanced from \$1.65. There has been no change made on other lines of clocks, the Good-Morning selling at

\$1.15 each, the Lookout at \$1.50 each, the Big Ben and Baby Ben each being quoted at \$2.92 each.

Solder Declines 8c lb.; Stove Polish Up

London.

SOLDER, STOVE POLISH, WEATHER STRIP.—A decided reduction in the price of solder has been made during the week. This provides for a drop of 8 cents per pound, and is thought to be due to the easier feeling in the tin market. The fact that the prices on lead are now agreed upon and will show little variation is also considered a factor in this move. The present prices on half and half is 60 cents per pound, and the wire is selling at 64 cents per pound. Stove polish is another line to go to higher levels and the Non-Such liquid in bottles is now being quoted at \$1.40 per dozen. A very good demand for weather strip is expected to develop in the near future and prices hold without change. The Swan hardwood is selling at 75 cents per set; the Frost King at \$4.40 per dozen packages, and the wood and felt is quoted at 60 per cent. discount from list.

Alabastine Differential Changed; Lead in Oil, Too

London.

ALABASTINE, WHITE LEAD IN OIL.—There has been a change in the differential on Alabastine. This affects the 2½ pound package which is now quoted at 50 cents per case of 100 pounds over prices applying on 5 pound packages, or \$8.90 per 100 pounds. This represents an increase of 30 cents in this size, 5 pound packages holding at \$8.40 per 100 pounds. White lead in oil shows no change, and although some activity is manifest this is by no means great. The pure in ton lots is quoted at \$17.90 per 100 pounds and in smaller quantities \$18.25 per hundred pounds, a change of 10c in the freight differential being noticeable. The pure Elephant is quoted at \$18.40 per 100 pounds in ton lots, and \$18.75 in less than ton lots.

Turpentine Goes Up 5c; Linseed Oil Steady

London.

TURPENTINE, LINSEED OIL.—An advance of 5 cents per gallon has been made in the turpentine. In view of the strength of the markets in the south and the decidedly heavy cost to lay down this change is thought to be justified. One barrel lots are now selling at \$1.00 per Imperial gallon; 2 to 4 barrel lots at 99 cents, and 5 gallon lots at \$1.10 per gallon. There has been no change made in linseed oil. The seed market still continues to fluctuate materially but crushers and jobbers seem content to hold prices at a nominal figure. Quotations are as follows: 1 to 2 bbls, raw, \$2.17, boiled, \$2.20; 3 to 5 bbls., raw, \$2.16, boiled, \$2.19; 6 to 9 bbls., \$2.14, boiled, \$2.17. Less bbls add 10 cents gal.

WINNIPEG MARKETS

WINNIPEG, September 12.—Price changes for the past week are again fairly numerous. Many of the staple lines are affected to include advances on such lines as shovels and scoops, snow shovels, pump rods, horse shoes, Alabastine, snaths, harness hooks, barn door latches and thumb latches. Churns and wrought iron pipe show a slight reduction in some sizes.

Wrought Iron Pipe Undergoes Slight Revision

Winnipeg.

WROUGHT IRON PIPE.—Wrought iron pipe prices show a slight revision during the week. A slight reduction on sizes up to 3-inch is made, while larger sizes remain unchanged. To-day's selling prices are as follows:

Inch	Per 100 ft.	
	Black	Galvanized
1/4	\$ 6.00	\$ 8.35
3/8	6.05	8.45
1/2	7.85	9.60
3/4	9.95	12.30
1	14.70	18.20
1 1/4	20.00	24.70
1 1/2	23.75	29.35
2	32.00	39.50
2 1/2	51.25	63.15
3	66.20	82.60
3 1/2	86.85	.....
4	103.00	.....
4 1/2	118.50	.....
5	138.00	.....
6	179.00	.....

Churns Record Slight Decline; Fair Demand

Winnipeg.

CHURNS.—Prices on churns have undergone a slight revision during the past week and are now quoted by the Winnipeg jobbers at the following figures: No. 0, \$6.75; No. 1, \$6.75; No. 2, \$7.50; No. 3, \$8.25; No. 4, \$9.75; No. 5, \$12.25 each.

Shovels, Spades, Scoops Go to Higher Levels

Winnipeg.

SHOVELS, SPADES, SCOOPS.—In last week's issue of *HARDWARE AND METAL* a further advance in shovels, spades and scoops was predicted and new prices just issued confirm same. Attention is also called to the fact that in future all shovels and scoops will be manufactured in black finish only, so as to release as much labor as possible for other more essential duties. It is intimated that in so doing manufacturers are giving to the public a far better article, as the hard wearing surface of the black shovels is removed in polishing and greatly reduces the wearing qualities.

The difficulty of securing the necessary raw materials together with advanced labor is the main reason for this latest advance which represents an increase of approximately 10 per cent. over former quotations. Snow shovels are also in line with other items and prices on all items are shown herewith:

Plain Back Shove's—Fox or Olds—D.H. Sq. Pt., \$15.05 doz.; D.H. Rd. Pt., \$15.05 doz.; L.H. Sq. Pt., \$15.05 doz.; L.H. Rd. Pt., \$15.05 doz.

Bull Dog or Jones—D.H. Sq. Pt., \$16.30 doz.; D.H. Rd. Pt., \$16.30 doz.; L.H. Sq. Pt., \$16.30 doz.; L.H. Rd. Pt., \$16.30 doz.; Spades, Sq. Pt., \$16.30 doz.

Socket Scoops—Black Cat or Crescent—No. 4, \$19.00; No. 6, \$19.50; No. 8, \$20.00; No. 10, \$20.50 doz.

Moose or Jones—No. 2, \$19.90; No. 4, \$20.40; No. 5, \$20.65; No. 6, \$20.90; No. 8, \$21.40 doz.

Furnace Scoops—No. 3, \$11.00 doz.

Snow Shovels—Moose or Jones No. 50, \$16.50 doz.; King or Jones No. 40, \$13.20; Prince or Jones No. 20, \$9.90 doz.

Scythe Snaths Higher; Pump Rods Go Up

Winnipeg.

SCYTHE, SNATHS, PUMP RODS.—New prices just issued by the manufacturers of scythe snaths again show a slight increase over former prices. These are quoted to-day as follows: Grass snaths, \$13.25 dozen; bush snaths, \$15.00 dozen. Due to the scarcity of raw material prices on pump rods again show further increases, while shipments are reported as normal. To-day's ruling price is as follows:

3/8, 7/16, or 1/2-inch, \$9.00 per 100 lbs.

Linseed Oil Holds Firm; Turpentine Very Strong

Winnipeg.

LINSEED OIL, TURPENTINE.—Linseed oil prices still continue firm at former quotations despite fluctuations in the price of flax seed. Shipments are reported as normal for this season of the year. To-day's ruling prices are as follows:

Raw linseed oil, \$2.30 gallon; boiled in the States are making it very hard to rel lots.

Turpentine prices are holding very firm at present and may be revised at any moment. Stocks are reported as limited, while transportation difficulties in the States are aking it very hard to secure even a limited quantity. Prices now ruling are given herewith. Barrels \$1.10 gallon; 1/2 barrels \$1.13 gallon; 5-gallon lots, \$1.15 gallon; 1-gallon lots, \$1.15 gallon, plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Sept. 12.—The constant reiteration by the War Industries Board of statements of the amount of steel required and the amount likely to be made, showing a large deficit, must not be regarded as suggesting that there is any divergence of view between the board and the steel makers. The latter are fully convinced, and they have been ever since April or May. As noted in last report the board places the requirements for the half-year at not less than 23,000,000 tons, with the list constantly being added to, while it named the prospective production at 17,000,000 tons. That, of course, was on the conservative side. From all appearances at this centre of production, where such matters can be judged close-

Horse Shoes Make Advance of 50c

Winnipeg.

HORSE SHOES.—Due to increased cost of production as well as higher freight rates a further advance has just been received covering horse shoes in both iron and steel. Prices move up 50c per 100 pounds, making to-day's selling prices read as follows:

Iron horse shoes, Nos. 0 and 1, \$8.35; Nos. 2 and larger, \$8.10 100 pounds.

Steel horse shoes, Nos. 0 and 1, \$8.80; Nos. 2 and larger, \$8.55 per 100 pounds.

Snowshoes, Nos. 0 and 1, \$8.60; Nos. 2 and larger, \$8.35 per 100 pounds.

Featherweight, all sizes, \$9.95 per 100 pounds.

Harness Hooks, Latches Make 5% Advance

Winnipeg.

HARNESS HOOKS, LATCHES.—Increased costs have again influenced a further advance in harness hooks, barn door latches and thumb latches, which show an increase of approximately 5 per cent. over former quotations, making to-day's selling price as follows:

Harness hooks—No. 16, \$2.50; No. 18, \$6.25 dozen.

Barn Door Latches—No. 5, \$2.95; No. 8, \$3.20; No. 9, \$5.50 dozen.

Steel Thumb Latches—No. 2J, \$2.30; No. 3J, \$2.95; No. 4J, \$5.25 dozen.

Alabastine Goes Up 75c Per 100 Pounds

Winnipeg.

ALABASTINE.—Prices on Alabastine which have remained firm for the past year, show an increase of 75c per 100 pounds. This is said to be due to increased production costs as well as advanced freight rates and new prices just issued to the trade are as follows:

White and Tints, in full cases, 5-pound packages, \$8.50 per 100 pounds.

White and Tints, in full cases, 2 1/2-pound packages, \$9.25 per 100 pounds.

ly, prospects are that production will be between 18,000,000 and 19,000,000 tons, and it is even possible that the higher figure may, if circumstances prove especially favorable, be exceeded.

The shortage of steel is, as a matter of fact, reflected by the actual conditions in the steel trade as they may readily be observed, the mills being able to furnish at the present time very little steel for purposes not entitled to a high grade of precedence. The supply reaches farther down the list of sequences in some descriptions of steel than in others, and farther with some mills than with others making the same class of product, but there is an effort,

(Continued on page 82)

WEEKLY PAINT DEPARTMENT

Future Is Bright for Live Paint Dealers

Prosperity Ahead For the Firms Who Are Pushing Business, and After the War Everything Will be Easy Sailing—Paint Business Too Big and Too Essential to be Injured by Temporary Conditions

PAINT and varnish are necessary and staple goods for which at all times and under all conditions there is a normal and healthy demand which is only limited by the amount of initiative or proper selling attention shown by the hardware retailer. The paint department in all successful hardware stores is not a "side line," but as prominent and integral a part of the business as canned goods are in a grocery store or as proprietary medicines are in a drug store. The selling campaign for the fall and indoor months is just as vigorous as in the spring and because they go after the business at this time of the year the dealers reap rich returns. Paint sales usually may be measured by the amount of interest the hardware dealer and his clerks take in the business.

JUST AS ENTHUSIASTIC

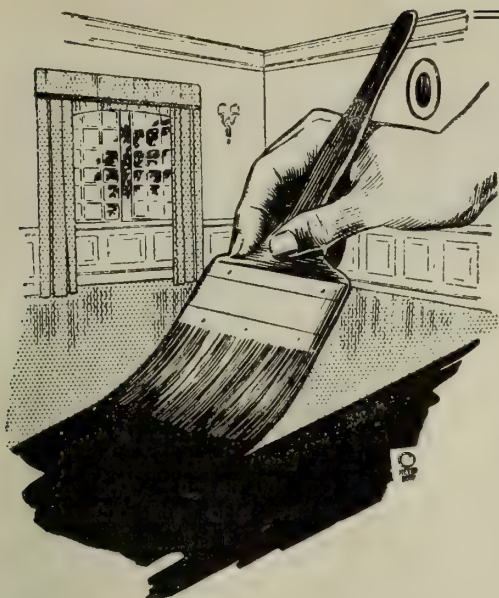
The dealer who has made good money out of handling paints after investing his money in them, and has done this year after year is just as enthusiastic over the paint business to-day as he ever was. He is making just as much money, in fact many dealers are making far more, out of their paint departments since the war than before. They have done this because they never ceased their efforts for a minute. They did not for one moment get the idea that because there was a war on that people would quit painting. On the contrary they went right out after trade on the argument that because a war was raging that there was going to be urgent need of painting and stopping the enormous waste that results through decay and which is easily preventable at small cost by the use of paint. After four years of war they are finding that their arguments were not only amply justified but that the need for conservation of materials of every kind is constantly increasing. People are realizing this and this fall will see as much painting done as ever, in all probability more, because farmers especially have been unusually prosperous and many are planning to paint up buildings and implements which last year they decided might stand over for another season.

PROSPERITY AHEAD

There is absolutely no question about it that there is prosperity ahead for the live wire paint dealer. The hardware man who has pushed a well-known line of paint during the war and has established its prestige in his town and district will have easier sailing than ever when hostilities cease and building activities revive. All those in close touch with this situation predict an unprecedented era of prosperity ahead for Canada, and an advance in building activities that will tax the capacity of manufacturers to keep up with its demands. The live wire dealers are ever on the alert for opportunities to better their connections. The abandonment of one line by another dealer may make the chance that the live wire chap is looking for. There will be plenty of paint business for everybody after the war and the dealers who are on the job now not only have the edge on all those who will have to rebuild their paint department after having lost or given up agencies which they failed to appreciate but they are still selling as much paint as ever.

PLENTY OF BUSINESS

There are paint possibilities all around. Painting and varnishing is too big a factor in everyday life to suffer unduly from temporary conditions even though they are so great and so disturbing as the great war. In spite of the fact that there is a big fight on the business of the country must be kept moving, and the paint and varnish business because it is built on the very principles of conservation and economy is essential. Paint and varnish products have proved their right to be classed as essentials. The dealer who is going after business aggressively now is getting it and he is not only doing well but is laying the foundation for greater business than he has ever done. The work done by dealers during four years of war and the results they have obtained proves that they have real reasons to be most optimistic regarding the future.



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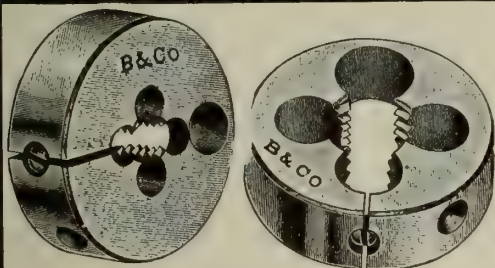
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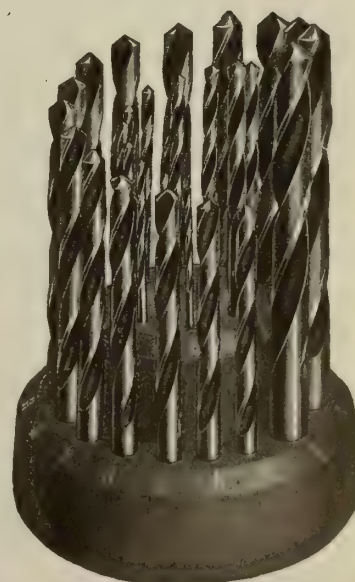
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WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, September 12.—The big feature of the week in paint markets is that of a considerable advance for standard putty. With the usual differential for pure putty the price of it also is advanced in like proportion. Full particulars are to be had elsewhere on this page. There is a very great scarcity of pig lead and this makes a very uncertain outlook for white lead in oil. Elsewhere reference is made to the exact position confronting the trade on this important commodity.

Linseed oil is scarce and holds without change. There is little likelihood of a better price basis on this for some time and the future depends upon the weather conditions of the next two or three weeks very materially.

Turpentine is firmer in the south but locally is without change. Interest centres now around the consideration of new prices for next season. The manufacturers have been very busy right down to the present time.

Spot Flaxseed is Firm

Future Prices Lower

Montreal.

LINSEED OIL.—Present prices on linseed oil are without change. The position of flaxseed is steady and spot markets are not characterized by a great deal of change. In some quarters this had caused a temporary decline in oil quotations to the jobbers of about 2c per gallon but the quotations to the trade are steady and without revision. Those wanting to buy later in the season may do so at a considerably better price if bookings are made now. Weather reports from the West indicate a favorable condition but the next few weeks will determine very largely what the position on oil will be for the coming season. There is little oil to be had at present.

Linseed Oil.	Raw Imp. gal.	Boiled Imp. gal.
1 to 4 barrels...	2.00-2.05-2.10	2.02½-2.07½-2.15

Turpentine Steady Here;

Firm in Primary Points

Montreal.

TURPENTINE.—There is a firmer feeling in the markets of the south. Advances were recorded there the first of the week but these were confined to about a quarter of a cent. Locally there is a better feeling, and while the movement is small at this season there is little inclination to any decline. Prices are unchanged.

Turpentine.	Per Imp. Ga.
1 to 4 barrels	0 94 1 00
5 barrels and over	

Putty Has Advanced Very Considerably

Montreal.

PUTTY.—New high levels have been reached and prices just announced for standard and pure putty are much higher. This announcement is in close accord with the predictions made in the columns of **HARDWARE AND METAL** for some weeks. The new quotations are as follows and date as from September 9. Freight rates have made the reconsideration of remote delivery necessary and a complete list of the new prices to various centres will be found elsewhere. The differential on pure putty remains the same, viz., \$2 advance over standard.

	5 ton	1 ton	Less
Standard Putty—			
Bulk, in barrels	\$5 00	\$5 25	\$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins.	8 10	8 35	8 70
1 and 3 lb. tins.	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, \$2 per 100 lbs. advance on above prices.

Glaziers' putty—\$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Position Very Firm on White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—"We have just received advices from the United States that we cannot get any pig lead at this time." Such was the expression of a large lead corroder to **HARDWARE AND METAL** this week. It goes to show how scarce a commodity this is and it appears that there can be little improvement with government needs so great and still unsatisfied. The local market is steady and firm. The price control of the U. S. government has resulted in easing the minds of many, but it is probable that there will be a considerable scarcity of supplies this fall. Prices for five-ton lots are \$17; for ton lots \$17.35, and \$17.85 per 100 pounds for smaller lots.

Present Output Paint

On Seasonable Basis

Montreal.

MIXED PAINT.—There is not a great deal of interest in the market at this season of the year but it may be stated that the paint makers have had one of the best and one of the busiest seasons in their history, with activity prolonged even beyond the usual period. All lines are firm and a certain amount of sorting business is still being affected.

TORONTO

TORONTO, September 12.—The advance in putty has at last come and is a substantial gain over previous figures, the increase amounting to over \$1.00 per 100 pounds. The freight differentials have also been changed on both putty and white lead, prices to-day being up 30c over Montreal figures. This change means an advance of 5c per 100 pounds in prices in white lead in oil prices here.

Linseed oil has declined 7c per gallon and turpentine is up 5c per gallon with supplies of both none too heavy. Business generally is very good and a satisfactory fall trade is looked forward to.

Linseed Oil Drops 7c Gallon; Supplies Fair

Toronto.

LINSEED OIL.—Quotations on prompt shipments of linseed oil show a marked decline during the week. The seed market is little changed on spot quotations for the week, but the prospects of new crop coming soon seems to have resulted in oil easing off. Crushers are urging dealers to buy, however, as the question of delivery looks very uncertain. It is true seed will be harvested in another month's time, but it will not be marketed then and crushers look to see wheat get preference as regards delivery during the period of navigation. This may mean dwindling stocks of flax seed in crushers' hands and very much lower prices are not expected. Variations are looked for but no heavy declines. For prompt shipments prices on raw range at \$1.95, \$2.07, \$2.10 per gallon; for October and November delivery raw is quoted at \$1.97 per gallon.

	Raw Imp. gal.	Boiled Imp. gal.
Linseed Oil.		
1 to 2 barrels	\$1.95-2.07-2.10	\$1.97½-2.09½-2.13
Less than barrel lots 10c per gallon higher than single barrel prices.		

Turpentine Advances 5c Gallon; Supplies Light

Toronto.

TURPENTINE.—Turpentine has advanced 5c per gallon in some quarters, making to-day's price in 1 barrel lots range from 95c to \$1.00 per gallon. This is in line with tendencies indicated in **HARDWARE AND METAL** last week. Prices at primary points are very strong and are expected to be maintained under influence of good war news. Rumors of an embargo on shipments of turpentine to Canada have come to light, but this is being interpreted as more likely a

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MONTREAL

Calgary

licensing of shipments—just another factor to delay already uncertain transportation. Prices to the trade range as follows to-day:

Turpentine—	Imp. gal.
1 barrel (barrel included)	\$0 95 \$1 00
2 to 4 barrels (barrel included) ...	0 94 0 99
5 gallon lots	1 05 1 10

Putty Registers Sharp Advance; Over \$1 Higher

Toronto.

PUTTY.—The long heralded advance on putty has at last become effective and is a mighty substantial one, to-day's figures being up over \$1.00 per 100 pounds over previous quotations. The freight differential between Toronto and Montreal prices has been changed to 30c instead of 25c and a differential in prices of bulk putty in 100-lb. irons and 25-lb. irons is now effective. Pure putty still takes an advance of \$2.00 per 100 pounds over prices of standard. Quotations to-day range as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	\$5 30	\$5 55	\$5 90
Do., 100 lb. irons	6 15	6 40	6 75
Do., 25 lb. irons	6 40	6 65	7 00
Do., 12½ lb. irons	6 65	6 90	7 25
Bladder, in barrels	7 05	7 30	7 65
Pure putty advance \$2 per 100 lbs. over above prices.			

Freight Differential to Advance White Lead in Oil 5c

Toronto.

WHITE LEAD IN OIL.—Another change in the freight schedule has been made and Toronto prices now range 30c over those of Montreal, an increase of 5c per 100 pounds. The market is very firm and the question of supply one that now is giving corrodors considerable worry. The demand is only fair with prices to-day being made on pure at \$17.80 per 100 pounds in ton lots and \$18.15 in smaller quantities.

Mixed Paints Steady; Brushes Very Firm

Toronto.

MIXED PAINTS, BRUSHES.—The market on mixed paints is very steady and prices rule with a strong undertone. The demand has fallen off somewhat, but a good fall trade is looked for.

Primary points show an advance in fibres and bass, but this has not yet affected these types of brushes here, though undoubtedly this will be reflected here. In another month booking orders for spring will be in full swing and if prices are determined on, they will likely range higher than now ruling. It is possible prices ruling at date of shipment may be terms adopted but no definite stand has yet been taken. One Eastern manufacturer's new price list now at hand shows heavy advances in all lines over last issue, some of the better grades being up as much as 50 per cent.

Glass Very Firm But Unchanged

Toronto.

GLASS.—The market continues to rule with a very firm undertone, but no change is yet reported. Sales are reach-

ing better proportions and a very satisfactory movement is looked for during the next few weeks.

MARKET REPORTS

(Continued from page 77)

of course, to iron out these irregularities.

The System of Working

Before making specific reference to the position of different mills it may be well to review briefly the system under which pig iron and steel products are distributed. First, priorities and preferences should be defined. A priority, or priority order, is simply a regular order, such as obtain in the trade at all times, but with a sequence designated. A preference, on the other hand, is simply a purpose. The "preference list" is a list of purposes, in sequence, for which material would be used if furnished. Originally priorities were given to orders only by the War Industries Board, a separate action being taken for each order. By the new system, established in July, "automatic priority" is provided, the buyer attaching the priority number to the order as he places it, being guided by specific instructions, his action being subject to review by the War Industries Board.

Learning the A B C

Priorities are divided into three general classes, AA, A and B, with sub-ority. Still lower come the preferences, over A-1, and B-7 over B-8, the last named being the lowest degree of priority. Still worer comes the preferences. No producer is permitted to ship for a mere preference purpose except he has provided for the filling of all priority orders by the respective dates attached to them, or to fill a given priority order until he has provided for all priority orders of a higher rating. The preferences are designated generally as Class C. There is a final class, Class D, which is steel (or pig iron) which would go for a purpose not entitled to preference. It can only be furnished when everything else has been taken care of, and a permit for each shipment over five tons must be secured from the Director of Steel Supply. There is a blanket permit for lots of five tons and under, but with the limitation that the producer must report all such shipments monthly with a certification of belief that they were "in the public interest." In existing circumstances Class D is practically a dead letter, but it is useful as rounding out the nomenclature and providing for contingencies.

A confused impression may result from the fact that purposes for which priority orders are issued are named on the preference list, which includes all war work, such as shells, aircraft, ships, etc. In speaking of deliveries "on the preference list" one really means not the whole preference list, but that which remains after the preference purposes that are also entitled to priority have had their priority ratings assigned them. whereby they are removed from the preference list, for actual practice, and given a higher place.

To get down to actual fact, there are some mills so situated at present that they can take care only of priorities AA and A, having no steel to spare even for Class B-1. Other mills are providing for all priorities in full down to and including B-3, but when they get to B-4 the supply runs out, there being less than enough to cover all B-4 orders. As that is the degree assigned to steel for replacement in jobbers' stocks of material shipped under priorities and preferences it is an important and large class. Such mills scheduled jobbers' August quotas but will not complete shipments for a few weeks yet, the September quotas being correspondingly delayed. There are few mills that have steel left after providing for all priorities, down to B-8.

Showing a Deficit

Thus it will be seen that few mills are able to ship steel on mere preference, and yet the preference purposes left after priorities are subtracted represent a large tonnage, and they are included in the War Industries Board's estimate of 23,000,000 net tons of finished rolled steel required for the present half year. In other words, the position of the steel mills, as disclosed by actual inspection of the classes of shipments they are making and can make in the next few weeks is in strict accord with the War Industries Board's estimates, showing a large deficit of steel.

While the deficit has been increasing steadily it may possibly be reduced in the next three or four months, because at the present time railroad requirements are exceptionally heavy. As the railroads began to function very well in the Spring, after their decided breakdown in the Winter, it was feasible to postpone their rehabilitation, against another Winter, in favor of more pressing steel requirements, but now this work must be rushed, though only, presumably, for say three months. Rail production is now very heavy in consequence, and the building of the 100,000 freight cars ordered a few months ago is being pushed, with prospects that all, or very nearly all, will be completed before the end of the year. This is despite the fact that large orders for 30-ton standard gauge cars, and for narrow gauge cars have lately been placed for the A. E. F., with many more required, and doubtless figuring in the 2,000,000 ton estimate. Some of these will have to go over into the new year.

Pig Iron Is Scarce

Production of pig iron in August was at the rate of 40,300,000 tons a year, against rates of 40,700,000 tons in July, 40,800,000 tons in June and 40,900,000 tons in May. The curtailment in the mid-summer months, with their high humidity affecting the output of the individual furnace, was less than usually occurs. Considerably larger production is in prospect. The weather will be more favorable. Some furnaces will probaly be taken off ferromanganese and spiegeleisen, which are not scarce, and put back on pig iron, which is extremely scarce.

Canada's Crops Will Reach the Billion Mark

One billion dollars will probably be the cash value to Canada of this season's crops East and West. In making this estimate for THE FINANCIAL POST OF CANADA, F. M. Chapman, editor of *The Farmers' Magazine*, bases his calculations on the closest possible observation by experts of conditions in every district. Miss Cora Hind's first figured estimate of the Western harvest puts the average yield for wheat at 18 bushels, indicates a yield of just under 150,000,000 bushels, and a value of \$527,000,000. The details are contained in THE POST of Sept. 7th, and form reassuring reading for Canadian business men. Other important contents of this issue of THE POST are indicated by these headlines:—

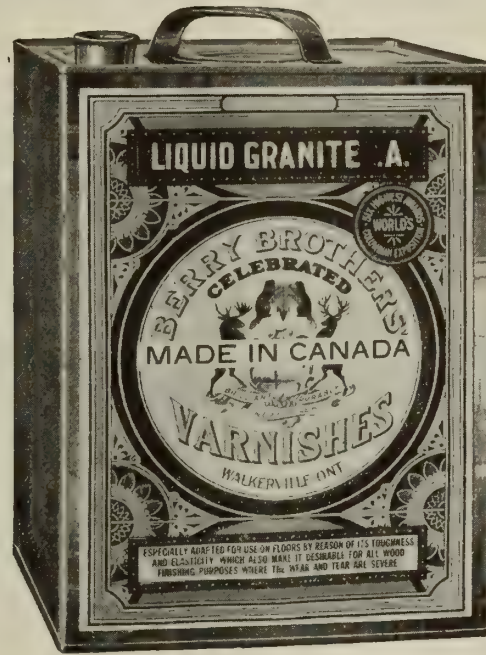
Speculation at Ottawa as to Government Railway Board.
Non-Taxable Victory Bonds Are Held Expedient.
Washington Sets Dead-Line for Canadian Industry.
Has Montreal Power Bought Public Service Corporation?
Canada's Crops Estimated—(Two Keen-Edged Articles)
Stream of Gold and Silver From Canada to the States.
Decline of War Exports During the Present Year.
Flour Mills Bare of Stocks—Puzzled Over Profits.
Bank Clearings Again Ahead of Last Year's Total.
Banks and Wheat Crop Financing.
Where Are Canada's Increased Funds in Circulation?
Protection From the Wily Forger—A Responsibility Case.
Dip'omat, Dishwasher and Diamond Merchant—(Biography).
Clean-Up of Victory and Other Bond Markets.
Remarkable Price Advance of Allied Bonds.
Quebec's New Department Is Under Debate.
League Formed to Stop Fires in Ontario.
Building Costs in Montreal Are Near Prohibitive.
Land Sales of Hudson's Bay Co. are a Record.
Waste Salvaging a Profit-Winner of Conservation.

These are by no means all the interesting and important contents of THE FINANCIAL POST of Sept. 7th, but they will indicate to you the business worth of this thoroughly Canadian and constructive specialized newspaper. Send for a trial subscription and test this for yourself. The cost is only \$3.00 per year. Your business will profit by your regular reading of THE POST. Here is a convenient order form to fill in:

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Name
Address
H.M.



VARNISH ECONOMY

Varnish buyers are realizing more and more that labor is the biggest item of cost in finishing operations, and that true economy suggests the use of Finishes of unquestionable quality in view of the present high cost of labor.

Liquid Granite Floor Varnish, Luxeberry Enamels (white ivory and three shades of gray), Luxeberry Wood Finishes and Luxeberry Wall Finishes are among the celebrated "Berry" products that produce a lasting finish and cost no more to apply than the kind that wears off in a few months.

The recognized quality and long wearing period of Berry Finishes makes them easy to sell.

Write for dealers' descriptive price list.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville, Ont.

(702)

FIRST AID IN THE KITCHEN



Tell your customers about Vol-Peek. Tell them how easy the mending of leaky pots, pans, etc., becomes when Vol-Peek is used. No tools necessary. And the mended vessel is ready for use in two minutes or less. Vol-Peek is put up in very attractive display cartons. Your wholesaler can supply you.

H. NAGLE & CO., BOX 2024, MONTREAL.

VOL-PEEK

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 12½% advance on list. B.B. caps, \$3.50 per M.; B.B. caps, concave ball, \$4.40; 22 short, \$5; 22 long, \$6; 22 long rifle, \$7; 22 short smokeless, \$5.35; 22 long smokeless, \$7.50; 22 long rifle, smokeless, \$8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, \$72.25 per M.; 303 Savage, \$72.25; 303 British, \$95; 32 Winchester special, \$72.25; 38-55 Winchester, \$76; 401 Winchester self-loading, \$76 per M.

Primers—Nos. 1, 1½ and 2½, \$3.60; Nos. 1 and 2 (100 in box), \$3.40; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, \$3.80; Berdan Nos. 1, 1½, 2 (250 in box), \$3.60; Berdan Nos. 1, 1½, 2 (100 in box), \$3.80; new No. 4, \$5.50; U.M.C., 33, \$5.50.

Shot, standard, 100 lbs., Toronto, \$17.35-\$19.75; Montreal, \$18; net extras, as follows, subject to cash discount only: Chilled, \$1.50; buck and seal, 80c; No. 23 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16.....	\$ 6.00	18/16.....	\$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.
F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.....	\$13 25	\$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00

Diamond King (glass).....	6 00
Bench—No 2, doz....	12 50 13 20
No. 3, doz....	13 50 14 20
No. 4, doz....	14 50 15 25

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to \$1.15 a lb.

BARS, CLOTHES

No. 4, dozen	\$ 9 00
No. 5, dozen	11 00
No. 6, dozen	13 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb., \$1.40-\$1.75
Cut Lace Leather, lb., 1.60-1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.....	\$4 00
No. 2 x 50, lb.....	5 00
No. 3 x 60, lb.....	7 50
No. 4 x 100 lb.....	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen \$	8 50
No. 2, 18 x 28 in., dozen 10	50
No. 3, 20 x 30 in., dozen 12	00

BOARDS, IRONING

No. 32, 5 x 12 in., doz....	\$11 00
No. 35, dozen ..	25 00
No. 36, dozen ..	29 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts (\$1 list), ¾ in. dia. and smaller, 10%.

Carriage Bolts (\$1 list), 7-16 dia. and larger, net list.

Machine Bolts, ¾ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, net list.

Fancy Head Bolts, net list.

Shaft Bolts (\$3 list), net list.

Step Bolts, large head (\$3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list, \$1.50.

Nuts, square, tapped, add to list \$1.75.

Nuts, hexagon, blank, add to list \$1.75.

Nuts, hexagon, tapped, add to list \$2.

Stove bolts, 55%. Tire bolts, 35%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb., 12-14c

F.O.B. Montreal, London, Toronto.

BRASS

Spring sheets, 24 gauge and heavier, base

Rods, base ½ to 1 in., round, 38-44

Tubing, seamless, base.....45½-50

Tubing, iron pipe size, base ¾ in. and up to 3 in.....45½-50

Corner tubing, iron pipe size, base ¾ in. up to 3 in.....47½-53

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy\$14.50-\$17

30-gal. Standard

Doz.

Pony

Improved Globe

Neptune

Standard Globe

Original Globe

Jubilee

Newmarket King

Western King (enamel) 7 00

Beaver (brass)

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840

No. 800

No. 838

No. 808

No. 80 4.....

Nos. 802, 842, 844

Nos. 810 and 814

No. 830

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5,000), 33 1-3%

Chicago Relax Floor (6,000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3,000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

Fire Welded

Proof Coil

Welded

Mont'l Tor'to

3-16 in. \$22.75 \$17.00 \$..... \$.....

¼ in. 16.75 14.50 21.75 23.70

5-16 in. 14.15 12.50 19.00 18.35

¾ in. 13.00 11.50 15.90 14.05

7-16 in. 12.75 11.30 15.65 13.60

½ in. 12.50 11.15 15.50 13.65

¾ in. 12.35 10.95 15.25 13.45

¾ in. 12.25 10.70 15.10 13.20

¾ in. 12.05 10.60 15.00 13.10

1 in. 11.90 10.50 14.85 13.00

Electric Welded

B.B. B.B.B.

3-16 in. \$13.00 \$19.00 \$..... \$.....

¼ in. 14.95 16.00 16.20

5-16 in. 12.55 13.50 13.80

¾ in. 11.95 12.25 12.60

7-16 in. 11.10 12.00 12.35

½ in. 10.95 11.80 12.20

¾ in. 10.70 11.55 11.95

¾ in. 10.40 11.25 11.65

Montreal and Toronto

American Proof Coil Chain

B.B. B.B.B.

3-16 in. \$17.25 \$..... \$.....

5-16 in. 14.25 17.25

¾ in. 13.00 16.00

7-16 in. 12.75 15.45

½ in. 12.55 15.25

¾ in. 12.25

Electric Welded B.B.B.—Chain.

¼ in. \$13.75; 5-16 in. \$12; F.o.b. Toronto.

Cow ties, 5, 10%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, \$2 dozen; stamped, No. 3 or Dominion, \$1.40 dozen; breast chains, No. 220, \$16 dozen; pairs F.O.B. Montreal, Toronto, Hamilton, London.

CPMENT

Cement per bbl., \$2.80 in carlots; \$3.40-\$3.50 bbl. in small lots.

Paris plaster, five-barrel lots \$3.50; single barrel, \$3.50. F.O.B. Toronto.

CHURNS

List price hand churns—No. 0.

\$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

List prices power churns—No. 0

\$11; No. 1, \$11; No. 2, \$12; No. 3, \$13; No. 4, \$17; No. 5, \$20.

Discount of 20% f.o.b. Toronto

Hamilton, Fergus, London, St. Wood Drills, 37½%.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD Universal(doz.)

No. 0

No. 1

No. 2

No. 3

F.O.B. Montreal, Toronto.

Russwin—

No. 0

No. 1

No. 2

No. 3

CLOTHES LINE (Galvanized)

No. Per 1000 ft.

17-7-strand, 100 ft. lengths..\$7 80

17-7-strand, 50 ft. lengths.. 8 00

18-6-strand, 100 ft. lengths.. 5 40

18-6-strand, 50 ft. lengths.. 5 45

19-6-strand, 100 ft. lengths.. 4 75

19-6-strand, 50 ft. lengths.. 5 00

F.O.B. Montreal, Toronto, London.

COPPER

Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in....\$43 50 \$43 00

Plain sheets, base, 16

oz. and heavier... 48 00 48 00

Copper sheet, tinned,

14x60 in., 14 oz... 49 00

Copper sheet, plan-

ished, base 16 oz.

and heavier

58 00 49 00

Braziers' in. sheets,

6x4 base

46 00 48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, \$1.55; No.

121, \$1.70; No. 122, \$2.25; No. 127,

\$2.25; No. 100, \$2.80 per dozen.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb. 77

No. 7, lb. 76

Nos. 8, 9, 10, 12

75

F.O.B. Montreal, Toronto, Hamilton, London

Within the Charmed Circle "Bigger Business" Products

You'll find Canada Metal Products wherever progress is a "by-word." With consumer and dealer alike, Canada Metal Products are within the charmed circle of Bigger Business Products.

EVERYTHING FOR THE PLUMBER

Baths, Lavatories, Sinks, Aristocrat
Laundry Tubs

We also manufacture

BABBITT SOLDER
LEAD PIPE
SHEET LEAD

The Canada Metal Company, Ltd.
Head Office Fraser Avenue Toronto

WINNIPEG BRANCH
301 Chambers Street



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1428 Granville Street

HAMILTON BRANCH
34 Jackson Street East

MONTREAL BRANCH
50 Brennan Street



Does "Warranted Pure"
mean Something to You?

Our Linseed Oil carries this
Unqualified Guarantee

The Canada Linseed Oil Mills, Limited
MONTREAL AND TORONTO

If interested, tear out this page and place with letters to be answered.

DOORS, SCREEN

Kasement, No. 1, \$24.84 to \$27.24 doz.; Nos. 2 and 3, \$28.20 to \$30.00 doz. F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30-32½
Black Diamond	32½
Delta Files	20
Firth Files	50

F.O.B. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 15-20%; cast bushings, 15-18%; unions, 30%; plugs, 10-15% off list. Net prices: Class B, black, 27-28c lb.; Class C, black, 18-19c lb.; galvanized, Class B, 37-39c lb.; Class C, 27-28c lb. Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	\$7 50
Three heat, round	8 25

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	2 50-3 00
Under 40 lbs.	2 75-3 25
Bi-Treadle, each	7 00

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	\$11.25-\$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12-50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼ in.	18 75

Halters (Sisal)

7-16 in. gross, \$24; 9-16 in., \$36.	
F.O.B. Toronto, London—7-16 in., \$2.10 doz.; ½ in., \$2.65 doz.	

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	\$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

HANDLES (WOOD)

All hickory handles, net list. Fork, hoe, rake and shovel handles 20%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 10%.

F.O.B. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	\$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-18 80
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.O.B. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

HINGES, TEE AND STRAP

	Heavy, Net Prices.	Strap Tee Doz. pairs.
4-inch	\$2.55-\$2.70	\$2.18-\$2.30
5-inch	3.15-3.30	2.72-2.85
6-inch	3.40-3.55	3.06-3.20
8-inch	4.60-4.85	3.49-3.65
10-inch	8.16-8.55	6.20-6.50
12-inch	10.12	9.86-10.35
11-inch	11.56	10.03

Light, Net Prices, figured at discount 10%; 15% discount also offered.

3-inch, doz. pairs.	\$0 90	\$0 90
4-inch	1 10	1 00
5-inch	1 25	1 15
6-inch	2 25	1 35
8-inch	2 25	1 60
10-inch		

Screw Hook and Strap Hinges—List prices, per dozen pairs—6-in., \$4.30; 8-in., \$4.80; 10-in., \$6.40; 12-in., \$7; 15-in., \$7.50; 18-in., \$11; 21-in., \$12.40; 24-in., \$16; 27-in., \$17.20; 30-in., \$18.50; 33-in., \$21.50; 36-in., \$24.50. Discount, 25%.

F.O.B. Toronto, London, Hamilton, and Montreal.

HAY KNIVES

Spear Point	\$14 00
Lightning	12 50
Heath's	12 50
HOES, Grub	10 00

HOOKS, GRASS

	English Canadian Fox
No. 2, per doz.	\$3 40 \$5 00-\$5 50
No. 3, per doz.	3 50 5 50-6 40
No. 4, per doz.	3 50 6 00-7 40
Little Giant	5 25
Berden	5 25

F.O.B. Montreal, Toronto.

HORSESHOES

	Price per keg
	No. 2 No. 1
	and and
Patterns	mades larger smaller
	Less 20c

Light iron	0-7	\$7 25	\$7 50
Long heel light iron	3-7	7 25	
Medium iron	1-8	7 25	7 50
Heavy iron	6-8	7 25	
Snow	1-6	7 50	7 75
New-light "XL" steel	1-6	7 70	7 95
Fetherweight "XL" steel	0-4	9 10	
Special-counter-sunk	0-4	9 60	
Toe-weight (front only)	1-4	10 10	

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.O.B. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2, and larger, sharp and blunt, \$2.25 to \$2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	\$17 50
Corrugated, ¾ in., 100 ft.	20 50
Corrugated, 1 in., 100 ft.	23 50
Corrugated, 1 in., 100 ft.	35 00
Less 5% for full reels, 500 ft.	

F.O.B. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.O.B. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable. 72x30 up to 24 gauge, case lots 72x30, 26 gauge, case lots. Less than case, 50c per 100 lbs. extra. F.O.B. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japan-ned, doz.	1 65
Sad irons, common, plain, 3, 4, and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	4 00
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hot-vent Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.O.B. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

	Step Ladders	Per ft.
Crescent	0 19	
Household	0 19	
Standard, 4-12 ft.	0 21	
Electrician	0 20	
Heavy duty	0 47	
Extension	0 35	
Perfect, 6 to 10 ft. only	\$0 31	
Hercules, 4 to 10 ft.	0 33	
Hercules, 12 to 14 ft.	0 28	
Faultless, 4 to 10 ft. only	0 29	
Ontario, 4 to 10 ft. only	0 26	
Shelf Lock, 4 to 8 ft. only	21	

Single and Fruit Picking

10 ft. to 16 ft.	20c ft.
18 ft. to 20 ft.	23c ft.
Chair ladders, each	2 00

F.O.B. Toronto, Hamilton, London.

Extension Ladders

	Per ft.
Up to 32 ft.	0 23
36 to 40 ft.	0 26

F.O.B. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	\$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (round reflec.)	7 00
Little Bobs	2 10-4 20

F.O.B. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short	\$0 95-\$1 10
Cold blast	0 95-1 10
3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.	

Cold blast, short ruby Cold blast, common ruby

Less 5c a doz. in 6 doz. lots. F.O.B. Toronto, London, Hamilton, and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2, per doz.	1 85
Steel Thumb, No. 3, per doz.	2 40
Steel Thumb, No. 4	4 70
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.O.B. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	\$ 9 00
Dowsell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
B'ue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50

Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz. Tinsmiths, 2½ x 5½ in. \$1.00-\$1.75 Carpenters', No. 3 5.50 F.O.B. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	\$12 00	\$12 50
Pick, doz.	12 00	12 50

F.O.B. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—No. 4, dozen	\$29 40
No. 8, dozen	33 60
Universal—No. 4, doz.	\$38 10 39 60
No. 8, doz.	46 40 48 60

MOPS

O-Cedar, doz, net	\$12 00
Spruxtex, No. 2, doz.	\$8 00 8 40
S.W. Mops, complete, doz.	5 00
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz.	3 35
Crank wringing, doz.	6 90

F.O.B. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.O.B. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912. Advances over base on common wire nails in kegs.

2½ inch	15c
1 inch	\$1 3 inch
1½ inch	1 3¼ inch
1¼ inch	65c 3½ inch
1½ inch	40c 4 inch
1¾ inch	40c 4½ inch
2 inch	30c 5 inch base
2¼ inch	30c 5½ inch base
2½ inch	15c 6 inch base
6½ to 12 inch	Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, \$5.30 base.

Freight equalized on above points. F.O.B. Montreal, Gananoque, Collingwood and Owen Sound, \$5.35 base.

Freight equalized on above points. Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, \$5.42½.

Sault Ste. Marie, Port Arthur, Fort William, \$5.05-\$5.35 base, f.o.b. factory; no freight allowance. Moulding, Flooring, Slatting, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 160 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, \$5.70 base; Toronto, \$5.65 base; London, \$5.60; Hamilton, \$5.65; no equalization of freights.

Roofing Nails—American, large head, keg, \$9. London, \$10. F.O.B. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

	C Brand
	Size Per 100 lbs.
Capewell—No. 5	\$22 00
No. 6	21 00
No. 7	20 00
No. 8	19 00
No. 9 and up	18 00

Discount, 10%.

RAMSAY'S INVINCIBLE WHITE ENAMEL



**FOR
FALL
TRADE**

**A
LARGE
SELLER**

THE UNCONQUERABLE WHITE

ORDER NOW

MANUFACTURED EXCLUSIVELY BY

A. RAMSAY & SON COMPANY

Makers of Paints and Varnishes since 1842

TORONTO

MONTREAL

VANCOUVER

"M.R.M." BRAND

No.	Net Price List	Per box
	Lengths	of 25 lbs.
3	1 1/2"	\$19 50
4	1 3/4"	9 50
5	1 15-16"	4 50
6	2 1/4"	4 25
7	2 5-16"	4 00
8	2 1/2"	4 00
9	2 11-16"	3 75
10	2 7/8"	3 75
11	3 1-16"	3 75
12	3 3/4"	3 75

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.	
12 inch...\$1 80	48 inch...\$ 6 20
18 inch... 2 65	60 inch... 7 70
24 inch... 3 40	72 inch... 9 20
30 inch... 4 00	84 inch... 10 50
36 inch... 4 75	96 inch... 12 00
42 inch... 5 50	
1 1/2 inch mesh and 19 ga. wire.	
12 inch...\$3 50	42 inch...\$10 50
18 inch... 5 00	48 inch... 12 00
24 inch... 6 30	60 inch... 15 00
30 inch... 7 75	72 inch... 18 00
36 inch... 9 90	
1 inch mesh and 20 ga. wire.	
12 inch...\$4 00	42 inch...\$12 00
18 inch... 5 50	48 inch... 14 00
24 inch... 7 00	60 inch... 17 00
30 inch... 8 50	72 inch... 20 00
36 inch... 10 50	
1/2 inch mesh and 20 ga. wire.	
24 inch...\$16 50	36 inch...\$24 00
30 inch... 20 10	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

Invincible—1640	Per rod	\$ 0 75
1848		0 85
2060		0 95

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

OAKUM

Best (American)	\$21 00-\$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	\$9 00-10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Royalite	0 19	0 18
Palacine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16 1/2	0 15 1/2
Black oil (Winter)	0 18 1/2	0 16
Imperial Cylinder		0 71
Capital cylinder	0 55	0 54
Machine oil, regular grades	\$1-41	29-39
Standard gas engine oil	0 44	0 43
Paraffine	0 25 1/2	0 24 1/2
XXX machine	0 40	0 39
Fuel oil, bbls.	0 14 1/2	0 13 1/2
rueil oil, tank cars	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	\$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 65
Anchor Brand	1 20
Rosin Sized Sheeting, red.	1 05
Do., blue	1 10
Tarred Fibre, No. 1 roll	1 30
Tarred Fibre, No. 2 roll	0 83
Surprise Fibre	0 71
Tarred felt, per cwt.	4 10
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 65
Monarch Sheathing (per 100 lbs.)	4 00

Asbestos sheeting (per 100 lbs.)	0 15
Carpet Felt, 16 oz., per 10 lbs.	\$5 50
F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.	

PICKS—**Clay—**

5 to 6 lbs., doz.	\$10 75	\$11 80
6 to 7 lbs., doz.	11 50	12 60
7 to 8 lbs., doz.	12 25	13 50
Rock—		
7 to 8 lbs., doz.	12 50	

F.o.b. Montreal and Toronto.

PINS, CLOTHES

5 gross, 4-in. (loose)	1 15
4 gross (cartons), 4 1/2 in.	1 15

F.o.b. Montreal and Toronto.

WROUGHT IRON PIPE

Price List No. 36

	Black Galvanized	Per 100 feet
Standard		
1/4 in.	\$ 6 00	\$ 8 00
1/2 in.	5 22	7 35
3/4 in.	5 22	7 35
1 in.	6 63	8 20
1 1/4 in.	8 40	10 52
1 1/2 in.	12 41	15 56
1 3/4 in.	16 79	21 05
2 in.	20 08	25 16
2 1/2 in.	27 01	33 86
3 in.	43 29	54 11
3 1/2 in.	56 61	70 76
4 in.	71 76	88 78
4 1/2 in.	85 02	105 19

Standard Lapweld

2 in.	29 97	36 45
2 1/2 in.	45 05	55 28
3 in.	58 91	72 29
3 1/2 in.	73 60	91 54
4 in.	87 20	108 45
4 1/2 in.	99 06	123 82
5 in.	115 40	144 50
6 in.	149 80	187 20
7 in.	195 20	243 95
8 L in.	205 00	256 25
8 in.	236 20	295 20
9 in.	282 90	353 25
10 L in.	262 40	328 00
10 in.	337 80	422 30

Terms 2% 30 days, approved credit.

Freight equalized on Chatham.

Guelph, Hamilton, London, Montreal, Toronto, Welland.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2 1/2 inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4 1/2" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4 1/2" and larger, 15%.

Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain

List

2 in., in 10-ft. lengths, list \$8 00

3 in., in 10-ft. lengths, list 9 70

4 in., in 10-ft. lengths, list 12 80

5 in., in 10-ft. lengths, list 17 50

6 in., in 10-ft. lengths, list 21 30

Net List

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

Montreal Toronto

Medium and extra heavy, 6" and under 35. 2 1/2 30

8" soil pipe 30 25

Medium and extra heavy fittings, 6" and under 40. 2 1/2 40

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl. 8 50

Navy pitch, per bbl. 6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz bottles, doz., list. 3 00

12-oz bottles, doz., list. 6 00

1-qt. can, doz., list. 15 00

1/2-gal. cans, doz., list. 24 00

1-gal. cans, doz., list. 36 00

Discount, 33 1-3 per cent.**Liquid Veneer—**

4 oz., doz.	\$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

Pitcher Closed

Spout Spout

No. 1 \$2 75 \$2 95

No. 2 3 05 3 30

No. 3 3 40 3 65

F.o.b. Montreal, Toronto, Hamilton, London

RIVETS AND BURRS

Iron rivets, blacked and tinned.

25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, 1/2-lb. pkgs., 1c per lb.; 3/4-lb. pkgs., 2c per lb.

Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

Per square

Samson, 1-ply, roll \$2 25

Samson, 2-ply, roll 2 70

Samson, 3-ply, roll 3 30

R. S. Special, 1 ply 1 50

R. S. Special, 2-ply 1 75

R. S. Special, 3-ply 2 00

Amazon, 1-ply 2 05

Amazon, 2-ply 2 35

Amazon, 3-ply 2 65

Everlastic, 1-ply 1 80

Everlastic, 2-ply 2 10

Everlastic, 3-ply 2 40

Good Luck, 1-ply 1 00

Good Luck, 2-ply 1 80

Good Luck, 3-ply 2 10

McCombe Sp., 1-ply 1 35

McCombe Sp., 2-ply 1 55

McCombe Sp., 3-ply 1 75

Black Cat, 1-ply 1 85

Black Cat, 2-ply 2 15

Black Cat, 3-ply 2 45

Black Diamond tarred felt, 4 10

Black Diamond Ready Roofing, 2 ply 1 12

Black Diamond Ready Roofing, 3 ply 1 38

Liquid roofing cement, per gal. in barrels 0 31

5 and 10 gal. lots, per gal. 0 44

Coal Tar (refined), bbl. 8 50

Roofing Pitch, per cwt. 1 20

F.o.b. Toronto, London, Montreal.

ROPE

Pure Manila basis 39

British Manila basis 33

New Zealand hemp basis 33

Sisal basis 27 1/2

Above quotations are basis prices 1/4 in. and larger diameter. The following advances over basis are made for smaller sizes:—1/8 in., 1/4 in., 3/16 in., 1/2 in., 5/16 in., 3/8 in., 1 1/2 in., 1 3/4 in., 2 in., 2 1/2 in., 2 3/4 in., 3 in., 3 1/2 in., 4 in., 4 1/2 in., 5 in., 5 1/2 in., 6 in., 6 1/2 in., 7 in., 7 1/2 in., 8 in., 8 1/2 in., 9 in., 9 1/2 in., 10 in., 10 1/2 in., 11 in., 11 1/2 in., 12 in., 12 1/2 in., 13 in., 13 1/2 in., 14 in., 14 1/2 in., 15 in., 15 1/2 in., 16 in., 16 1/2 in., 17 in., 17 1/2 in., 18 in., 18 1/2 in., 19 in., 19 1/2 in., 20 in., 20 1/2 in., 21 in., 21 1/2 in., 22 in., 22 1/2 in., 23 in., 23 1/2 in., 24 in., 24 1/2 in., 25 in., 25 1/2 in., 26 in., 26 1/2 in., 27 in., 27 1/2 in., 28 in., 28 1/2 in., 29 in., 29 1/2 in., 30 in., 30 1/2 in., 31 in., 31 1/2 in., 32 in., 32 1/2 in., 33 in., 33 1/2 in., 34 in., 34 1/2 in., 35 in., 35 1/2 in., 36 in., 36 1/2 in., 37 in., 37 1/2 in., 38 in., 38 1/2 in., 39 in., 39 1/2 in., 40 in., 40 1/2 in., 41 in., 41 1/2 in., 42 in., 42 1/2 in., 43 in., 43 1/2 in., 44 in., 44 1/2 in., 45 in., 45 1/2 in., 46 in., 46 1/2 in., 47 in., 47 1/2 in., 48 in., 48 1/2 in., 49 in., 49 1/2 in., 50 in., 50 1/2 in., 51 in., 51 1/2 in., 52 in., 52 1/2 in., 53 in., 53 1/2 in., 54 in., 54 1/2 in., 55 in., 55 1/2 in., 56 in., 56 1/2 in., 57 in., 57 1/2 in., 58 in., 58 1/2 in., 59 in., 59 1/2 in., 60 in., 60 1/2 in., 61 in., 61 1/2 in., 62 in., 62 1/2 in., 63 in., 63 1/2 in., 64 in., 64 1/2 in., 65 in., 65 1/2 in., 66 in., 66 1/2 in., 67 in., 67 1/2 in., 68 in., 68 1/2 in., 69 in., 69 1/2 in., 70 in., 70 1/2 in., 71 in., 71 1/2 in., 72 in., 72 1/2 in., 73 in., 73 1/2 in., 74 in., 74 1/2 in., 75 in., 75 1/2 in., 76 in., 76 1/2 in., 77 in., 77 1/2 in., 78 in., 78 1/2 in., 79 in., 79 1/2 in., 80 in., 80 1/2 in., 81 in., 81 1/2 in., 82 in., 82 1/2 in., 83 in., 83 1/2 in., 84 in., 84 1/2 in., 85 in., 85 1/2 in., 86 in., 86 1/2 in., 87 in., 87 1/2 in., 88 in., 88 1/2 in., 89 in., 89 1/2 in., 90 in., 90 1/2 in., 91 in., 91 1/2 in., 92 in., 92 1/2 in., 93 in., 93 1/2 in., 94 in., 94 1/2 in., 95 in., 95 1/2 in., 96 in., 96 1/2 in., 97 in., 97 1/2 in., 98 in., 98 1/2 in., 99 in., 99 1/2 in., 100 in., 100 1/2 in., 101 in., 101 1/2 in., 102 in., 102 1/2 in., 103 in., 103 1/2 in., 104 in., 104 1/2 in., 105 in., 105 1/2 in., 106 in., 106 1/2 in., 107 in., 107 1/2 in., 108 in., 108 1/2 in., 109 in., 109 1/2 in., 110 in., 110 1/2 in., 111 in., 111 1/2 in., 112 in., 112 1/2 in., 113 in., 113 1/2 in., 114 in., 114 1/2 in., 115 in., 115 1/2 in., 116 in., 116 1/2 in., 117 in., 117 1/2 in., 118 in., 118 1/2 in., 119 in., 119 1/2 in., 120 in., 120 1/2 in., 121 in., 121 1/2 in., 122 in., 122 1/2 in., 123 in., 123 1/2 in., 124 in., 124 1/2 in., 125 in., 125 1/2 in., 126 in., 126 1/2 in., 127 in., 127 1/2 in., 128 in., 128 1/2 in., 129 in., 129 1/2 in., 130 in., 130 1/2 in., 131 in., 131 1/2 in., 132 in., 132 1/2 in., 133 in., 133 1/2 in., 134 in., 134 1/2 in., 135 in., 135 1/2 in., 136 in., 136 1/2 in., 137 in., 137 1/2 in., 138 in., 138 1/2 in., 139 in., 139 1/2 in., 140 in., 140 1/2 in., 141 in., 141 1/2 in., 142 in., 142 1/2 in., 143 in., 143 1/2 in., 144 in., 144 1/2 in., 145 in., 145 1/2 in., 146 in., 146 1/2 in., 147 in., 147 1/2 in., 148 in., 148 1/2 in., 149 in., 149 1/2 in., 150 in., 150 1/2 in., 151 in., 151 1/2 in., 152 in., 152 1/2 in., 153 in., 153 1/2 in., 154 in., 154 1/2 in., 155 in., 155 1/2 in., 156 in., 156 1/2 in., 157 in., 157 1/2 in., 158 in., 158 1/2 in., 159 in., 159 1/2 in., 160 in., 160 1/2 in., 161 in., 161 1/2 in., 162 in., 162 1/2 in., 163 in., 163 1/2 in., 164 in., 164 1/2 in., 165 in., 165 1/2 in., 166 in., 166 1/2 in., 167 in., 167 1/2 in., 168 in., 168 1/2 in., 169 in., 169 1/2 in., 170 in., 170 1/2 in., 171 in., 171 1/2 in., 172 in., 172 1/2 in., 173 in., 173 1/2 in., 174 in., 174 1/2 in., 175 in., 175 1/2 in., 176 in., 176 1/2 in., 177 in., 177 1/2 in., 178 in., 178 1/2 in., 179 in., 179 1/2 in., 180 in., 180 1/2 in., 181 in., 181 1/2 in., 182 in., 182 1/2 in., 183 in., 183 1/2 in., 184 in., 184 1/2 in., 185 in., 185 1/2 in., 186 in., 186 1/2 in., 187 in., 187 1/2 in., 188 in., 188 1/2 in., 189 in., 189 1/2 in., 190 in., 190 1/2 in., 191 in., 191 1/2 in., 192 in., 192 1/2 in., 193 in., 193 1/2 in., 194 in., 194 1/2 in., 195 in., 195 1/2 in., 196 in., 196 1/2 in., 197 in., 197 1/2 in., 198 in., 198 1/2 in., 199 in., 199

If you like **HARDWARE AND METAL**, talk about it, tell your friends, drop a word or two here and there as you go along the line of your daily activities.

If you don't like it, or if you think it could be made of greater service to you, tell us.

The old saw about silence being golden has its limitations.

A Winning Combination

Your store's local reputation as a good place to deal—

And the country-wide reputation of C.C.M. Bicycles for sturdiness, long service and beauty of line and finish—

Make this your winning combination by securing the agency for

CLEVELAND

MASSEY

PERFECT

BRANTFORD RED BIRD

COLUMBIA

GENDRON or IVANHOE Bicycles

Canada Cycle & Motor Co. Ltd.

Montreal, Toronto, WESTON, Winnipeg, Vancouver



Pronounced "RU" as in RUBY
RU-BER-OID
ROOFING
COSTS MORE - WEARS LONGER.

Trade-Mark
Registered

SOLE CANADIAN MAKERS:

THE STANDARD PAINT CO. OF CANADA, LIMITED

MONTREAL

TORONTO

WINNIPEG

VANCOUVER

MADE IN CANADA

BUFFALO
OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines
 Harness Oil. Neatsfoot Oil

A Gas Engine Oil
 (for gasoline engines).

Tractorlens Oil (for
 oil burning engines).

Ideal Thresher's Ma-
 chines Oil (for gen-
 eral use).

Automobile Oil
 and Transmission
 Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
	%	%	%
Plain Back Shovels and Spades.....	25 and 25	25 and 25	25 and 25
Draining Tools.....	25 and 25	25 and 25	25 and 25
Hollow Back Scoops.....	25 and 25	25 and 25	25 and 25
Sand Shovels.....	25 and 25	25 and 25	25 and 25
Hollow Back Shovels.....	25 and 25	25 and 25	25 and 25
Hollow Back Coal Shovels.....	25 and 25	25 and 25	25 and 25
Riveted Back Scoops.....	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels.....	25 and 25	25 and 25	25 and 25

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	\$29.00	\$28.00	\$25.00
Draining Tools, No. 2, black.....	29.00	27.50	25.00
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black.....	32.00	.....	30.00
Sand Shovels, No. 2, black.....	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black.....	36.50	.....	.....

NET EXTRAS

For each size larger than No. 2, add 25c dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's
	Doz.
American Queen, Nickeled	
Fittings, Cyco Ball Bearing.....	\$43 00
Boudoir, Nic., Cyco B.B.....	40 00
Club, Jap. Cyco Bearing.....	96 00
Champion, Nickeled Fittings.....	35 00
Champion, Japanned Fittings.....	31 00
Elite, Nic., Cyco B.B.....	46 00
Grand, Nic., Cyco B.B.....	56 00
Grand, Jap., Cyco B.B.....	52 00
Grand Rapids, Nic., Cyco B.B.....	40 00
Grand Rapids, Jap., Cyco B.B.....	36 00
Parlor Queen, Nic., Cyco, B.B.....	46 00
Princess, Nic., Cyco B.B.....	41 00
Standard, Nickeled Fittings.....	37 00
Standard, Japanned Fittings.....	33 00
Universal, Nic., Cyco Bearing.....	38 00
Universal, Jap., Cyco Bearing.....	34 00

SWEEPERS, VACUUM

	Bissell's
	Doz.
Grand Rapids, Nic.....	\$84 00
Household, Jap.....	72 00
Superba, Nic.....	99 00
F.o.b. factory Niagara Falls, Ont., and other jobbing points in Eastern Canada.....	

SWEEPERS (ELECTRIC)

Steel frame.....	36 40
Aluminum frame.....	43 90
Attachments, set.....	8 25
F.o.b. Toronto, Hamilton, London.....	

TACKS

	Discount
Wire Tacks.....	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916.....	60 and 15%
Double pointed tacks.....	60 10%
Shoe findings list adopted July 5, 1917—Net list.....	
List of Capped Goods adopted Jan. 1, 1916.....	60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.....	

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Canadian Beauty.....	\$4 50
Upright, with rack.....	\$6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford.....	
Maple Leaf, Bedford, 17½% discount.....	
Samson, 12½% discount.....	
F.o.b. Montreal, Toronto, Hamilton, London.....	

TROUGH (EAVE)

O. G. Square head and half round.....	
Size in girth.....	Per 100 ft.
8 in.....	\$ 6 90
15 in.....	\$12 50
10 in.....	7 70
18 in.....	16 00
12 in.....	9 10
Net List.....	
F.o.b. Toronto, Oshawa, Ottawa.....	

TRAPS (GAME)

Victor, No. 1.....	2 20
Jump, No. 1.....	2 95
Hawley & Norton, No. 1.....	3 45
Newhouse, No. 1.....	4 70
F.o.b. Toronto, London, Hamilton, Montreal.....	

TWINE (BINDER)

	Per lb.
500 ft.....	\$0 23½
500 ft.....	0 25¼
600 ft.....	0 26½
650 ft.....	0 28

In 5-ton lots ¼c discount from

above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb.....	69-72
4-ply, wrapping, lb.....	73-76
F.o.b. Toronto, Hamilton, London.....	

WOOD TUBS

No. 0, per dozen.....	\$19 80
No. 1, per dozen.....	17 60
No. 2, per dozen.....	15 40
No. 3, per dozen.....	13 20
F.o.b. Newmarket.....	

VALVES

	%
Ground work.....	42
Compression work, standard.....	47
High grade.....	41
Cushion work.....	49
Fuller work, standard.....	45
High grade.....	35
Basin cocks, No. 0 Standard.....	40
High grade.....	40
Bath cocks.....	50
Flatway stop and waste cocks, standard.....	50
High grade.....	47
Roundway stop and waste cocks, standard.....	50
High grade.....	47
Brass steam cocks, standard.....	10% advance on list
Radiator valves, standard.....	10
High grade.....	Net
Patent quick opening valves.....	30
Globe, angle and check valves, standard.....	Net
Do., Jenkins Disc, 5% advance on list.....	
F.o.b. Toronto.....	

WARES, ETC.

Scotch Grey Ware, 40-10%.....	
Colonial, 27½%.....	
Imperial Ware, net list.....	
Pearl, 27½%.....	
Premier, net list.....	
Canada Ware, net list.....	
Diamond, net list. White Ware, 45%.....	
Japanned Ware, list plus 30%.....	
Japanned Ware, White, list, plus 40%.....	
Plain and Jap. Sprinklers, list plus 30%.....	

Stamped Ware, plain, 45%.....	
Stamped Ware, retinned, 40%.....	
Copper Bottoms, list, plus 10%.....	
Tinners' Trimmings, plain, 45%.....	
Tinners' Trimmings, retinned, 40%.....	
Tinners' Trimmings, general, list plus 20%.....	
Factory Milk Cans, list plus 50%.....	
Milk Can Trimmings, list, plus 60%.....	
Cream Cans, list, plus 25%.....	
Railroad Cans, list, plus 30%.....	
Pieced Tinware, C.B., list, plus 70%.....	
Sheet Iron Ware, list, plus 20%.....	
Pieced Ware, ordinary list, plus 50%.....	
Fry Pans, 40%.....	
Solders, steel, net list; cast iron, 10%.....	
Fire Shovels, Japanned, list, plus 20%.....	
Steel Sinks, painted, list plus 25%.....	
Steel Sinks, galvanized, list plus 25%.....	
Light Galv. Pails and Tubs, list plus 30%.....	

Heavy Galv. Pails and Tubs, list.

plus 20%.....	
Garbage Pails, list, plus 20%.....	
Jap. Coal Hods, list, plus 40%.....	
Galv. Coal Hods, list, plus 50%.....	
Paper Lined Boards, 30 and 10%.....	
Wood Lined Boards, 30%.....	
Stove Pipe, patent, per 100, 6 in., \$22.38; 7 in., \$23.87.....	
Common, made-up, per 100, 5 and 6 in., 7 in.,.....	
Polished, made-up, per 100, 5 and 6 in., 7 in.,.....	
Stove Pipe Thimbles, 45%.....	
Copper Boilers, list, plus 10%.....	
Copper Tea Kettles, list, plus 10%.....	
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.....	
Copper Tea and Coffee Pots, list, plus 10%.....	
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.....	
Nickel-plated Ware, 50%.....	
F.o.b. Montreal, Toronto, London, Hamilton.....	

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., \$21.80; 5-16 in., \$18.50; ¾ in., \$16.30; 7-16 in., \$13.55; ½ in., \$13; 9-16 in., \$12.15; ¾ in., \$11.70; 1-16 in., \$11; 13-16 in., \$11.70; 15-16, \$11.70; 17-16 in., \$11.70; 50 lbs. of one size, \$2 per 100 lbs. less.....	
F.o.b. Montreal, Toronto, London.....	

WEIGHTS, SASH

	Tor'to Lond'n Mont'l
Sectional, 1 lb.....	
per 100 lbs. \$5.50-\$5.85 \$5.50 \$5.35	
Section, ¼ lb.....	
per 100 lbs. 5.50- 5.85 5.50 6.00	
Solid, 3 to 30 lbs.,.....	
per cwt.....	4.25 4.25 4.25

WHEELBARROWS

Navy, steel wheel, doz.....	37.50-51.50
Garden steel wheel, doz.....	51.00-72.00
Light garden, doz.....	37.00-62.00
F.o.b. Montreal, Toronto, London.....	

WIRE PRODUCTS

	F.o.b. Toronto, London, Hamilton, Montreal
Cut Hay Baling Wire Per 100 lbs.	
No. 9.....	\$6 60
No. 10.....	6 65
No. 11.....	6 70
No. 12.....	6 85
No. 13.....	6 95
No. 13½.....	6 95
No. 14.....	7 10
No. 15.....	7 35

Stovepipe Wire

No. 18.....	9 00
No. 19.....	9 50

Hay Wire in Coils

No. 13.....	6 85
No. 14.....	7 00
No. 15.....	7 20
No. 16.....	7 45

Smooth Steel Wire.

Nos. 0-9 gauge, base.....	6 25
Extras over base sizes on smaller gauges are as follows:	
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.....	
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$2.50; bright, soft drawn, 15c; charcoal (extra quality), \$1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, \$1.....	

Fine Steel Wire

	List Price on Fine Steel Wire
No. 17.....	\$5 00
No. 18.....	5 50
No. 19.....	6 00
No. 20.....	6 65
No. 21.....	7 00
No. 22.....	7 30
No. 23.....	7 55
No. 24.....	8 00
No. 25.....	9 00
No. 26.....	9 50
No. 27.....	10 00
No. 28.....	11 00
No. 29.....	12 00
No. 30.....	13 00
No. 31.....	14 00
No. 32.....	15 00
No. 33.....	16 00
No. 34.....	17 00
For prices of fine steel wire add 45% to above list.....	

Extra net

List of extras in 100-lb. lots, net	
Tinned wire, Nos. 17-25.....	\$3 00
Nos. 26-31.....	5 00
Nos. 32-34.....	7 00
Coppered.....	0 75
Oiling.....	0 10
In 25-lb. bundles.....	0 15
In 5 and 10-lb. bundles.....	0 25
In 1-lb. hanks.....	0 25
In ½-lb. hanks.....	0 28
In ¼-lb. hanks.....	0 50
Packed in casks or cases.....	0 15
Bagging or papering.....	0 16

Oiled and Annealed Wire

No. 10.....	\$6 45
No. 11.....	6 47
No. 12.....	6 55

Wire Bale Ties

No. 12.....	\$6 75
No. 13.....	6 85
No. 14.....	6 90
No. 15.....	7 00
No. 16.....	7 20
No. 17.....	7 45

Fence Wire.

Barb.....	\$6.25-\$6.50
No. 9 pl. galv.....	5.35- 6.00
No. 12 pl. galv.....	5.50- 6.15
No. 13 pl. galv.....	6.00- 6.25
No. 9 coil sp.....	5.50- 6.00
No. 12 coil sp.....	5.80- 6.25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright.....	\$5 50
Fence staples, galvanized.....	\$6.25-6.50
In 25-lb. boxes add 25c extra.....	

Poultry Netting Staples

Poultry netting staples, galvanized, list.....	\$12 00
Less discount of 12½%.....	

Bright poultry netting staples \$1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....	10%
Brass wire, 3 to 24 gauge, add 40%.....	
25 to 36 gauge, add.....	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls.....	\$3 50
In 50-ft. rolls.....	3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls.....	4 75
Bronze, sq. ft.....	0 14
F.o.b. Toronto, Hamilton, London.....	

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.....	
Bright Screw Eyes Suits, A.B.C.M.....	82½%
Bright Iron Gate Hooks and eyes.....	82½%
Bright square cornered screw hooks, and stove pipe eyes.....	82½%
Brass, screw eyes suits, A.B.C.....	70%
Brass Screw Hooks.....	70%
Brass Gate Hooks and eyes.....	70%
F.o.b. Toronto, Montreal, London, Hamilton.....	

WRINGERS

Royal Can., 11 in., doz. list.....	\$84 80
Eze, 11 in., per doz.....	91 80
Trojan, 12 inch.....	185 00
Favorite 511E.....	105 80
Unexcelled, 1041E.....	129 60
Easy Work.....	90 50
Challenge, 3111E.....	94 30
Gem, 141E.....	91 80
Sunlight, 111E.....	82 80
Ottawa, 341E.....	103 30
Empire, 11 in.....	93 80
Superior, 11 in.....	84 80
Majestic, 11 in.....	88 00
Perfect, 11 in.....	97 50
Bicycle, 11 in.....	103 30
Daisy, No. 2.....	114 72
Daisy, No. 1.....	105 84
Maple Leaf No. 2.....	103 20
Maple Leaf No. 1.....	94 32
Sun.....	78 90
Rapid.....	82 80
Universal.....	63 00
Eureka, 10 in.....	65 00
Eureka, 11 in.....	71 40
Eclipse.....	97 70

Discount off above list, 30% and 10%.

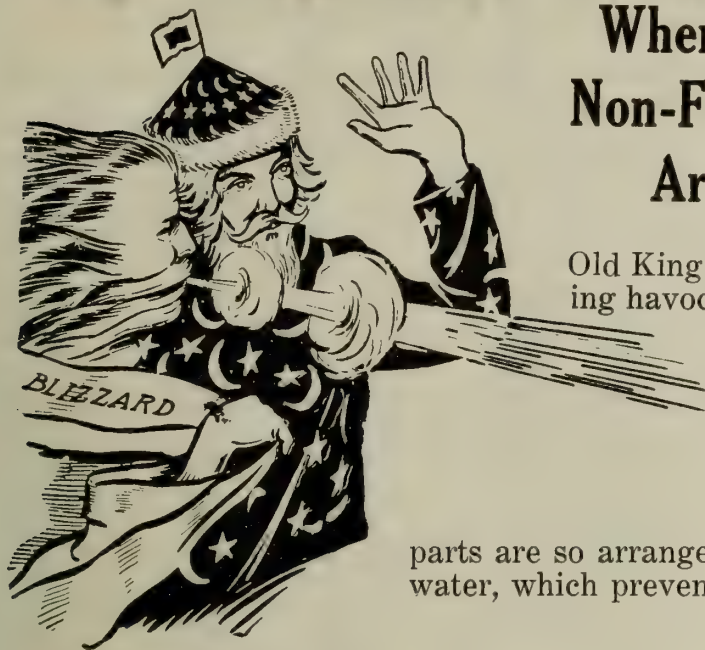
Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.....	\$15 60	18 in.....	\$35 00
10 in.....	17 40	24 in.....	50 60
14 in.....	24 45		
Coes—	Doz. net		Doz. net
6 in.....	\$14 60	15 in.....	\$35 00
8 in.....	17 50	18 in.....	46 60
10 in.....	20 40	21 in.....	56 80
12 in.....	26 20		
Stillson—		Each	Doz. net
6 in.		\$1 20	\$14 00
8 in.		1 35	15 60
10 in.		1 50	17 40
14 in.		2 10	24 45
18 in.		3 00	35 00
24 in.		4 35	50 60
36 in.			94 20
48 in.			139 20

"Jack Frost" Can't Play Havoc With Unprotected Plumbing Where EMPIRE Non-Freezing Closets Are Installed!



Old King Winter will soon be playing havoc with unprotected plumbing—that is to say, in buildings where "Jack Frost" Anti-Freezing closets are not installed.

The secret of the Empire "Jack Frost" is that all parts are so arranged as to draw free from water, which prevents freezing.



It works automatically. Get in touch with us re prices in time for Fall trade.

Empire Manufacturing Company, Limited
LONDON TORONTO



FALL PAINTING

Sells More Paint

and gives better protection with more lasting appearance and service to your customers.

MAPLE LEAF PAINTS

Give the utmost value in protection, preservation and appearance.

**PAINT POINTERS
FROM
THE "OLD TIME
PAINTER"**



The Imperial
Varnish & Color
Co., Limited
Toronto, Canada
Winnipeg
Vancouver



Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, \$8.60 for 100 lbs.; 5-lb. packages, \$8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID

Bronzing liquid, No. 1, \$1.50-\$2.00
Banana oil, gal. 3.50-7.00
F.o.b. Montreal, Toronto.

BLUE STONE Montreal Toronto
Per lb. 18-14 14-16

BRUSHES

Acme, 15 lbs. each. \$2 25
Acme, 20 lbs. each. 2 75
Acme, 25 lbs. each. 3 25
F.o.b. Toronto.

COLORS (DRY)

Raw Umber, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Burnt Umber, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Raw Sienna, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Burnt Sienna, No. 1, 100-lb. kegs. 0 07
Do., pure, 100-lb. kegs. 0 15
Imp. green, 100 lb. kegs. 0 25
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k. 0 12
Indian red, 100-lb. kegs. 0 15
Indian red, No. 1, 100 lb. k. 0 06
Venetian red, best bright. 0 04
Venetian red, No. 1 0 02½
Drop black, pure dry. 0 15
Golden ochre, 100 lb. kegs. 0 06½
White ochre, 100 lb. kegs. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 0 03½
French ochre, barrels 0 06
Spruce ochre, 100-lb. kegs. 7-8c
Canadian red oxide, bbls. 2-2½
Super magnetic red. 2½-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—
Venetian red 0 21
Indian red 0 35
Chrome yellow, pure 0 35
Golden ochre, pure 30-32
French spruce ochre, pure. 25-28
Greens, pure 28-35
Siennas 0 32
Umbers 0 32
Ultramarine blue 0 52
Prussian blue 1 50
Chinese blue 1 50
Drop black 0 30
Ivory black 0 31
Signwriters' black, pure 0 40
Lampblack 0 40
Marine black, 5 lb. irons. 0 20
F.o.b. Montreal, Toronto.

ENAMELS (white)

Duralite Gal. \$6 50
Algalloss 3 50

GLUE

Brantford All Round Glue—
Case No. 7—50-lb. pkgs. \$28 00
Case No. 8—100 ½-lb. pkgs. 31 00
Case No. 9—200 ¼-lb. pkgs. 38 00
Discount.

French medal (prices withdrawn)

English common sheet. 32-34
English prima 35-38
White pigfoot 0 50
Cake bone, 112-lb. bags. 0 35
Hide, 112-lb. bags. 0 45
Gelatin, 112-lb. bags. 45-60
Ground glues, 112-lb. bags.
No. 1 28-30
Ground glue, No. 2, 112-lb. bags. 22-24
Do., No. 2, less than bags. 24

GLASS

Per 100 ft. Single Double
Under 25 \$16 80 \$22 90
26 to 34 17 60 24 85
35 to 40 18 35 26 40
41 to 50 23 50 30 00
51 to 60 24 60 30 80
61 to 70 26 50 32 70
71 to 80 29 70 35 40
81 to 85 45 45
86 to 90 48 85
91 to 94 49 80
95 to 100 58 55
101 to 105 65 35

106 to 110 73 10

Discount box glass, 25%.
Sheet glass, 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each \$0 80
Plates from 1 to 2 feet, each 0 90
" 2 to 3 " 0 95
" 3 to 4 " 1 15
" 4 to 5 " 1 35
" 5 to 7 " 1 50
" 7 to 10 " 1 70
" 10 to 12 " 1 75
" 12 to 15 " 1 85
" 15 to 25 " 1 95
" 25 to 50 " 2 15
" 50 to 75 " 2 20
" 75 to 90 " 2 25
" 90 to 100 " 2 30
" 100 to 120 " 2 60
" 120 to 140 " 2 90

Plates 101 to 110 wide containing not over 100 ft. each. 3 00

Plates 111 to 120 wide containing not over 100 ft., each. 3 40

Plates 101 to 110 wide containing over 100 ft., each. 3 40

Plates 111 to 120 wide containing over 100 ft., each. 3 75

Trade Discount, 25%.

City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, \$1.56-\$1.62 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots.
Less than ton lots are 35c per 100 lbs. higher than quoted below.
F.o.b. Ottawa, 20c advance per 100 lbs. F.o.b. London and Windsor, 40c per 100 lbs. F.o.b. Toronto and Hamilton, 30c per 100 lbs. F.o.b. Fort William and Port Arthur, ... per 100 lbs.
Maritime differential 35c per 100 lbs over Montreal.

Montreal Toronto

Anchor, Pure \$17 50 \$17 80
Crown Diamond 17 50 17 80
Crown, pure 17 50 17 80
Green Seal 17 50 17 80
Ramsay's Pure 17 50 17 80
Moore's Pure 17 50 17 80
Tiger, Pure 17 50 17 80
O.P.W. Dec. Pure 17 50 17 80
Red Seal 17 50 17 80
Decorators' Pure 17 50 17 80
O.P.W. English 17 70 18 00
Elephant Genuine 18 00 18 30
B.B. Genuine Lead, less than tons, \$19.70, Toronto; \$19.40, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt. \$14 00 \$14 50

Genuine, 100-pound kegs, per cwt. 14 75 15 50

Less quantity 16 00 17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

Barrels, 600 lbs. 0 24½
Half bbls., 300 lbs. 0 24½

100s 0 45 0 25
50s 0 45½ 0 25½
25s 0 46 0 26
10s 0 47½ 0 29
5s 0 49½ 0 29½
2s 0 31
1s 0 52 0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., \$8.40; white, 5-lb. packages, \$7.80.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white 3 95
Elephant, colors 3 55
B.H. English, white 4 05
B.H. English, colors 3 80
B.H. Floor 3 15
B.H. Porch Floor 3 80

Minerva, white 3 90

Minerva, colors 3 65

Crown Diamond, white 3 80

Crown Diamond, colors 3 55

Crown Diamond, floor 3 05

B.H. Fresconette, white 3 35

B.H. Fresconette, colors. 3 25

Moore's House Colors, white. 3 75

Moore's House Colors, colors. 3 65

Moore's Egyptian Paint, all colors 3 00

Moore's Floor Paint 3 00

Moore's Sani-Flat 3 00

Moore's Mooramel 6 50

Jamieson's Crown Anchor 3 30

C.P.C. Pure, white 4 05

C.P.C. Pure, colors 3 80

O.P.W. Canada Brand, white 3 80

O.P.W. Canada Brand, colors 3 50

O.P.W. Canada Brand, floor. 3 05

O.P.W. Flat Wall, white. 3 30

O.P.W. Flat Wall, colors. 3 10

Ramsay's Pure, white 3 90

Ramsay's Pure, colors 3 60

Martin-Senour, 100%, white. 4 05

Martin-Senour, 100%, colors. 3 80

Martin-Senour, Porch Paint. 3 80

Martin-Senour, Neutone, white 3 35

Martin-Senour, Neutone, colors 3 25

Senour's Floor Paint 3 15

Sherwin-Williams, white 4 05

Sherwin-Williams, colors 3 80

Flat Tone, white 3 35

Flat Tone, colors 3 25

Low Bros. H.S., white. 4 05

Low Bros. H.S., colors. 3 80

Mellotone, white 3 50

Mellotone, colors 3 35

Sanitone, white 3 35

Maple Leaf, white 4 05

Maple Leaf, colors 3 80

Maple Leaf, floor 3 25

Pearcy's Prepared, colors 3 15

Pearcy's Prepared, white 3 50

F.o.b. Montreal, Toronto.

PARIS GREEN

C.P. Berger's and Munro's Per lb.

In barrels, about 600 lbs. 0 60½ 0 61

In arsenic wags, 250 lbs. 0 61½ 0 62

In 50 lb. and 100 lb. drums 0 62½ 0 63

In 1 lb. packets, 100 lbs. in case. 0 64½ 0 65

In ½ lb. packets, 100 lbs. in case 0 66½ 0 67

In 1 lb. tins, 100 lbs. in case 0 66½ 0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PURTY

Standard Less than tons

Bulk, in casks \$5 60 \$5 90

Bulk, 100-lb. drums. 6 45 6 75

Bulk, 25-lb. drums. 6 70 7 00

Bulk, 12½-lb. irons. 6 95 7 25

Bladder, in bbls. 7 35 7 65

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.

Pure Putty, \$2 cwt. advance.

Ottawa prices are 20c. Hamilton 30c. London and Windsor 40c per 100 lbs. over Montreal quotations.

ROSIN

Barrels, 100 lbs. \$5 90 \$6 00

Kegs, 100 lbs. 6 45 7 00

Less, per lb. 0 07 0 08

SHELLAC

Pure White, gal. \$4 75-\$4 90

Pure Orange, gal. 4 50

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 85c. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans \$3 30

B.H. Vanisher 3 00

Cumoff 3 30

Takof 3 25

O.P.W. Presto 3 00

Lingerwert 2 80-3 25

Solve 3 00

F.o.b. Montreal, Toronto.

VARNISHES

Per gal. can

No. 1 Furniture, extra, bar-

rels, \$1.10-\$1.21 gal.; gal.

tins \$1.32-\$1.45

B.H. Stovepipe Varnish, Anchor, ½ pints, per doz. 1 40

Depend-on, list 3 50

B.H. Maritime Spar, list. 7 90

Everlastic, Depend-on and Maritime Spar subject to discount of 40%.

Elastilite 3 25

Granitine Floor Finish 3 25

Hydrox Spar 3 65

Sun Varnish 2 60

Sun Spar 4 63

Sun Waterproof Floor. 3 40

Jasperite Interior and Exterior 2 65

Jasperite Pale Hard Oil 1 90

Jasperite Indestructo Floor Finish 2 65

Jamieson's Copaline 8 02

M-S Marble-It Floor 8 29

M-S Wood-Var 3 29

M-S Double Spar 4 57

M-S Finest Interior 3 86

Elastic Interior 2 64

Mar-not 3 40

Quick Action House 2 47

Rexspar 4 62

Sear-Not 3 34

Kyanize Spar 4 95

Kyanize Cabinet Rubbing 3 85

Kyanize Interior 8 85

Luxeberry light 8 80

Luxeberry granite 8 52

Luxeberry spar 4 95

Ramsay's Universal 2 92

Crown Diamond Floor 2 60

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls. 0 13½

Opalite, 100 lb. kegs. 0 14

1 gal. packages, per pkg. 0 75

½ gal. package, per pkg. 0 40

Coralite, 5-lb. pkgs., white 0 07

Coralite, 5-lb. pkgs., colors 0 07½

B.H. Frescota, 5-lb. pkgs., white 7 80

B.H. Frescota, 5-lb. pkgs., colors 8 40

F.o.b. Montreal, Toronto

WASTE

Cream, Polishing \$0 21

WHITE

XXX 0 20

XX 0 18

X 0 17

XC 0 16

Japanese 0 15

XXX Extra 0 21

X Grand 0 19½

XLGR 0 18½

X Empire 0 17½

X Press 0 16

COLORED

No. 5 15

No. 1 14

No. 7 13

No. 1A 11½

No. 1B 10½

Fancy 16½

Lion 15

Standard 13½

Popular 12

Keen 10½

Above lines subject to trade discount for quantity.

WAX

C. & B. Floor Wax \$0 40

B.H. Wax 0 40

Ronuk Floor Wax, lb. 0 38

</

GLASS

Now is the time to sort up on
WINDOW GLASS

BEFORE PRICES ADVANCE

We can take care of your requirements from our branch warehouses and make prompt shipments.

We stock and manufacture Plate, Bevelled Plate, Mirrors, Window, Figured, Leaded, Wired and Prism Glass.

Catalogues and price lists will be sent free upon application.

WRITE, PHONE OR WIRE your wants.

HOBBS

MANUFACTURING COMPANY, LIMITED

Montreal

Toronto

London

Winnipeg

**RED
S**
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, \$11.00.
Shot, soft, per cwt., \$17.20; chilled, \$18.70; buckshot, \$18.00; ball, \$18.40.

Dominion Metallics—B.B. Caps, \$2.80; C.B. Caps, \$3.50; 22 Short Black or Lesmok, \$4; 22 Long Black or Lesmok, \$4.80; 22 Short Smokeless, \$4.30; 22 Long Smokeless, \$6; 22 Long Rifle Black, \$5.60; 22 Long Rifle Smokeless, \$7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, \$3.06; C.B. Caps, \$3.85; 22 Short Black, \$4.35; 22 Long Black, \$5.25; 22 Long Rifle Black, \$7.70; 22 Short Smokeless, \$4.69; 22 Long Smokeless, \$6.55; 22 Long Rifle Smoke, \$7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., \$31; Sovereign Smokeless, 12 ga., \$38; Regale Smokeless, 12 ga., \$38; Nitro Club Smokeless, 12 ga., \$41; Canuck Smokeless, 12 ga., \$41 per M. net. Empty Paper Shot Shells, \$14 per M.; Empty Brass Shot Shells, \$6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.
Norris, 80 lbs. and over, 16c.

AXES

Single Bit\$14 50 \$20 00
Douple Bit 16 50 21 50
Broad Axes 32 00 35 00

AUGER BITS

Standard List Prices per Dozen			
3/16.....	\$6 00	18/16.....	\$12 00
4.....	5 00	19.....	14 00
5.....	5 00	20.....	14 00
6.....	5 00	21.....	16 00
7.....	5 00	22.....	16 00
8.....	5 00	23.....	18 00
9.....	6 00	24.....	18 00
10.....	6 00	25.....	21 00
11.....	7 00	26.....	21 00
12.....	7 00	27.....	24 00
13.....	8 25	28.....	24 00
14.....	8 25	29.....	27 00
15.....	9 50	30.....	27 00
16.....	9 50	31.....	30 00
17.....	12 00	32.....	30 00

Discounts from standard list prices
Irwin 10%
Gilmour 45%

BARS, CROW. \$10.25 per 100 lbs.

BAR IRON

Bar Iron—\$5.50 base; Swedish iron, \$5.25; sleigh shoe steel, \$5.80; spring steel, \$6.50; machinery steel, \$8.00.

BELTING

Rubber, 6 in. and under, 20%; over 6 in., 10-2 1/2%.
Agricultural or No. 1 leather belting, 37 1/2% off list.

Standard, 30% off list. 25% extra.

"The 'double' list is just twice the price of 'single'."

BELT LACING

In sides, tanned, \$1.65 per lb.; cut, \$1.85 per lb.; rawhide, sides, \$1.60; cut, \$1.80.

Blue Stone (Vitriol), 12c lb.

BOLTS

Carriage, 3/4 and smaller, 5%; 7-16 and larger, 5% on list; machine, 3/4 and under, 5%; 7-16 and over, 5% on list; machine set screws, 20%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to 3/4 and smaller, 5% on list; 7-16 and up, 5% on list.
BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, \$1.10 to \$1.60 per roll, according to quality; plain, 80c to \$1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2 1/2 x 2 1/2 in.	37
3 x 3 in.	39
3 1/2 x 3 1/2 in.	40
4 x 4 in.	52
4 1/2 x 4 1/2 in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., \$18.40; 1/4, \$16.00; 5-16 in., \$13.60; 3/8, \$12.40; 7-15, \$12.20; 1/2, \$12.00; 9-16, \$12.00; 5/8, \$11.75; 3/4, \$11.50; 1 in., \$11.25; Logging, 5-16 in., \$15.40; 3/4, \$14.20; 1/2, \$13.80; tie-out, 47 1/2%.

CHURNS

Barrel, No. 0, \$6.75; No. 1, \$6.75; No. 2, \$7.50; No. 3, \$8.25; No. 4, \$9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	\$2 90
Baby Ben	2 30
America	1 25
Lookout	1 50
Sleepmeter	1 65

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks
8, 9, 1072c lb.

DRILLS

Bit stock, 35%; Blacksmith, 1/2 in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., \$6.85; 10 in., \$7.60; 12 in., \$8.95.

Conductor pipe, 2 in., per 100 ft., \$8; 3 in., \$9.65; 4 in., \$12.75.

ENAMELWARE

See Wares.

FILES

GlobeDiscount 45%
Nicholson Genl.....Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list.	60-10%
Bushings	10%
Unions	25%
Nipples 4" and under	40%

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. bbls., 30c lb.; 100-lb. bbls., 31c lb.; 10-lb. jugs, \$3.40 each; 5-lb. jugs, \$1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	\$14 00	18 50
26 to 40.....	15 00	21 00
41 to 50.....	18 50	23 75
51 to 60.....	19 50	24 25
61 to 70.....	20 50	25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	\$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., \$2.75.
Mounted on steel frames, \$5.00 to \$6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, net list.
Corrugated Strap Hinges — 4, \$1.75; 5, \$2.35; 6, \$3.10; 8, \$4.95; 10, \$7.35; 12, \$11.35.

Corrugated Tee Hinges—4, \$2.15; 5, \$2.65; 6, \$3.50; 8, \$6.00; 10, \$10.10; 12, \$14.40.

HORSESHOES

Iron, No. 0 to 1, \$8.35; No. 2 and larger, \$8.10; snowshoes, No. 0 to No. 1, \$8.60; No. 2 and larger, \$8.35; steel, No. 0 to 1, \$8.80; No. 2 and larger, \$8.55; featherweight, \$9.95.

IRON, GALVANIZED Apollo and "Fleur Premier de Lis"

10 1/4 oz. or 28 Eng....	\$11 70	\$11 70
28 Am. or 26 Eng....	11 40	11 40
26 Am. or 26 special	11 10	11 10
24	10 95	10 95
22	10 95	10 95
18 and 20.....	10 80	10 80
16 Am.	10 65	10 65

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set.....\$2 10
Mrs. Pott's No. 50, set..... 2 25

Mrs. Pott's common and iron handles, \$1.60 dozen. Mrs. Pott's improved, \$2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	\$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., \$7.80, per doz., \$1.05; B, per case 6 doz., \$6.50; per doz., \$1.15.

LANTERNS

No. 2, plain	\$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, \$14.40.

LEAD WASTE, \$15.40.

LATCHES—THUMB, STEEL

	Doz.
2	\$2 30
3	2 95
4	5 25

Earn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	\$ 5 65
New Century B	11 65
New Idea	13 00
Snowball	9 75

MATTOCKS

Pick, \$12.60; cutter, \$12.60.

MOPS

	Doz.
O'Cedar Polish, No. 1	\$12 00
O'Cedar Polish, No. 3.....	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	\$ 7 75	\$ 8 25
Empress	10 00	10 60
Daisy	6 25	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, \$5.80 base; Winnipeg, \$6.25 base. Cut f.o.b. Winnipeg, \$6.55.

NETTING—POULTRY

Net Prices per Roll.	
1 in. mesh x 24 in.....	\$5 95
30 in.....	7 20
36 in.....	8 50
2 in. mesh x 24 in.....	2 90
30 in.....	3 40
36 in.....	4 05
48 in.....	5 25
60 in.....	6 55
72 in.....	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., \$4.15; 36 in., \$5.30; 48 in., \$6.25; 60 in., \$7.40; 72 in., \$8.40.

NUTS

Square, small lots, blank, 4 1/2c tapped, 4 1/2c advance on list; Hexagon, small lots, blank, 4 1/2c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 37 1/2c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 37c; Family safety coal oil, 24 1/2c; "Engoline" engine coal oil, 20 1/2c; Summer black oil, 22 1/2c; Kelso engine oil, 47c; Electro oil, 45c; Royaitite oil, 20c; Standard gas engine oil, 48c; Prairie Harvester oil, 49 1/2c.

PAINTS

Stephens' Out White, \$4.20; Stephens' House, \$3.95; Stephens' Floor, \$3.40; Silkstone, \$3.15; Stephens' Barn Paint, \$1.85.

POLISH

O'Cedar —	Doz.
4 oz.	\$2 00
12 oz.	4 00
1 quart	10 00
1/2 gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	\$2 00
12 oz.	4 00
1 quart	8 40
1/2 gal.	14 40

(Continued on second page)



**Right Now—These Are
Splendid Opportunities
For Every Stephens' Representative
Wherever He May Be !**

Here are three Stephen lines that are in demand at this season of the year, and are given preference over every other line on the Western market.

Stephens' Paints are easily applied, cover much surface, and are remarkable in their wearing qualities.

You'll find them used by shrewd consumers and sold by wise dealers everywhere throughout the West.

Manufactured by

**G. F. STEPHENS & CO.
LIMITED**

Paint and Varnish Makers
WINNIPEG AND CALGARY



If interested, tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	\$ 6 00	\$ 8 35
⅜ inch	6 05	8 45
½ inch	7 85	9 60
¾ inch	9 95	12 30
1 inch	14 70	18 20
1¼ inch	20 00	24 70
1½ inch	23 75	29 35
2 inch	32 00	39 50
2½ inch	51 25	63 15
3 inch	66 20	82 60
3½ inch	86 85	.....
4 inch	103 00	.....
4½ inch	118 50	.....
5 inch	138 00	.....
6 inch	179 00	.....

PLASTER. Paris, per bbl., \$4.50.

PLATES, CANADA

18 x 21 per box, half polish, \$11; full polished \$12.50; 18 x 24, half polished, \$11; full polished, \$12.50; 20 x 28, half polished, \$11; full polished, \$12.50.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½ x 14 in., \$3.55 per dozen.

PUTTY

100-lb. irons	\$5 70
25-lb. irons, per cwt.	6 30
1½-lb. tins	0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¼c base; British Manila, 33¼c base; lath yarn, 28¼c base; African hemp, 33¼c base; cotton rope ¼ and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0 ½	\$0 38	\$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell).
10% on list.

SAWS, BUCK

Happy Medium, \$10.00; Watch Spring, \$10.40; Lance Tooth or Lightning Blades, \$10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—

	Doz.
Bramble	\$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

Grand Rapids, Nic.	\$ 87 00
Household. Jap.	75 00
Superba, Nic.	102 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	\$9 45
12 gauge	9 45
14 gauge	9 45
16 gauge	9 45
18-20 gauge	9 30
22-24 gauge	9 30
26 gauge	9 35
28 gauge	9 45

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., \$15.05 per doz.; D.H. Rd. Pt., \$15.05 per doz.; L.H. Sqr. Pt., \$15.05; L.H. Rd. Pt., \$15.05; Bulldog & Jones, D.H., Rd. Pt., \$16.30; D.H. Sqr. Pt., \$16.30; L.H. Rd. Pt., \$16.30; L.H. Sqr. Pt., \$16.30; Black Cat and Crescent Scoops—No. 4, \$19.00 doz.; No. 6, \$19.50; No. 8, \$20.00; No. 10, \$20.50; Moose & Jones Scoops, No. 4, \$19.90; No. 6, \$20.90; No. 8, \$21.40.

SOLDER. Per pound, 69 to 70.

SPIKES

Pressed, ¼ in., \$8.30; 5-16, \$7.95; ¾, \$7.75; ½, \$7.55.

STAPLES

Bright wire, per cwt., \$5.85 at Fort William, \$6.25 Winnipeg; galvanized staples, \$6.65 Fort William, \$7.05, Winnipeg.

STEEL

Sleighshoe, \$5.80 base per cwt.; plow, common, \$6.50; crucible plow, \$7.50; angle, \$5.35; harrow, \$5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, \$7.50; machine, \$8.00 base; tire, \$5.90. Mild, 3-16, ¼, 5-16, \$8.00 base; other sizes \$5.75 base. Band Steel, \$5.75 base.

STEEL HOOPS

½ in., \$9.75; ¾ in., \$8.50; 1 in., \$8.75; 1½ in., \$8.50; 2 in., \$8.50; 1¼ in., \$8.50; 1½ in., \$8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE—

20 x 28 I.C.	\$32 00
20 x 28 I.X.	35 00
20 x 33 I.C.	37 85
20 x 33 I.C.	40 00
Terne plates	24 00

TRAPS, GAME—

	Victor	H. & N.	Jump
No. 0	\$1 95	....	....
No. 1	2 30	\$3 60	\$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—

	Wood	Fibre
No. 0	\$21 35	\$23 80
No. 1	18 80	20 45
No. 2	16 40	16 95
No. 3	14 00	14 45

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 4-ply	0 72
Cotton 3-ply	0 68

VARNISHES—

Stephens Luminette, gal. \$2 20
Stephens Exalite, gal. 3 00

WARES, ETC.—

Scotch Grey, 40, 12½% discount.
Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus, 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 15% on list plus 75c; full boxes, iron, 10% on list plus 75c.

WHITE LEAD—

Decorators' pure, ton lots, \$18.25; less than ton lots, \$18.60.

WIRE, BARB—

Lyman, 4-point, \$4.95 f.o.b. Fort William, \$5.25 Winnipeg; Glidden Cattle, 2-pt., \$4.80 Fort William \$5.10 Winnipeg; Baker, 2-pt., \$4.75 Ft. William, \$5.05 Winnipeg; plain twist, cwt., Ft. William, \$4.95; Winnipeg, \$5.25 spool; plain galvanized Ft. William, No. 9, \$5.65; No. 12 \$5.85; Winnipeg, No. 9, \$6.05; No. 12, \$6.25; coil spring, Ft. William, No. 9, \$5.70; No. 12, \$5.95; Winnipeg, No. 9, \$6.10; No. 12, \$6.35.

Patented screen in 100-ft. rolls, \$3.50 per hundred sq. ft.; in 50-ft. rolls, \$3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop \$7.65 Winnipeg; \$7.25 Ft. William. Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, \$6.75; 10, \$6.80; 12, \$6.95; 14, \$7.15; 15, \$7.25; 16, \$7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	\$ 6 50
8 in.	7 80
10 in.	9 10
12 in.	11 70
15 in.	15 60
Perfect Handle—	
6 in.	15 00
8 in.	18 00
10 in.	21 00
12 in.	27 00
15 in.	36 00
18 in.	48 00

WRENCHES (PIPE)—

Stillson—	Each
6 in.	\$ 1 10
8 in.	1 25
10 in.	1 40
14 in.	1 95
18 in.	2 75
24 in.	4 00
36 in.	7 45
Trim—	
10 in.	\$1 50
14 in.	2 10
18 in.	3 00
24 in.	4 35
Dozen	
Always Ready—	Black N.P.
No. 1	\$4 20 \$4 50
No. 2	5 75 6 00

WRINGERS—

Eze, \$58.85 per doz.; Reliance, \$70.50 per doz.; Emperor, \$132.

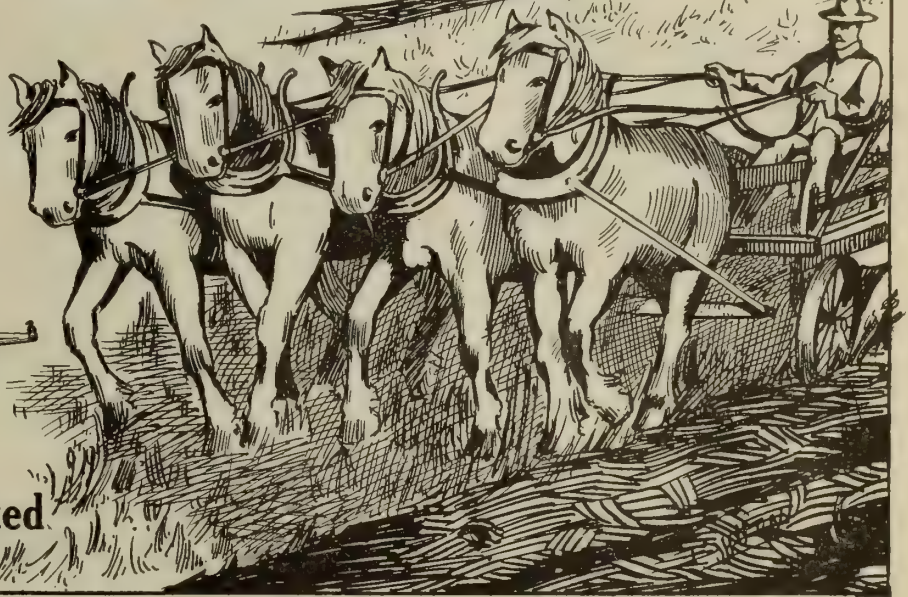
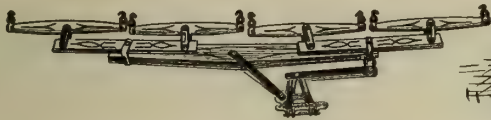
Royal Canadian, \$54.50 per doz.;

Gregg Plow Eveners Pull Big Business

Gregg Plow Eveners, like Gregg Wagon Sets, Neck-yokes and Hitches, are built for service. They are guaranteed against defective materials and workmanship.

Send for copy of catalogue describing our full line.

Any jobber in the Canadian West can supply you with Gregg Goods.



Gregg Mfg. Co., Limited

WINNIPEG



"THE EDEN"

THE BEST SELLING

Electrically-operated Washing and Wringer Machine

The Eden is the one best machine; the tub is made entirely of rust-proof iron, reinforced with angle iron, all mechanism geared direct, no belts or chains; automatic stop causes cylinder to stop with opening always at the top; flat top is entirely clear of mechanism. All moving parts are covered. Wringer is guaranteed and has safety release to prevent accidents. Special motor is equipped with safety cutout that prevents overloading.

All metal rust-proof construction, giving strength, durability and long life.

Built to Last a Lifetime

Great West Electric Company, Limited

WINNIPEG

Distributors of Laco Tungsten and Nitro Lamps

THE BUYERS' GUIDE

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Plews Ltd., Winnipeg, Man.

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Auto Accessories Ltd., Winnipeg, Man.
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Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
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Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oil Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Cushman Motor Works, Ltd., Winnipeg, Man.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Fernald Mfg. Co., North East, Pa.
Great West Electric Co., Ltd., Winnipeg, Man.
Gutta Percha & Rubber Ltd., Toronto.
Hamilton Whip Co., Hamilton, Ont.
Homer & Wilson, Hamilton, Ont.
W. W. Hicks, Winnipeg, Man.
Hyslop Bros., Toronto.
C. Klepper, Limited, Toronto, Ont.
Line, Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
North American Hardware Co., Ltd., Montreal.
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Will B. Lane, Chicago, Ill.
Prairie Motor Sales Co., Moose Jaw, Sask.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinsinger, Bruce & Co., Niagara Falls, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties Co., Hamilton, Ont.

Automobiles

Canadian Pneumatic Tool Co., Ltd., Montreal. Q.
Carriage Factories, Ltd., Brockville, Ont.
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Axes

Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal

Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plews Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Bars and Racks, Clothes

Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Liners

J. N. Warmington & Co., Montreal, Que.

Basins, China and Enamelled Iron

Empire Mfg. Co., London, Ont.

Batteries, Dry

Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.

Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper

Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures

Empire Mfg. Co., London, Ont.
Kinsinger, Bruce & Co., Ltd., Niagara Falls.
Bends, Brass, Iron and Lead.
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression

Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brake Lining

Thermoid Rubber Co., Trenton, N.J.

Brass Goods

Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods

Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggett, Ltd., Birmingham.
Brass, Sheets and Rods
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels

Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
B. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Coneyor

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Belting, Rubber

Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plews Ltd., Winnipeg, Man.

Belting, Cotton

Dominion Belting Co., Hamilton, Can.
Plews Ltd., Winnipeg, Man.

Blacksmiths' Supplies

D. Ackland & Son, Winnipeg.

Blankets, Saddle

Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Bolts and Nuts

Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Klepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes

Baines & Peckover, Toronto.

Boilers, Heating and Range

Empire Mfg. Co., London, Ont.

Bolts, Eye

Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic

Wm. Newman & Sons, Birmingham, Eng.

Boxes, Wood

Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools

Steel Co. of Canada, Ltd., Hamilton.

Boring Bars

Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools

Bridgeport Hdw. Mfg. Corp., Bridgeport, Conn.

Bale Ties

Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles

J. N. Warmington & Co., Montreal, Que.

Barbed Wire

Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets

Walter Woods & Co., Hamilton.
Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands

Wakye Mfg. Co., Winnipeg.

Balers, Steel

Chimar Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces

Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

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Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.
The Toronto Lock Mfg. Co., Toronto, Ont.

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The Stanley Works, New Britain, Conn.
J. N. Warmington & Co., Montreal, Que.

Blasting Supplies

Dupont Powder Co., Wilmington, Del.

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Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
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Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges

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Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
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The Toronto Lock Mfg. Co., Toronto, Ont.

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Jas. Cartland & Son, Ltd., Birmingham, Eng.
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National Mfg. Co., Sterling, Ill.
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Taylor-Forbes Co., Ltd., Guelph, Ont.
- Grindstones**
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.
- Grindstone Fixtures**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Grinding Wheels**
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
- Guns**
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
- Gunsights**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Hack Saws**
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Pewees Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
- Hack Saw Blades**
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.
- Hack Saw Frames**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
- Hack Saw Machines**
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.
- Halters**
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.
- Hammers**
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
- Hammocks**
Galt Robe Co., Galt, Ont.
- Hand Drills**
Goodell-Pratt Co., Greenfield, Mass.
- Handles**
J. H. Still Mfg. Co., St. Thomas, Ont.
- Hand Pulls**
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.
- Hangers, Door**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
- Hangers, Barn Door**
Allith Mfg. Co., Ltd., Hamilton, Ont.
- Hangers, Door and Track**
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.
- Hooks, Hat and Coat**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Hangers, Storm, Sash and Screen**
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.
- Hand Taps**
Wells Bros. Co. of Canada, Galt.
- Harness**
Samuel Trees & Co., Toronto.
- Hardware Specialties**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLean Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
- Hardware Fixtures**
Duluth Show Case Co., Duluth, Minn.
- Hardware Shelving**
Duluth Show Case Co., Duluth, Minn.

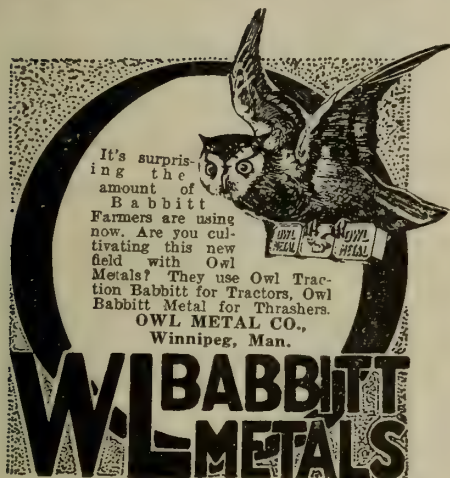
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THE BUYERS' GUIDE

- Hardware Store Fittings**
Stratford Brass Co., Ltd., Stratford, Ont.
- Hatchets**
Canada Foundries & Forgings, Ltd., Brockville
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
- Hasps**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
- Headlights, Auto**
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.
- Heaters**
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
- Heaters, Electric**
Chicago Flexible Shaft Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto, Ont.
Superior Electric, Ltd., Pembroke, Ont.
- Heels and Soles, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
- Hinges, Ornamental**
The Stanley Works, New Britain, Conn.
- Hinges, Spring**
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.
- Hinges, Strap and Tee**
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
- Hinges, Adjustable Ball**
Toronto Lock Mfg. Co., Toronto.
- Hockey Sticks**
J. H. Still Mfg. Co., St. Thomas.
- Hoes**
Ward & Payne, Sheffield, Eng.
- Hoists**
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg, Man.
- Horse Singers**
Collins Mfg. Co., Toronto.
- Hones, Razor**
The Carborundum Co., Niagara Falls, N.Y.
- Horse Covers, Rubber**
Canadian Consolidated Rubber Co., Montreal
- Horse Nails**
C. Kloepper, Limited, Toronto, Ont.
- Horse Shoes**
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.
- Horse Shoe Pads**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
- Hose, Fittings and Supplies**
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Empire Mfg. Co., London, Ont.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
- Hollow Ware**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Hoist Hooks**
Williams & Co., J. H., Brooklyn, N.Y.
- Ice Cream Freezers**
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
- Implement Repairs**
D. Ackland & Son, Ltd., Winnipeg.
- Incubators**
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.
- Indicators, Speed**
H. Diston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
- Injectors, Automatic**
Jas. Morrison Brass Mfg. Co., Toronto.
- Instruments of Precision**
L. S. Starrett Co., Athol, Mass.
- Ironing Boards**
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.
- Iron, Corrugated**
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
- Iron Handles**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Iron and Steel Bars**
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.
- Iron and Steel, Structural**
Baines & Peckover, Toronto.
- Irons**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
- Irons, Gas and Gasoline**
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.
- Jack Planes**
Stanley Rule & Level Co., New Britain, Conn.
- Jack Screws**
Canada Foundries & Forgings, Brockville, Ont.
- Jardinieres**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
- Japans**
Boston Varnish Co., Everett Station, Boston, Mass.
- Jugs**
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.
- Kettles**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
- Keyhole Saws**
Bridgeport Hardware Co., Bridgeport, Conn.
- Kitchen Ware**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Kitchen Ware, Transparent**
Corning Glass Works, Corning, N.Y.
- Knife Sharpeners**
J. E. Beauchamp & Co., Montreal.
- Knives, Pocket and Table**
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
- Knives, Sportsmen's**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Knives, Putty**
Bridgeport Hardware Co., Bridgeport, Conn.
- Ladders, Step, Extension, Store, etc.**
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.
Evan L. Reed Mfg. Co., Sterling, Ill.
- Lath, Metallic**
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
- Lamps, Nitrogen and Tungsten**
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal.
- Lamp Black**
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilkes Co., New York.
- Lamp Chimneys**
Walter Woods & Co., Hamilton.
- Lamp Coloring and Frosting**
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.
- Lamps, Bicycle and Automobile**
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
- Lamps and Lanterns, Gasoline**
National Stamping & Electric Works, Chicago, Ill.
- Lamps, Lanterns, Electric, Hand**
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
- Lamps, Tungsten**
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal
- Lamps, Nitrogen**
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton
Toronto, Montreal, Winnipeg.
- Lamps and Lanterns, Gasoline and Kerosene**
National Stamping & Electric Works, Chicago
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.
- Lanterns, Oil**
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.
- Latches**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.
- Lathe Dogs, Drop-forged**
Williams & Co., J. H., Brooklyn, N.Y.
- Lath, Metallic**
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
- Laundry Tubs, Iron, Plate, Cement**
Empire Mfg. Co., London, Ont.
- Lawn Swings**
J. E. Beauchamp & Co., Montreal.
Lumber Products Ltd., Winnipeg, Man.
- Lawn Mowers**
Canada Foundries & Forgings, Ltd., Brockville.
Clippes Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.
- Lawn Sprinklers**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
- Lead, Black**
John Oakley & Sons, London, Eng.
- Leather Belting and Soles**
Beardmore & Co., Toronto.
- Lead, Sheets and Pipe**
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
- Lead Traps and Bends**
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.
- Lace Leather**
Wm. Taylor, Parry Sound, Ont.
- Leather Belting and Soles**
Plewes Ltd., Winnipeg, Man.
- Lead Washers**
Canada Metal Co., Ltd., Toronto.
- Levels**
H. Diston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
- Level Glasses**
Stanley Rule & Level Co., New Britain, Conn.
- Lighting Systems, Store**
Benjamin Electric Co., Toronto.
- Lighting Fixtures, Store**
Benjamin Electric Co., Toronto.
- Lines, Wire, Clothes**
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.
- Linoleum Finishes**
Boston Varnish Co., Everett Station, Boston, Mass.
- Linseed Oil**
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
- Locks**
Can. Yale & Towne, Ltd., St. Catharines, Ont.
Peterboro Lock Mfg. Co., Peterboro, Ont.
Toronto Lock Mfg. Co., Toronto, Ont.
- Locomotive Tools**
Williams & Co., J. H., Brooklyn, N.Y.
- Lumber Tools**
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
- Mantles, Gas**
Hamilton Gas Mantle Co., Hamilton, Can.
- Marine Brass Work**
Empire Mfg. Co., London, Ont.
- Marine Hardware**
Scythes & Co., Ltd., Toronto, Ont.
- Matches**
E. B. Eddy Co., Hull, Que.
- Mats, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
- Mauls**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Measures, Copper Plated**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
- Meat Choppers**
Landers, Frary & Clark, New Britain, Conn.
- Metal Boxes and Drawers**
Cameron & Campbell, Toronto.
- Metals, Expanded**
Baines & Peckover, Toronto, Ont.
- Metals, Expanded, Ingot, Sheet, Tubes, etc.**
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.
- Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.**
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Mica**
A. G. Martin, Ottawa, Ont.
- Menders, Utensils**
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
- Meters**
Canadian General Electric Co., Toronto.
- Menders, Graniteware, Pot and Pan**
North American Hardware Co., Ltd., Montreal.
Vol-Peck Mfg. Co., Montreal.
- Micrometers**
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
- Milling Cutters**
Pratt & Whitney Co., Ltd., Dundas.
- Milk Cans**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Mirrors**
Toronto Plate Glass Importing Co., Toronto.
- Mitre Boxes**
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
- Mitre Box Saws**
H. Diston & Sons, Ltd., Toronto.

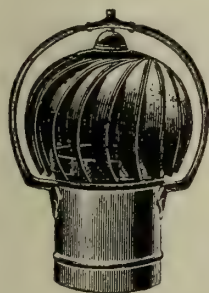
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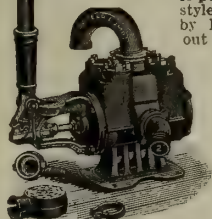
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CALGARY

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THE BUYERS' GUIDE

Molasses Gates

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tarbox Bros., Toronto, Ont.

Mop Sticks

Stover Mfg. & Engine Co., Freeport, Ill.

Motor Trucks

Canadian Pneumatic Tool Co., Ltd., Montreal, Que.
Ford Motor Co., Ford Ont.

Motors

Canadian General Electric Co., Ltd., Toronto.

Motor Cycles

Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

North American Hardware Co., Ltd., Montreal, Q.

Motor Trucks

Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Motor Generators

Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Nails, Wire

Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe

Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes

Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oakum

Seythes & Co., Ltd., Toronto, Ont.

Oil Cans

Cannon Oil Co., Keithsburg, Ill.

Oil Cake and Meal

Canada Linseed Oil Co.,
Dominion Linseed Oil Co., Toronto.

Oil, Coal

Imperial Oil Co., Toronto.

Oils, Cylinder

Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers

Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine

Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves

Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps

S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing

Seythes & Co., Ltd., Toronto, Ont.

Oilers

Cannon Oil Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Toronto.

Orange Derinders

J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings

Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc

Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence

Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Gates

McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work

Dennis Wire & Iron Works, London, Ont.

Packings

Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Seythes, Ltd., Toronto.

Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine

Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.

R. C. Jamieson & Co., Montreal.

Imperial Varnish & Color Co., Toronto.

Lowe Bros., Ltd., Toronto.

Martin-Senour Co., Montreal.

McArthur-Irwin, Ltd.

The Ottawa Paint Works, Ottawa.

A. Ramsay & Son Co., Montreal.

Sanderson, Percy Co., Ltd., Toronto.

Standard Paint & Varnish Co., Ltd., Windsor Ont.

Sherwin-Williams Co., Montreal.

G. F. Stephens Co., Winnipeg.

Benjamin Moore & Co., Toronto.

Paint Brushes

Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint and Varnish Remover

Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.

Sherwin-Williams Co., Montreal.

A. Ramsay & Son Co., Montreal.

Paper Balers

Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers

Gipe-Hazard Store Service Co., Montreal.

Paris Green

Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags

Walter Woods & Co., Hamilton.

Paper, Wrapping

Walter Woods & Co., Hamilton.

Packing Rubber

Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pails

D. Ackland & Sons, Winnipeg.

Pads for Horses

American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails

Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals

B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee

Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles

J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines

Cushman Motor Works, Ltd., Winnipeg, Man.

Piston Rod Packing

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Pitch

Seythes & Co., Ltd., Toronto, Ont.

Pistols

Ive Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper

Canada Metal Co., Ltd., Toronto.

Phonographs

Canadian Phonograph & Sapphire Disc Co.,
Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Win-
nipeg

Pig Iron

A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon

Parmenter & Bulloch, Gananoque

Pipe Cleaner (sewer and drain)

Chamberlain Desolve Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)

Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies

Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized

American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conductor

Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead

Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove

Collins Mfg. Co., Toronto

Soren Bros., Toronto

Pipe, Rain Water Conductor

Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Planters, Corn

Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares

D. Ackland & Son, Winnipeg

Plugs, Rubber

Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools

Empire Mfg. Co., London, Ont.

Plumbers' Supplies, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.
John Stevens Co., Ltd., Winnipeg, Man.

Planes

Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequer

Baines & Peckover, Toronto.

Polishes, Auto and Furniture

Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.

Polishing Heads

Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife

Jno. Oakley & Sons, London, Eng.

Poles, Electric Light

Northern Electric Co., Montreal

Pole Line Material

Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets

Toronto Lock Mfg. Co., Toronto.

Post Hole Diggers

Otterville Mfg. Co., Otterville, Ont.

Poultry Netting

Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Thos. Birkett & Son Co., Ltd., Oshawa.
A. C. Lendie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun

Hercules Powder Co., Delaware.

Poultry Leg Bands

Rideau Specialty Co., Smith's Falls, Ont.

Pulls

Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps

Aylmer Pump Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pump Oilers

Cannon Oil Co., Keithsburg, Ill.

Punches, Centre Drive, etc.

Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty

Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes

Gipe Hazard Store Service Co., Toronto

Pulleys

Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay

Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators

Empire Mfg. Co., London, Ont.

Radiator Valves

Jenkins Bros., Ltd., Montreal

Railroad Supplies, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes

Ward & Payne, Sheffield, Eng.

Razors

Auto-Strip Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., She.-eld, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers

Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills

Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills

Goodell-Pratt Co., Greenfield, Mass.

Refrigerators

Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware

Toronto Lock Mfg. Co., Toronto.

Registers

Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles

Harrington & Richardson Arms Co., Worcester, Mass.

Rivets

Parmenter Bulloch Co., Gananoque, Ont.
Stowell Screw Co., Ltd., Montreal.

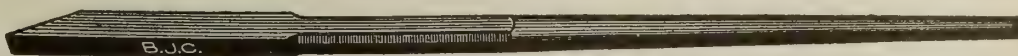
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- Roofing, Ready**
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Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.
- Rope**
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.
- Rosin**
Fred Smith, Toronto, Ont.
- Rules**
Jas. Chesterman & Co., Sheeld, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
- Sawset**
Chas. Morrill, Inc., New York.
- Saws, Hand and Circular**
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
Victor Saw Works, Hamilton, Ont.
- Siding, Metallic**
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
- Scales**
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Machinery Co., Ltd., Renfrew, Ont.
- Scoops**
Canadian Shovel & Tool Co., Hamilton, Can.
- Screws**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stowel Screw Co., Ltd., Montreal.
- Screw and Bolt Cases**
Duluth Show Case Co., Duluth, Minn.
- Screw Machines**
Stratford Brass Co., Ltd., Stratford, Ont.
- Separators**
Dominion Sewing Machine & Phonograph Co.,
Winnipeg, Man.
Sharples Separator Co., West Chester, Pa.
- Sewing Machines**
Northern Electric Co., Ltd., Montreal, Que.
- Shades, Electric**
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
- Sheeting**
Alex. McArthur & Co., Montreal, Que.
- Sheets, Galvanized and Black**
American Rolling Mills, Middleton, Ohio.
Haines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.
- Shovels**
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
- Shingles, Metallic**
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
- Show Cases**
Duluth Show Case Co., Duluth, Minn.
- Shower Baths**
Empire Mfg. Co., London, Ont.
- Silo Lugs**
Otterville Mfg. Co., Otterville, Ont.
- Sinks**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
- Silver Plated Ware**
Canadian Wm. A. Rogers Co., Toronto.
Onedia Community, Ltd., Niagara Falls, Ont.
- Skylights, Metallic**
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
- Solder**
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hort Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.
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Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.
- Soldering Paste**
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
- Solderall**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Soles, Half**
Goodyear Tire & Rubber Co. of Canada, Ltd.,
Toronto, Ont.
Plews B'd., Winnipeg, Man.
- Soot, Destroyer**
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.
Supplies Ltd., Kentville, N.S.
- Soap Dishes**
Kinzingner Bruce & Co., Niagara Falls, Ont.
- Spades**
Canadian Shovel & Tool Co., Hamilton, Ont.
- Spark Plugs**
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1694 St. Urbain St., Montreal
Hyslop Bros., Toronto
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.
- Spanners**
Williams & Co., J. H., Brooklyn, N.Y.
- Spiders**
Can. Foundries & Forgings, Ltd., Brockville, Ont.
- Spinnings**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
- Spoke Shaves**
Stanley Rule & Level Co., New Britain, Conn.
- Sponge Baskets**
Kinzingner, Bruce & Co., Niagara Falls, Ont.
- Sprayers**
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock
- Springs**
B. J. Coghlin Co., Ltd., Montreal, Que.
- Spring Dies**
Wells Bros. Co. of Canada, Galt
- Stable Fittings**
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.
- Stains**
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Percy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg
- Stampings**
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
- Staples**
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London
- Stoneware**
Medalta Stoneware, Ltd., Medicine Hat, Alta.
- Store Fixtures**
Cameron & Campbell, Toronto.
- Stoves**
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Clare Bros., Preston, Ont.
Bert Conway, Winnipeg, Man.
Canada Stove & Foundry Co., Ltd., St. Laurent,
Montreal, Que.
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Chas. Fawcett, Ltd., Sackville, N.B.
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D. Moore Co., Ltd., Hamilton, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock
- Stoves, Fireless Cook**
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.
- Stoves and Ranges, Electric**
Superior Electric, Ltd., Pembroke, Ont.
- Stoves, Gasoline**
National Stamping & Electric Works, Chicago
- Stove Lining**
Geo. W. Reed, Montreal.
- Stove Pipe**
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
O-Rib-O Mfg. Co., Winnipeg, Man.
Safety Stove Pipe Co., Ltd., Toronto, Ont.
Sheet Metal Products Co. of Canada, Toronto.
- Steel, Cold Rolled Band**
J. N. Warrington & Co., Montreal, Que.
- Stretchers, Curtain**
Otterville Mfg. Co., Otterville, Ont.
- Stretchers, Wire**
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.
- Steel, Reinforcing**
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
- Steel, Strip**
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton
- Steel Lockers and Shelving**
Dennis Wire & Iron Works, London, Ont.
- Stencils and Ink**
Hamilton Stamp & Stencil Co., Hamilton
- Steamers and Boilers**
Thos. Davidson Mfg. Co., Ltd., Montreal.
- Steel Bending Brakes**
Steel Bending Brake Works, Chatham
- Steel, Mild, Sleigh Shoe, Tire**
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton
- Stays, Friction**
Toronto Lock Mfg. Co., Toronto.
- STUCCO BOARD**
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
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American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.
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Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
- Supply Pipes, Iron and Brass, Bath and Basin**
Empire Mfg. Co., London, Ont.
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Steel Co. of Canada, Ltd., Hamilton, Ont.
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Dominion Sewing Machine & Phonograph Co.,
Winnipeg
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Aylmer Pump & Scale Co., Aylmer, Ont.
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- Tanks, Galvanized Steel**
Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
- Taps**
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.
- Tap Holders**
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
- Tapping Attachments**
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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- Tiling, Walls and Floor**
Barton Netting Co., Windsor
- Tiling, Rubber**
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
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Brown, Boggs Co., Hamilton, Ont.
- Tinware**
Soren Bros., Toronto, Ont.
- Tin Plate**
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North American Hardware Co., Ltd., Montreal, Q.
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
Hyslop Bros., Toronto, Ont.
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onto, Ont.
North American Hardware Co., Ltd., Montreal,
Vokes Hardware Co., Ltd., Toronto, Ont.
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Michelin Tire Co. of Canada, Ltd., Montreal.
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Michelin Tire Co. of Canada, Ltd., Montreal.
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North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.
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Jardine & Co., Ltd., A. B., Hespeler, Ont.
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Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.
- Tools, Harvest**
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- Tools, Logging and Lumbering**
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- Tool Holders**
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Goodell-Pratt Co., Greenfield, Mass.
Jas. Cheesterman & Co., Ltd., Sheffield, Eng.

Towel Bars

Kinsinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead

Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Traps, Game

Oneida Community, Ltd., Niagara Falls, Ont.

Troughs

Beatty Bros., Fergus, Ont.

Trammel Points

Stanley Rule & Level Co., New Britain, Conn.

Trowels

H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse

Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brookville.
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares

Henry Disston & Sons Co., Toronto

Stanley Rule & Level Co., New Britain, Conn.

Truing Devices

Cleveland Stone Co., Cleveland, Ohio

Tube Rubber

K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps

Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Vivid Electric Lamp Co., Toronto.

Turning Tools

Ward & Payne, Sheffield, Eng.

Tabs

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Eddy & Co., E. B., Hull, Que.

Tub Stands, Folding

Otterville Mfg. Co., Otterville, Ont.

Tube Rubber

K. and S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders

Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Brass

B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tubing, Steel

Standard Tube & Fence Co., Woodstock

Turpentine

Brown Corporation, Portland, Maine.
Fred Smith, Toronto.

Twines

Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Vacuum Cleaners and Sweepers

Bissell Carpet Sweeper Co. of Canada, Ltd.,
Niagara Falls, N.Y.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Standard, Globe, Angle and Check

Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Milwaukee Valve Co., Milwaukee, Wis.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check

Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brookville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Bros. Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes

Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Glidden Varnish Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal

Benjamin Moore & Co., Ltd., Toronto

A. Ramsay & Son, Montreal

E. C. Jamieson & Co., Montreal

Pratt & Lambert, Bridgeburg, Ont.

Sanderson, Percy & Co., Toronto.

Shervin-Williams Co., Montreal

G. F. Stephens & Co., Ltd., Winnipeg

Ottawa Paint Works, Ottawa.

Wilkinson & Kompass, Hamilton

Vehicles, Business

Canada Carriage Factories, Ltd., Brockville, Ont.

Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Ford Motor Co. of Canada, Ltd., Ford, Ont.

Ventilators, Metallic

Metallic Roofing Co., Toronto and Winnipeg

Winnipeg Ceiling & Roofing Co., Winnipeg

Vises

Thos. Birkett & Son Co., Ltd., Ottawa.

Can. Foundries & Forgings, Ltd., Brookville, Ont.

Caverhill, Learmont & Co., Montreal

Goodell-Pratt Co., Greenfield, Mass.

Lewis Bros., Ltd., Montreal

National Machinery & Supply Co., Hamilton

North Bros. Mfg. Co., Philadelphia, Pa.

Plewes Ltd., Winnipeg, Man.

Stanley Rule & Level Co., New Britain, Conn.

Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe

Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers

Adamson Mfg. Co., Hamilton

Northern Electric Co., Montreal

C. A. Shaler Co., Waupun, Wis.

Wagon Hardware

Gregg Mfg. Co., Ltd., Winnipeg, Man.

Wagons

Woodstock Wagon Mfg. Co., Woodstock, Ont.

WALLBOARD

Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Warmers, Foot

Chicago Flexible Shaft Co., Chicago, Ill.

Washers

Beauchamp & Co., J. E., Montreal, Que.

DesRochers, Ltd., Montreal, P.Q.

C. Kloepper, Ltd., Toronto

The Stanley Works, New Britain, Conn.

Steel Co. of Canada, Ltd., Hamilton

The Toronto Lock Mfg. Co., Toronto, Ont.

Otterville Mfg. Co., Otterville, Ont.

Wilkinson & Kompass, Hamilton

Washers, Rubber

Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Washing Machines, Electric, Hand and Power

Beatty Bros., Fergus, Ont.

J. H. Connor & Son, Ltd., Ottawa

Cushman Motor Works, Ltd., Winnipeg, Man.

Dowswell, Lees & Co., Hamilton.

Great West Electric Co., Ltd., Winnipeg, Man.

Kribs, Wm., Hespeler, Ont.

Maytag Co., Winnipeg, Man.

Merchants Hardware Specialties, Ltd., Calgary.

Alta.

Nineteen Hundred Washer Co., Toronto, Ont.

Northern Electric Co., Montreal

John Watson Mfg. Co., Winnipeg, Man.

Waste, Cotton

Acme Waste Mfg. Co., Toronto.

Scythes & Co., Ltd., Toronto

Wilkinson & Kompass, Hamilton

Wash Boards

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Wash Tubs

E. B. Eddy & Co., Hull, Que.

Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Water Supply Systems

Empire Mfg. Co., London, Ont.

Weather Stripping

Best Weatherstrip Co., Ltd., Hamilton, Ont.

Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Swan Mfg. Co., Winnipeg

Wedges

Can. Foundries & Forgings, Ltd., Brookville, Ont.

Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits

Collins Mfg. Co., Toronto

Spramator Co., London, Ont.

Weeders, Garden (hand)

C. S. Norcross & Sons, Rushnell, Ill.

Weights

Can. Foundries & Forgings, Ltd., Brookville, Ont.

Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Well

Can. Foundries & Forgings, Ltd., Brookville, Ont.

Wholesale Hardware

Thos. Birkett & Co., Ottawa, Ont.

Caverhill, Learmont & Co., Montreal

Frothingham & Workman, Montreal

H. S. Howland Sons & Co., Toronto.

Lewis Bros., Ltd., Montreal

Merrick Anderson Co., Winnipeg, Man.

Miller-Morse Co., Winnipeg, Man.

Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.

Rice, Lewis & Sons, Ltd., Toronto

Wm. Stairs, Son & Morrow, Ltd., Halifax, N.S.

W. H. Thorne & Co., Ltd., St. John, N.B.

White's, Ltd., Collingwood, Ont.

Wood Vantage & Co., Winnipeg, Man.

Vokes Hardware Co., Ltd., Toronto, Ont.

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Brandram-Henderson, Montreal

Canada Paint Co., Ltd., Montreal

Carter White Lead Co., Montreal

Steel Co. of Canada, Ltd., Hamilton

McArthur Irwin, Montreal

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Metallic Roofing Co., Toronto and Winnipeg

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Scythes & Co., Ltd., Toronto, Ont.

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B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters

Bridgeport Hardware Co., Bridgeport, Conn.

Northern Electric Co., Montreal

Wire Hoops

Laidlaw Bale-Tie Co., Ltd., Hamilton

Steel Co. of Canada, Ltd., Hamilton

Wire

Canadian Tube & Iron Co., Ltd., Montreal

Canada Wire & Iron Goods Co., Hamilton, Ont.

Caverhill, Learmont & Co., Montreal

B. Greening Wire Cloth Co., Ltd., Hamilton

Laidlaw Bale-Tie Co., Ltd., Hamilton

Lewis Bros., Ltd., Montreal

Northern Electric Co., Montreal

Northern Bolt Screw & Wire Co., Owen Sound

Steel Co. of Canada, Hamilton

Western Wire & Nail Co., London

Wire Mats

B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels

Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Rope

Baines & Peckover, Toronto.

Wrapping Paper

Alex. McArthur & Co., Montreal, Que.

Wrenches and Accessories

Can. Foundries & Forgings, Ltd., Brookville, Ont.

Goodell-Pratt Co., Greenfield, Mass.

Keystone Mfg. Co., Buffalo, N.Y.

Trimont Mfg. Co., Roxbury, Mass.

Will B. Lane, Chicago, Ill.

Plewes Ltd., Winnipeg, Man.

J. H. Williams Co., Brooklyn, N.Y.

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Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator

Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet

L. S. Starrett Co., Athol, Mass.

Spielman Agencies, Montreal

Wrought Nipples

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Kribs, Wm. A., Hespeler, Ont.

Lewis Bros., Ltd., Montreal

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Alta.

White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar

Canada Metal Co., Ltd., Toronto

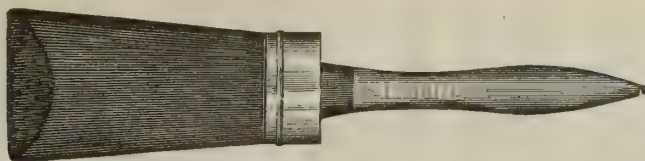
Zinc, Sheet

B. & S. H. Thompson & Co., Ltd., Montreal, Que.

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THE best possible buyer is not made in an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

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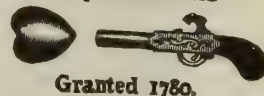
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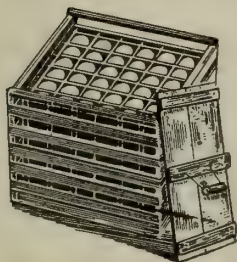
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Advertising in a good trade newspaper,
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reaches the best buyers in the trade.
This issue of **HARDWARE AND**
METAL, in both editorial and advertis-
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buyer in the Dominion. Trade news-
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come in direct touch with the buying
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than any other trade newspaper.

This little advertisement inserted
in **HARDWARE AND METAL** not long
ago immediately brought eleven
replies to the advertiser. And the
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USE THE WANT AD PAGE

Electric



Domestic Help

If a customer says that she is having trouble with domestic help, she is a prospective purchaser of a good washing machine.

Domestic help is scarce. It is going to be scarcer. Women who have never done their own work are now compelled to run the household unaided.

The sale of washing machines will be greater during the next year than ever before. Live hardware merchants are preparing to meet the demand, and encourage its development.

The Seafoam Electric Washer and Wringer is a favorite with the trade and with the public. There are no complaints or "backfire" when you sell a "Seafoam."

If you have not yet stocked the "Seafoam" let us tell you about it.

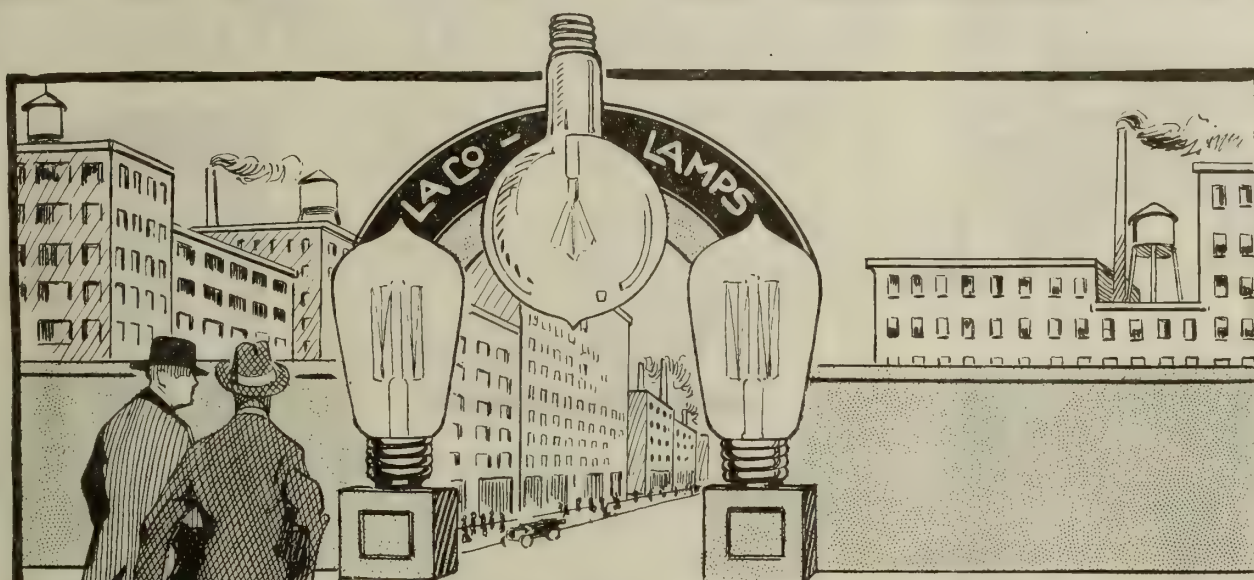
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HAMILTON, CANADA

Eastern Representative:
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If interested, tear out this page and place with letters to be answered.

Electrical



The Gateway to Larger Lamp Sales

GO after the Factories in your locality. They all need Laco Lamps for greater production.

ALL you need is the aggressiveness to bring the proposition to their attention. Every Factory Manager is on the look-out for Quality equipment—he knows the best always is cheapest in the long run. Furthermore, we are hammering away every month in the trade magazines—he knows Laco Lamps *now*, and you will easily win his attention, for more than likely he is already considering Laco Lamps for his plant.

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LAMPS

EVERY factory to-day is working to capacity.—There is no place for the inefficient—in men, machinery or Lamps. The factory manager wants Lamps that will *last*—no time for replacement and “cheap” goods.

GO after the factory trade. Factory business is profitable. Orders are large and the money is sure. If you have a good prospect in view, we will gladly send one of our engineers to help you close the business.

We supply you with booklets, folders, store cards, hangers and displays. We make your store the centre of the lighting business, and our general advertising will send the trade to you. Write to-day for our proposition.

Canadian Laco-Philips Co., Limited

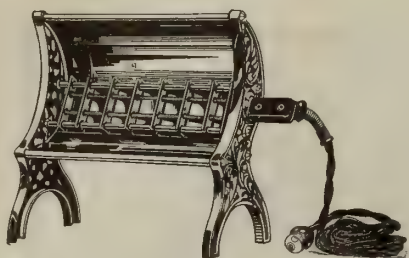
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Toronto

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Vancouver

Electrical



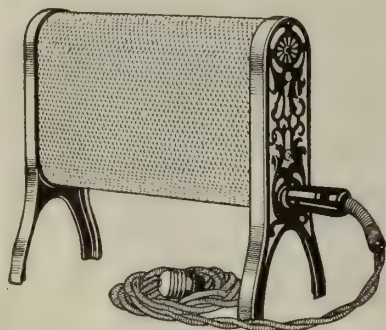
There is bound to be a big demand for electric air heaters and radiators this fall.

The

National
ELECTRIC

line is most complete and comprises heaters of all types and sizes.

Get your stock in early and reap the benefit when the demand comes.



The National Electric Heating Co., Limited
TORONTO

SUPREME AMONG WASHERS

The "1900" Complete Line Pays You Best

For over twenty years we have been making washing machines exclusively. The best types of washers have been developed and patented by us in this time.

Recently we have perfected two new models representing the highest development the Washing Machine has ever attained.

"1900" Cataract Electric Washer

These most modern washers, as well as the other various "1900" machines—the Gravity, Water Power and Gasoline Motor Washers—are sold everywhere through our extensive advertising, which is the largest publicity campaign conducted for washing machines in Canada.

Inquiries in large numbers result from this advertising, and these inquiries are turned over to such "1900" Dealers as have proven their worth in their different territories.



"1900" Agitator Electric Washer

Is there a live "1900" Dealer in your district? Would you like to know more about the "1900" line?

If there is no one selling "1900" Washers in your territory there is a chance for you. Make use of it by writing to-day to the Wholesale Department.



The "1900"
Washer Company
357 Yonge Street
TORONTO

If interested, tear out this page and place with letters to be answered.

Electrical

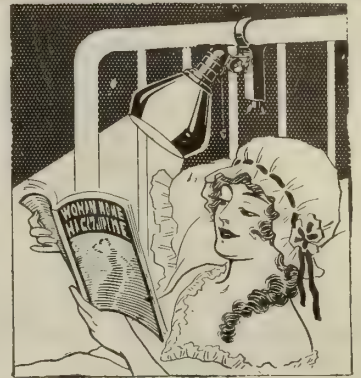
EMERALITE—The Comfort Lamp

Emeralite is the last word in lighting comfort. These beautiful lamps are designed to eliminate eye-strain and to distribute light in the proper way.

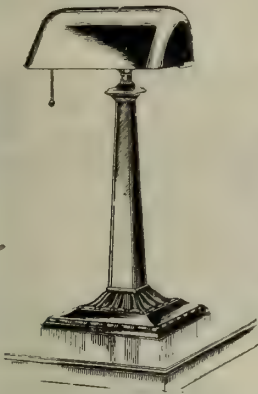
Emeralite shades are of a rich emerald green glass plated inside with a white opal glass, affording maximum protection from glare and strain.



Shades are adjustable to any angle. The light is thrown wherever the user wants it.



0615 Bed Lamp



8734K for Flat Top Desk or Table

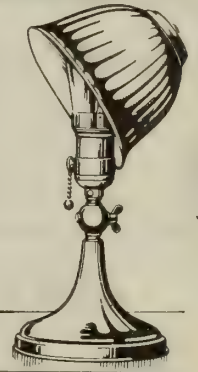
There are more than forty styles of Emeralite Lamps for use in homes, hotels, offices, etc.

The introduction of Emeralite Lamps into your stock of fixtures gives you a feature line of adjustable and portable lamps that appeal to a wide circle of trade.

We would like to tell you all about Emeralite, we know you'll be interested. May we send you our Emeralite booklet?

FACTORY PRODUCTS LTD.

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Emeralite Jr. Stand, Hang, or Clamp anywhere.

"How to Hire, Train and Supervise Men"

"Getting Better Results From Salesmen"

Learn how successful business men handle these important problems by reading

Management and Salesmanship

By

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John Lee Mahlin, Pres. Mahlin Advertising Agency

This book is written in a clear, concise style easily understood, every paragraph a mine of good solid facts prepared by these two thinkers and workers. You cannot afford to be without this book if you have management and salesmanship problems to solve.

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Technical Book Dept.

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CANOPIES (all styles)	NOZZLES
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CHAIN HANGERS	PLATES, SWITCH
COUPLINGS	RINGS, SEATING
CROWFEET	RINGS, SLIP
HOLDERS (all sizes)	ROSETTES, CAST
HOOKS	SPINNINGS
INDIRECT FITTINGS	STAMPINGS
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Works quicker; makes a stronger joint. Samples free.

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since
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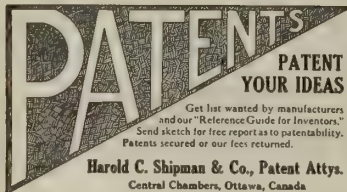
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and our "Reference Guide for Inventors."
Send sketch for free report as to patentability.
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Central Chambers, Ottawa, Canada

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cheon Pins, Leather Shoe and Overshoe Buckles,
Felloe Plates.



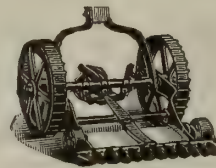
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For all purposes, none better made, all
qualities. Send for list prices and
samples.

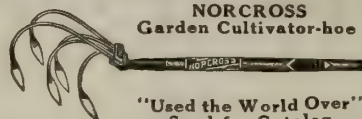
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will drive them all out.
All dealers should in-
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"Turn Waste into
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Single spiral colored bands 20c per doz. 90c per 100
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Cattle Ear Tags and Buttons, prices according to amount
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H.E. ROSS MANUFACTURERS SMITHS FALLS ONT.

BEAR BRAND LAMP BLACKS
A Germantown of quality
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WILKES, MARTIN WILKES CO.
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Just the Tool for Inexperienced Glass Cutters

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Wanted

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WANTED — EXPERIENCED HARDWARE clerk. Apply stating experience and salary required to Matthewson Bros., Strassburg, Sask.

WANTED—HARDWARE SALESMAN, APPLY giving plenty of information, experience and salary expected to Mills Hardware Co., Hamilton.

WANTED—THREE TINSMITHS FOR UNION shop. Steady work and highest Union wages for the right men. McKelvey & Birch, Ltd., Kingston, Ont.

SITUATIONS WANTED

YOUNG MARRIED MAN DESIRES CHANGE. Twelve years' retail experience in first-class hardwares. Capable of taking charge. References. Box 80, Hardware and Metal, Toronto.

EXPERIENCED RETAIL HARDWARE MAN desires position on road, covering Western Ontario preferred. Box 91, Hardware and Metal.

AGENCIES WANTED

MANUFACTURERS' AGENT REPRESENTING several English firms, but on account of the war cannot get delivery of goods, is open to handle agencies from Eastern or American manufacturers for Manitoba, Saskatchewan and Alberta, on a commission basis, or would consider position as traveler for a good house, providing terms were satisfactory. Box 82, Hardware and Metal, Toronto.

MANUFACTURING AGENCIES WANTED FOR builders' hardware, cutlery, tools, auto accessories, etc. Could carry a stock. For further information write Box 90, Hardware and Metal.

FOR SALE

HARDWARE BUSINESS IN PORT DOVER. Stock and fixtures about \$4,500. Reason for selling, ill health. J. G. James, Port Dover, Ont.

GOOD HARDWARE BUSINESS FOR SALE IN a live town of about 1,000. Situated in a splendid farming district. Stock in A1 condition. Box 86, Hardware and Metal.

FOR SALE—HARDWARE AND TINSHOP IN good Western, Ontario town of 1,000. Large, bright store. Stock about \$6,000. Good reason for selling. Box 87, Hardware and Metal.

FOR SALE—BUILDING AND HARDWARE IN good village and farmers' trade. Stock about \$6,000, and Bowser Gasoline Pump and Free Air and Tinsmith Shop. Apply to Wm. Poisson, of Belle River, Ont.

FOR SALE—HARDWARE AND FURNITURE business in the best district in the West. Stock about \$5,000, fixtures \$500. Building can be bought or rented. Owner must sell. Very little cash will handle this. Box 92, Hardware and Metal.

HORSE NAILS

C BRAND 3-4-5 EQUAL 4-5-6 OTHER MAKES, perfect. Swedish steel. 25-lb. boxes, 5 boxes, \$3.75; 10 boxes, \$2.50; 25 boxes, \$2 each. Box 89, Hardware and Metal.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY IN-stalling an Otis-Fensome hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B," Otis Fensome Elevator Co., Toronto.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acomes, Sunlights, Silver Kings, Souvenirs, Welcomes, Crown Hurons, Peninsulars, Jewels, Pandoras, Favorites, Imperial Oxfords, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.



VLIT

FURNITURE & AUTOMOBILE
POLISH
Velvet Finish Instantaneous
Lighter Labour. Troubles Over.

What is VLIT?

VLIT is the trade mark of a scientific chemical process which puts a fine VELVET finish on Furniture, Automobiles, etc.

Why should I use VLIT?

1. Because VLIT saves time and labor.
2. Because VLIT cleans, polishes and preserves a great variety of articles.
3. Because VLIT contains an ingredient that repels flies.
4. Because VLIT prevents dry-rot and furniture from becoming cracked from sun or heat.
5. Because VLIT puts a polish on Automobiles which prevents mud from adhering to the enamel.
6. Use only ONE cloth with VLIT. VLIT cleans and polishes in one operation.
7. You want the best for your money—an article that will give you entire satisfaction—VLIT. Write for free sample.

SAUNDERS & CO. Selling Agents.
3 St. Nicholas St. MONTREAL.

Stocked by
Messrs. Frothingham & Workman,
Limited, Montreal.
Retails at 10c, 25c and 50c.
Wm. Doyle, Regd., Quebec

INDEX TO ADVERTISERS

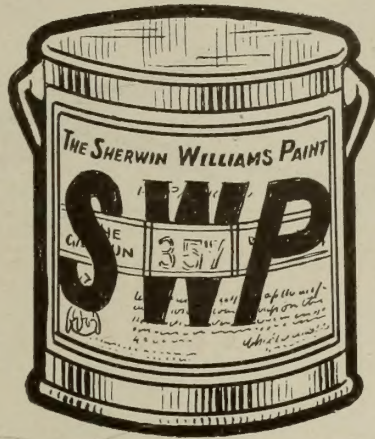
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WANTED, AT ONCE — CAPABLE HARDWARE man to manage retail hardware business in thriving Ontario town. State experience, salary expected, and give references. Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of **HARDWARE AND METAL**. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading **HARDWARE AND METAL**.

USE THE WANT AD PAGE



A Business Opportunity

is offered to you in the Sherwin-Williams exclusive agency proposition. Our agency has been the means of increasing the business and profits of a great many firms throughout the world, and this opportunity is, here, offered to you. Do not lose any time but write us to-day for full particulars regarding our agency proposition and the large and extensive campaign which we are prepared to run this Fall and during the Spring. By taking advantage of our advertising helps, more business and better business will come your way, and will be the means of turning over your stock and increasing your profits.

Our advertising campaign, this year, has been drawn up to offset mail order competition, and, therefore, the business that has been going to an outside firm from your customers and friends will come your way.

This is your opportunity—why not profit by it?



THE SHERWIN-WILLIAMS Co.
of Canada, Limited

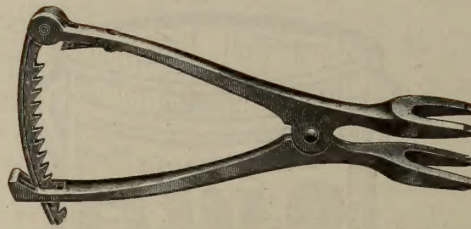
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.



McKinnon Industries Limited

St. Catharines, Ontario



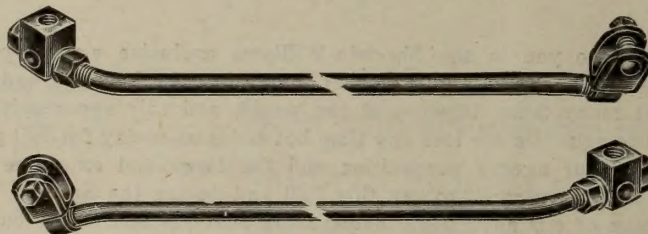
Improved No. 1 Valve Spring Lifter For Ford Cars

A FEW FACTS:

1. Specially designed for Ford Cars.
2. This Lifter is made of strong, tough, malleable iron.
3. Can be folded together, occupying very little space in tool chest or roll.
4. The improved ratchet holds the lifter in any desired position when compressing a valve spring.
5. You have the free use of both hands.
6. The springs are made from selected spring stock.
7. The slot at the end of arms is **WIDE** and the stock heavy.
8. Length overall, $8\frac{3}{4}$ inches.
9. Weight for mailing, approximately 1 lb.
10. Carefully packed in carton properly labelled.

LIST PRICE

No. 1 65 cents each



Auxiliary Radius Rod for Ford pleasure Cars and Ford One-Ton Trucks

You will add 100% to the strength of Axle and Radius Rod already on Ford Cars.

The Clamps are Solid and of Selected Malleable Iron. The Bar is **SOLID** $\frac{5}{8}$ -inch, carefully selected material and machine threaded. The finish is black Japan, properly baked on.

NOTE, Mr. JOBBER:

All "Ford" One-Ton Trucks should be equipped with McKINNON HEAVY RADIUS RODS.

WEIGHT 8 lbs. per Set

LIST PRICE \$3.90 per Set

McKinnon Industries Limited

St. Catharines, Ontario

